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# Michelle Obama presents the case for electing Hillary Clinton in 2016

The 2016 Democratic Party convention has spotlighted the fact the ladies are in charge! Despite a skirmish which led to the ouster of Debbie Wasserman Schultz as the head of the Democratic National Committee, it was quickly handled, with the interim appointment of Donna Brazile. Then on Monday night rising star Sen. Elizabeth Warren perhaps did not have her best performance, but First Lady Michelle Obama was applauded for building a strong case for support in why Americans should choose Hillary Clinton in November.



First Lady Michelle Obama speaks to the crowd at the Democratic National Convention. By all accounts, her speech was one of the most riveting delivered during the event. (Photo: ABC/ Ida Mae Astute via Flickr)

Naturally with the historical appointment of Hillary Clinton as the first woman nominated by a major political party as their presidential nominee, spotlighting female leadership is not unexpected. But Monday and Tuesday night spoke of not only the skills and qualifications of Clinton, but her strength blended with compassion will help to shape the future of America if elected.

Eight years ago many of supporters with baited breath waited for Michelle Obama to make her first national speech at the 2008 Democratic Convention. On Monday night she set the stage for why even she believes Hillary is the choice for

2016.

In a speech universally praised by not only fans, but impartial viewers. Of course, her detractors disagreed and even took issue with her reference to waking up every morning in a house built by slaves. However, just as she never referred to Donald Trump by name, First Lady Michelle Obama has never been one over the last eight years to allow haters to bother her.

She simply used her skills as an

attorney to present her case for supporting Hillary Clinton for President of the United States of America:

*"I trust Hillary to lead this country because I've seen her lifelong devotion to our nation's children — not just her own daughter, who she has raised to perfection — but every child who needs a champion: Kids who take the long way to school to avoid the gangs. Kids who wonder how they'll ever afford college. Kids*

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## Komen donations top \$1.1M

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## Ringling Bros attempt record shoe drive

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## Seasonal jobs soon at Fair Park

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## Koz and Sanborn to play Dallas

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COMMENTARY

## Irving's Music Factory project off-key for minority businesses

NDG's View

Minority business owners often find it difficult to secure opportunities for business economic development in North Texas cities. Therefore, when such opportunities do present itself, all measures must be met with equality, honesty, due diligence and integrity on all parts.

Unfortunately, the City of Irving has seemingly dealt an unjust hand to minority business owners,

once again, by awarding less than 10 percent of the \$173 million Irving Music Factory (IMF) award bids to minority contract bidders.

The Irving Music Factory project, slated for completion in summer 2017, will be something to behold. Finally filling the entertainment void left when Jerry Jones packed-up the Dallas Cowboys leaving behind Texas Sta-

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## People In The News...

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Shirley Demus Tarpley



Angie Ransome-Jones



Shiona Curry

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## Shirley Demus Tarpley

Born and reared in Dallas, Texas, Shirley Demus Tarpley, AKA Sister and Mother Tarpley, believes in a commitment to God, family, church, education and the community. She grew up in a home that consisted of her godly parents (Mr. Lloyd David and Mrs. Cedella Baker Demus), four sisters and three brothers.

Sister Tarpley was educated in segregated schools in Dallas; she attended elementary and middle schools, and in 1959 she graduated from Booker T. Washington High School



(known today as Booker T. Washington Arts Magnet in North Dallas) which was one of only three African American High Schools in the Dallas Independent School District (DISD.)

She graduated from Prairie View A & M University, a Historical Black College & University (HBCU) in Prairie View, Texas, with a Bachelors of Science Degree in Business Education and a Minor Degree in Economics.

After graduation from college, she married and began working for Collins Radio Company (the name was changed to Rockwell International) as a Production Secretary. The company was contracted by the United States' government to produce the communication system for their first space ship launched by the U.S. Space Program. This

is one of the highlights in her life, because she received the highest security clearance from the federal government to work on the project.

In 1965 she and the late Mr. Lorenzo Tarpley moved to Carrollton, Texas, and purchased their first home, which at the time was a small suburban town of only 9,000 plus residents; today its population is approximately 150,000 and Blacks comprised of approximately six percent of its population; it was still geographically segregated, making the Tarpley's the first Black family to integrate the "all-white" section

of town.

Sister Tarpley integrated R. L. Turner High School (RLT), the only high school in the Carrollton-Farmers Branch I.S.D. (C-FBISD) at the time. With the exception of her first year of teaching at RLT, she was voted one of the Top 10 Teachers by each senior class until she transferred to the new high school.

In 1978 she integrated Newman Smith High School (NSHS) the second high school built in C-FBISD; she remained at NSHS until her retirement in 1996.

She and her husband had two children, a son, Jarrell

Edwin, a graduate of RLT and the University of North Texas University (UNT) in Denton, Texas. Jarrell was a standout, award winning football player and attended UNT on a full football scholarship. He had the honor of being on the prestigious and highly covered Texas All Star Football Team from the North; only 30 are selected from all of the high schools in Texas each year. He lives in Venus, Texas with his wife, Cleo Spann Tarpley, they have one son.

Her daughter Sheila Don-nise is a graduate of RLT

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## Angie Ransome-Jones

By Ruth Ferguson  
NDG Editor

Angie Ransome-Jones' Path to Peace, A Guide to Managing Life After Losing a Loved One offers insights on how to pick up the pieces of your life when you lose a loved one. Her book focuses on the death of a parent, but the lessons apply to the death of anyone close to you.

Ransome-Jones is clearly a woman of action. She tries to take challenges and find a way to grow and learn from



the heartbreak. Then she takes it a step further and shares her knowledge to benefit her community. After watching her mother lose her battle to cancer years

earlier, once Ransome-Jones dug herself out of the depths of grief she launched Magnifying our Mothers (M.O.M.) in 2010 as a tribute to her mother. The organization's website says grief counseling resources and financial assistance for financially challenged moms are available on an application basis. Through M.O.M., Ransome-Jones is not merely lamenting the loss of her mother; she is honoring her through helping others. That embodies a legacy.

The loss of her father was a different experience because his death was unex-

pected. Whether you are 15 or 40, waking up one day and realizing your parents are both gone is one of the hardest milestones in a person's life. Our parents usually are our cornerstone, the foundation of how we learned to define ourselves and our beliefs. They are also the ones who often provide us with unconditional love. Losing such an emotional safety net is hard.

Then there are the practical realities of handling the affairs of those you love. When the second parent passes away the family often must face with closing the

interests of both, even if years have passed between their deaths. It can reopen the wound of grief of the other parent. This effort is especially challenging if that loss was never fully processed.

### Get your affairs in order

Ransome-Jones addresses not only the emotional need for allowing yourself to grieve but offers reminders business affairs must move forward decently and in order.

A few examples include:

The Social Media Factor – Facebook can be a quick

way to get the word out to friends, but try to notify key family members first. No one wants to discover their brother passed away via a Tweet; that is a quick way to start hurt feelings that will not heal easily. By the way, do you have the login info for your aging family member – otherwise it can be a challenge to gain access to their social media profiles.

Draft a Winning Team – Sometimes you are incapable of explaining everything over and over to other family members, the funeral

See JONES, Page 4

## Shiona Curry

ATLANTA, GA (BlackNews.com) -- S.N.A.C. it up! CEO/Chef, Shiona "Shi: Curry authors S.N.A.C. it up! Cookbook: Shi's Natural Approach to Cooking (snacitup.com) to inspire children to make healthy food choices. Shi's passion for eating healthy ultimately translated into an aspiration for all children to be healthy, while enjoying food that tastes great.

Shi credits her parents' desire in supplying her siblings and herself with a diet of natural foods, even though she was initially hesitant. However, after adopting positive affirmations into her life, Shi found



it easier to make healthy food choices. After making a conscious decision to eat healthy, Shi also began exploring her love for cooking, which stemmed from her fascination as a four-year-old when she would watch cooking shows, and read every cookbook she could get her hands on.

Shi, with the guidance of her supportive parents, began transforming natural foods that are usually considered unappealing to children, such as brussel sprouts and broccoli, and made them "SNACalicious." Shi then decided to create a platform to educate children on the benefits of eating healthy and thinking good thoughts, i.e. "affirmations," while remarkably encouraging her peers to take charge of their lives at a young age.

In the S.N.A.C. it up! Cookbook, Shi uses all natural ingredients and spices, and creates delicious gourmet dishes that are easily reproduced, and as such is a great guide to keep children engaged in taking control of

their overall health.

Shi also conducts a number of workshops and seminars to engage children with the message of healthy eating and thinking, while highlighting the correlation with childhood obesity and diabetes. Program titles include: "Think Inside the Lunchbox," "S.H.A.R.E.W.I.T.H.," "Sweet Life on S.N.A.C.," and "Toby's War on S.N.A.C.!"

All programs, including the S.N.A.C. it up! School DVD Curriculum, which are designed to address different aspects of health.

To learn more about S.N.A.C. it up!, visit www.snacitup.com for further information.

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## IMF, continued from Page 1



dium and Valley Ranch for AT&T Stadium and their newly opened headquarters in Frisco.

The location of the new entertainment complex is just north of O'Connor between US Highway 114 and Las Colinas Boulevard in Irving. The project will offer 250,000 square feet of entertainment, retail, and restaurant space. IMF plans include a movie theater, comedy club, and more than 20 restaurant options. It will also feature 100,000 square feet of office space.

North Carolina-based The ARK Group is overseeing the project and has worked with many minority firms to ensure proper appropriation of minority contract handling. However, the question remains why are minority contractors in Irving grossly overlooked?

To date, minorities have only been awarded 8.45 percent based on executed contracts totaling \$37,398,138. These awards include A&R Fencing and Southern Glass. In other words, the City of Irving has only paid out \$3.16 million of the \$37 million to minority contractors.

Where is the justice in that?

Over the years Irving has touted their efforts to work diligently with minority communities to ensure the city awards new contract bids for providing growth opportunities for minority businesses. However, when NDG's reporters reached out to gain insight on the IMF opportunities a stone wall of silence was received with unanswered phone

calls and emails.

The ARK Group is the company overseeing this ambitious project, indicated political red tape in Irving was hindering the progress of the deal, but the company was “sure it was going to be completed.”

That is great news for ARK, the other contractors, Irving taxpayers and future IMF patrons. But where is the sweet sound of success for minority contractors?

### **The promises and the financial reality**

According to the City of Irving's MWBE Program Guidelines:

“The purpose of an M/WBE Program is to ensure that minority- and woman-owned business enterprises (M/WBE's) are actively solicited and given an equal opportunity to compete and participate as strategic partners and suppliers of goods and services with the City of Irving. An increase in the number of vendors responding to solicitations from the City of Irving will result in more competition, producing lower pricing for goods and services procured by the city. Partnering with minority- and women-owned businesses is essential to the City of Irving's local economic growth and development. Such companies are vital to job creation, and they help sustain local economic competition and enhance the city's overall quality of life.”

For this project the City of Irving has established the following minimum participation goals for minority- and women-owned busi-

nesses, with the caveat, goals are subject to periodic review.

### **The category goals outlined were:**

Construction – 30%

Architectural& Engineering – 28%

Professional Services – 33%

Other Services – 20%

Goods – 10%

The overall goal for the City of Irving is a minimum of 26 percent.

So out of \$173 million dollars, minority contractors were deemed qualified only to do \$37 million dollars in fencing and glass? Was the city unable to find any others qualified to do anything else? What about the City of Irving's pledge to award minorities up to 30 percent of construction?

### **Seeking accountability**

Community activist, Anthony Bond told NDG has spoken with several Irving city officials including City of Irving Mayor Pro-Tem Dennis Webb, John Danish, Allan Meagher and David Palmer, supporters of IMF. Bond sought accountability of the City of Irving's M/WBE goals as outlined in the M/WBE Policy. The question is how are these goals being met in this \$173 million dollar project?

According to Bond, he received verbal commitments from both Noah and Rick Lazes of the ARK Group they have asked Skanska, the contractor building the IMF to comply with the City of Irving M/WBE goals as stated in the M/WBE Policy. To date, Bond is sorely disappointed in the numbers reported by the City of Irving.

“To me this is unacceptable,” says Bond. “We have an M/WBE Coordinator, Deborah McVean that I have reached out to with no response to ask, what is she doing to earn her salary? I want to know. The City Manager, Chris Hillman works at the pleasure of the City Council. What is he doing to ensure accountability to all involved to ensure the M/WBE Policy of the City of Irving is being

adhered to? Finally, I spoke to Pop Sadler, a Black community leader in Charlotte, NC, where the ARK group built a Music Factory there. I am very pleased to hear from him that the ARK Group has reached out and assisted the minority community there to get a chance for fair participation in contracting and job opportunities. That is what I want and am looking for here in the Irving Music Factory, too.”

### **Fair share, not leftovers**

To be clear, the minority contractors are not looking for a handout. A fair opportunity to participate just as their White counterparts in the IMF bidding process. Their products and services are just as good, if not better. They also know the city of Irving just as well and want a chance to reinvest in the city and their respective communities.

Minorities will be expected to patronize the Music Factory. NDG will be called upon to promote the venue to our audience, usually for free. But as African Americans significantly influence entertainment trends and are heavy entertainment consumers, the goal is a fair chance to fight for those advertising dollars, just as minority contractors have to pursue construction dollars.

In 2016, the minority community is beyond frustrated in having to fight injustices on so many fronts. Be it in the school systems or the legislative halls and courtrooms. Definitely in our business systems, minority business owners have a right to expect fair and impartial business practices.

Irving minority business owners want a fair chance to be included because they are a vital part of the community. Through job creation and community reinvestment, Irving benefits from a healthy minority business community. These organizations will continue to be a part of Irving's success long after the patrons who are wowed by the entertainment center have gone back to their homes.

# Komen gives more than \$1.1 million for health services and research

Susan G. Komen Dallas County has announced its 2016-2017 Community Partners, who are the recipients of Komen Dallas County grants to fund no-cost or low-cost breast health services in Dallas County. Through these grants and its investment in breast cancer research, Komen Dallas County has extended over \$1.1 million in funding this year to fight breast cancer.

The 2016-2017 Community Partners include:

### Screening Mammo-



Charla Gauthier (left) and Maiya Bangurah (right) from Methodist Health System Foundation with Nicole Metcalf, executive director of Susan G. Komen Dallas County, at the 2016 Dallas Race for the Cure Kick-Off Party

Methodist Health System / 214-947-0026 / MethodistHealthSystem.org

Parkland Health & Hospital / 214-266-3300 / ParklandHospital.com

### Diagnostic Services

Bridge Breast Network / 214-821-3820 / BridgeBreast.org

Methodist Health System / 214-947-0026 / MethodistHealthSystem.org

Parkland Health & Hospital / 214-266-3300 / ParklandHospital.com

### Treatment Services

Bridge Breast Network / 214-821-3820 / BridgeBreast.org

### Transportation Assistance

American Cancer Society / 1-800-227-2345 / Cancer.org

Parkland Health & Hospital / 214-266-3300 / ParklandHospital.com

### Patient Navigation

Bridge Breast Network / 214-821-3820 / BridgeBreast.org

Methodist Health System / 214-947-0026 / MethodistHealthSystem.org

"The Dallas County Affiliate of Susan G. Komen is so

grateful for the support from our 2015 Race for the Cure volunteers, fundraisers and sponsors who have all made it possible to support our Community Partners. These are quality organizations that provide vital breast health services to our local community, including screening, diagnostic services, treatment, transportation and patient navigation," said Nicole Metcalf, executive director of Komen Dallas County. "I en-

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# The summer heat wave has officially hit the Lone Star State

The dreaded summer heat wave is officially here, and Texans everywhere can feel it. With temperatures reaching in excess of 100 degrees Fahrenheit, Texans need to take precautionary measures to beat the heat.

Each summer thousands of people suffer from heat cramps, heat exhaustion, or even heat stroke. Listening to the weather forecasts warnings, being aware of impending heat waves, and discussing an action plan

for heat related emergencies with your family, could all help to defend against the unrelenting heat.

"The summer heat can affect those in- and outdoors. Heat waves often cause power outages, leav-

ing people without air conditioning and therefore susceptible to the elements," said Keith Rhodes, chief executive officer, American Red Cross North Texas Region. "When this happens, people should go to a li-

brary, mall, or somewhere else that has a working air conditioner to keep cool." By community members looking out for each other and adhering to heat precautions, Texans can survive another Texas summer.

SYMPTOMS OF HEAT RELATED EMERGENCY: Heat related emergencies do not always appear as you would think. Individual symptoms may

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## JONES, continued from Page 3

directors, insurance company, etc. When people ask what can they do to help, and you have confidence in them – take them up on the offer and get their help on tasks requiring immediate attention.

Create a Control Book – Someday your family and friends will face the heartbreak of putting your affairs in order. Having critical in-

formation in an organized document or book is important. For example, PIN numbers and passwords they will need to access your financial accounts. Phone numbers to employers, insurance company, and retirement accounts. Also, include an outline of any final wishes for the services and organizations to notify. For example your sorority or fraternity, or

former co-workers. These are people not in your life on a regular basis but important to you.

When a friend loses a loved ones, often we do not know what to say and how to help them in their darkest moments. Path to Peace, A Guide to Managing Life After Losing a Loved One is a book to have on hand and share. It is personable as Ransome-Jones discusses

her experiences, but also practical. More importantly, it is quick and laid out in

quick bite size sections. This format can allow the reader to focus quickly on where

they are in their grieving journey with reference points.

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# Celebrating 25 years of Kidd's kids

Combine Fresh Prince of Bel-Air fashion with delicious food, handcrafted cocktails, a silent auction and a raffle...and what do you get?

The greatest '90s throw-back party ever, dude!

That's right, Kidd's Kids is celebrating its 25th Anniversary with a one-of-a-kind party that you won't want to miss. The New Kidd's Kids On the Block Party will begin at 7 p.m. Saturday, July 30, at the Empire Room, located at 1225 N. Riverfront Blvd., in the Dallas Design District.

"It's crazy to think that this year marks the 25th anniversary of Kidd's Kids!" said Caroline Cradick, Kidd's



Facebook

daughter and executive director of the Kraddick Foundation. "My Dad would be proud, and he'd certainly want to throw a party to celebrate. So I hope everyone who loves Kidd's Kids will come out, dress up, join us in

the fun and help us continue to offer life-changing vacations for these wonderful kids and their families."

So dig out your favorite '90s outfit and get ready to dance. Live music performed by '90s cover band The Clin-

ton Years will get the party rocking, and a special performance by Caroline Cradick and Radio DJs will close out the night with a bang.

Be sure to come hungry – and thirsty – as great food and drinks will be provided by Nine Band Brewing, Fuzzy's Tacos, Chili's and Glazier's.

Tickets are now on sale for just \$100 for adults 21+, and include entertainment, food and adult beverages. All proceeds will be donated to the Kraddick Foundation to help fund the annual Kidd's Kids trips that have sent more than 1,000 special-needs children and their families to Walt Disney World over the years.

To purchase tickets, visit KiddsKids.com.

Founded in 1991 by legendary radio personality Kidd Kraddick, the Kraddick Foundation and Kidd's Kids were developed on making a difference in the lives of children with life-altering illnesses and special medical needs. During the five-day trip, which is scheduled for Nov. 17 - 21 this year, Kidd's Kids and their families enjoy all the excitement that a Walt Disney World getaway can offer. Children selected for the trip are between the ages of 5-12 years old, suffer from a life-altering illness, demonstrate a financial need and reside in one of the 65-

plus markets in which the nationally syndicated Kidd Kraddick Morning Show airs.

Over the years, more than 1,000 children and their families have attended the trip, totaling more than 3,750 people.

The Kidd Kraddick Morning Show is a syndicated morning radio program that can be heard on more than 65 stations across the country, and on American Forces Radio, from 6 - 10 a.m. CST. The award-winning show is also featured on television's Dish Nation, a fast-paced entertainment program airing weeknights nationwide. For more information visit KiddNation.com.

## KOMEN, continued from Page 4

courage all Dallas County residents to join us in the fight to end breast cancer, whether that's through volunteering, fundraising or registering for the 2016 Komen Dallas Race for the Cure® on Oct 15. We are committed to this effort. Are you?"

Registration is now open for the 2016 Dallas Race,

which will take place on Saturday, Oct. 15 at NorthPark Center. To register for the city's largest annual breast cancer fundraiser, visit [www.komen-dallas.org/dallasrace](http://www.komen-dallas.org/dallasrace), or attend early in-person registration at NorthPark Center on Aug. 6 from 1:30 p.m. to 3:30 p.m. 100 percent of the net proceeds

from the event fund vital breast health services for Dallas County residents and cutting-edge research to find the cures.

In the last six years alone, Komen Dallas County has invested more than \$9 million in no-cost or low-cost breast cancer education, screening, treatment and support services for uninsured and underinsured residents.

## TARPLEY, continued from Page 2

and Texas Woman's University (TWU) in Denton, Texas, was a standout cheerleader in Peewee, Junior High and Senior High Schools (she integrated all three cheerleading squads.) Sheila was honored by the RLT Football Team as their personal Sweetheart her junior and her senior years. She was the first Black and only cheerleader honored with this title two years in a row, and this honor stands today. Sheila attended TWU on an academic scholarship. She is married to William (Bill) Lott; they have three children, and they live in Carrollton, Texas. Sheila is also a minister in the gospel.

Sister Tarpley is the proud grandmother of four: Tyanna Donnise, David Ed-

ward, and Philip Immanuel Lott and Deven Jaquan Tarpley.

In 1991 she became the first Black female to integrate and serve on the Carrollton City Council. In 1993 she ran unopposed for council and received the second highest votes in the history of Carrollton's elections. This record stands to this day. In 1995 she became the first Black to serve as Mayor Pro Tem for the City of Carrollton.

Sister Tarpley received her Master's Certificate in Dispute Resolution (Mediation, Negotiation, and Arbitration) from Southern Methodist University (SMU) in Dallas, Texas.

In 2001 she became the first Religious Editor for the North Dallas Gazette

weekly newspaper in Plano, Texas--"North Dallas' Weekly Paper of Choice." She continues to serve in that position.

Her parents taught her to take pride in her heritage, to strive for the best in everything you do, to accept all people as they are, and to love and trust God above everybody and everything else. She continues to live by the teachings of her late parents and has always shared this philosophy with her children, her family, her church, school and her community.

Sister Tarpley is a proud member of Bethel Bible Fellowship Church in Carrollton, Texas where her spiritual guidance is lead by Dr. Terrance Woodson, Senior Pastor and Sister Ve Woodson is the First Lady; the Associates pastors are Larry (Chap) Gardner and Brenda Patter-



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| 1737   | <b>Hit \$500,000</b><br>Overall Odds are 1 in 3.80      | \$10 | 8/13/16                | 2/9/17               |
| 1677   | <b>Find the 9's</b><br>Overall Odds are 1 in 4.42       | \$2  | 8/22/16                | 2/18/17              |
| 1702   | <b>Funky 5's</b><br>Overall Odds are 1 in 3.89          | \$5  | 9/28/16                | 3/27/17              |
| 1630   | <b>Super Weekly Grand</b><br>Overall Odds are 1 in 3.97 | \$10 | 9/28/16                | 3/27/17              |



For detailed odds and game information, visit [texaslottery.org](http://texaslottery.org) or call 1-800-676-6886. Must be 18 or older to purchase a ticket. The Texas Lottery supports Texas education and retirement. © 2016 Texas Lottery Commission. All rights reserved.

## Dallas ISD, Youth World celebrate serving of 100,000th free meal

Last week, amid the organized chaos that is lunch service at Youth World Learning Center each summer day, the 100,000th free meal was served there by the Dallas ISD Summer Food Program.

That number was celebrated on Monday, July 18, by staff, students, volunteers and partners at the center, which serves at-risk children by offering supplemental education resources, economic relief community support and more.

Executive Director Darla Shirley said she almost can't believe how far the center has come, from humble beginnings in an old, crumbling warehouse without air conditioning in north Oak Cliff to a more modern facility down the street from Dallas ISD's David W. Carter High School. That 100,000 free meals have been served

through Youth World is quite a feat. "This number represents hearts," Shirley said. "Hearts, faces and little tummies."

Starting Youth World in 1998 with little more than a crafts table, borrowed computer and some jump ropes, Shirley said she expected 30 kids to participate that first summer. However, 100 showed up. "It was so heartwarming and heartbreaking at the same time," she said. "We just couldn't stop." In the 20 years since, the demand for services has grown, and now Youth World has a building to match.

Margaret Lopez, executive director of Dallas ISD's Food and Child Nutrition Services, said the need for child nutrition is great during the summer. "It's been a strong partnership with Youth World," she said. "Eighteen years

we've been working together."

She noted that children and youth 18 years old and younger are welcome at any of the Dallas sites for the free meals.

"At Youth World, they exercise their bodies and their brains, and they need fuel for all of that,"

Lopez said.

Shirley thanked the community support and many partners that help keep Youth World running. "Only a community and an army could do this for so many kids," she said. Beyond meeting immediate needs, she said the center of-

fers a place where children can find hope and their futures. "There's so much more that needs to be done."

To find where free meals are offered this summer, visit the Dallas ISD Summer Meals page, which offers a location tool.



Balloons are released to celebrate then 100,000th free meal served at Youth World by the Dallas ISD Summer Food Program. Photo courtesy of Dallas ISD.

## Making financial literacy fun

By Nathaniel Sillin

What important lessons will you teach your child this summer? Riding a bike? Sharing with others? How about teaching them important financial skills.

Financial literacy may not immediately come to mind when parents think of essential skills for students, but what children know about money at a young age can shape the way they manage money in adulthood. In fact, a 2015 study by the Financial Industry Regulatory Authority (FINRA) found that credit scores among young adults improved in states with mandatory financial education.

However, not all states implement financial education. So how do we close the gap between what American students currently know about money and what they need to know?

Eduainment – one of the key personal finance instruction tactics Visa uses to reach people of all

ages – is an innovative learning method to strike a balance between education and entertainment. Students can learn financial lessons without feeling like they're studying, and edutainment can help them retain the information better. According to a 2013 study commissioned by the Bill & Melinda Gates Foundation, students who played educational games in addition to the standard curriculum performed better on tests than students who didn't.

Here are a few simple ways your child can learn about money this summer.

**Pocket Change Kids:** It's designed to teach the importance of savings early in life. The main component of this program is a highly effective, innovative e-learning platform. Moreover, this program is multi-touch and incorporates parent-child interaction tools, poster contests, live events, and more. Pocket Change Kids is

See FUN, Page 11

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# Brandi Redmond to host 'Bad Moms' party at Studio Movie Grill in Plano

No one is perfect, especially when you have kids constantly screaming, throwing toys, drawing on the walls and refusing to cooperate.

Studio Movie Grill thinks mothers shouldn't feel guilty when they accidentally forget to pick up a kid from practice or when they ruin their homework by spilling a little bit of mommy juice on it. That doesn't make you a bad mom.

Every once in a while, though, every mom deserves to "Party Like A Mother," and that's exactly what Studio Movie Grill has planned. It's all tied to the release of the summer comedy *Bad Moms*, starring Mila Kunis, Christina Applegate, Kristen Bell, Jada Pinkett Smith, Kathryn Hahn and more.

This Friday, July 29, SMG Plano is hosting a very special *Bad Moms*



party hosted by Brandi Redmond, star of Bravo's *The Real Housewives of Dallas*. Brandi will meet and greet fans from 7 – 8 p.m., then join them for an 8:30 p.m. showing of the movie.

SMG Plano is located at 4721 W. Park Blvd. Tickets may be pre-purchased here: <https://www.studiomoviegrill.com/Ticketing/Start/bad-moms-special-event>

Studio Movie Grill is also offering two special deals for groups of 10 or more to

enjoy this sure-fire hit movie through Aug. 13 –

· **Girls' Night Out Package** – includes movie admission, an entrée, an appetizer or dessert and a glass of SMG Cellars Cabernet or Betty's Blend, or a special Mother-Of-All-Ritas frozen margarita with a prosecco sidecar. All for just \$30 per person.

· **Party Like A Mother Package** – includes movie admission, an entrée, an appetizer or dessert and a glass of Chloe Red Blend

249 or Kung Fu Girl Riesling, or the special Mother-Of-All-Ritas frozen margarita with a prosecco sidecar. Just \$33 per person.

Both packages include a special *Bad Moms* souvenir wine glass (while supplies

last) to remember your night out with the girls!

Space is limited, so gather your BFFs, schedule a babysitter, book an Uber and enjoy some time away from the little hellions. Really, you deserve it! (New

Uber users are encouraged to use the code SMGBad-Mommy to receive \$20 off their first ride!)

For more event and contest information, please visit [studiomoviegrill.com/Story/badmomsplaydate](http://studiomoviegrill.com/Story/badmomsplaydate).

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## Irving ISD online registration help desk is now available

Online registration is underway for the 2016-2017 school year at [www.irvingisd.net/registration](http://www.irvingisd.net/registration). Returning students (students who attended an Irving ISD school on the last day of school, June 2) should have received a letter in the mail with their unique snapcode and registration instructions. New students to the district do

not require a snapcode and can register online as well.

For a lost InfoSnap snapcode or questions about the registration process, call 972-600-5250 through Aug. 4 or individual schools starting Aug. 8.

For technical difficulties, parents can call the InfoSnap Support Line toll free at (866) 752-6850 or [support@infosnap.com](mailto:support@infosnap.com).

## Lightning suspected in recent Frisco duplex fire

Frisco dispatch was alerted to a fire in the 11400 block of Still Hollow Drive, a duplex residential structure, at 2:56 p.m. The first fire unit arrived at 3:01 p.m.

Upon arrival, firefighters found heavy smoke fire coming from the roof and attic area. Units began an offensive interior attack. Firefighters reported the fire 'under control' at 3:25 p.m. No one was injured.

Witnesses stated they saw lightning strike a house be-

fore seeing smoke and fire coming from the home. The official cause of the fire is still under investigation.

Frisco Fire Department sent two engines, an aerial ladder, an ambulance as well as the department's rescue, rehab, and safety specialty units to battle the blaze.

The combined square footage of the duplex was approximately 4,300 square feet.

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**CARROLLTON**  
Free irrigation inspections are available until September

Through the City's Save Water by the Yard program, free irrigation inspections are now available. Eligible Carrollton Water Utilities residential customers, with in-ground irrigation systems, can apply to receive the inspections through September 30 or until the funds are exhausted.

Save Water by the Yard inspection service includes a consultation by a licensed irrigation expert who will check the settings on the sprinkler system's control box, check all system lines for leaks and improperly functioning sprinkler heads, and provide customers with tips on system maintenance and water conservation. Residential customers who previously participated in 2014 or 2015 are ineligible for an inspection in 2016. If interested in this service, residents should call 972-466-3000 for more information or to make an appointment for an inspection.

For more information on Carrollton water conservation, visit [cityofcarrollton.com/water](http://cityofcarrollton.com/water) or contact the Public Works Department at 972-466-3425 or Water Utilities at 972-466-4206.

**GARLAND**  
Garland NAACP and Garland ISD hosting Back-to-School Fair

Garland ISD has partnered with the Garland Chapter of the NAACP to host the 2016 Health Fair and Back-to-School Rally. The event is scheduled for Saturday, Aug. 20 at the Curtis Culwell Center.

Carol Blakes of the NAACP shared, "This is the Garland NAACP Unit's 14th year hosting this event and we are excited about the growth and expansion. We started out



The Garland NAACP along with Garland ISD will be hosting a Back-to-School fair on Aug. 20.

at the Gale Fields Recreation Center, moved to Mt. Hebron Baptist Church for the last three years and this year, thanks to GISD, we are at the Curtis Culwell Center. This event is free and it is open to all residents of Garland and surrounding communities.

We have planned a fun-filled day that includes health and wellness vendors, free health screenings, immunizations for the children, information sessions, free school supplies, free clothes, food, indoor and outside entertainment and lots of games and activities. "

Students, accompanied by a parent or guardian, will have an opportunity to receive free school supplies, clothes and uniforms, as well as low-cost immunizations, and more. Garland ISD students must register by Aug. 1 to receive the free supplies.

Blakes added, "Our goal is to equip students with their basic needs to start the school year. The Garland NAACP Unit is able to do this with the help of sponsors; including local churches, organizations, GISD and other donors from the community."

Details and the registration form can be found here: [http://www.garlandisd.net/sites/default/files/english\\_flier\\_edit\\_4.pdf](http://www.garlandisd.net/sites/default/files/english_flier_edit_4.pdf).

**Family Night Out**

The City of Garland plans to close National Park and Recreation Month with a bang. The public is invited to bring a blanket and chairs to Family Night Out at 6 p.m.

Saturday, July 30, at Central Park in Garland.

Food trucks, children's entertainment, bounce houses, games, and live entertainment by Downtown Fever is on the agenda. The celebration will finish with a fireworks display at 9:30 p.m. See event details at [GarlandParks.com](http://GarlandParks.com).

**RICHARDSON**  
Bowl for Kids Sake event schedule for July 30

The McKinney Public Library System experienced record setting numbers in June, and this month are on pace to surpass them as adults and children check out books, attend events, and participate in the summer reading program.

The libraries checked out nearly 1.2 million items and the computer stations logged more than 30,000 hours in the first nine months of the fiscal year. Last month, more than 168,000 items were checked out and more than 5,000 computer hours were logged in June, an increase of more than 6,000 items checked out and 1,000 computer hours from June 2015.

"Our libraries have focused our efforts on bolstering our partnership with the local schools to encourage childhood reading and participation in summer reading programs. As we've continued these relationships with the ISD's in McKinney, we've seen the participation at our events soar," said Spencer Smith, Director of the McKinney Public Library System.

**Ringling Bros. to make Guinness World Records attempt with shoes drive**

Collecting more than 17,500 pairs of shoes for a charity is no easy feat. However, with the help of generous DFW circus fans the Ringling Bros. and Barnum & Bailey are set to participate in a Guinness World Records attempt for 'Most Shoes Donated to a Charity in a 24-Hour Period' on Aug. 8-9 at The Big Feat – The World's Largest Shoe Drive, a Ringling Bros. Special Event. Shoes collected at AT&T Plaza at American Airlines Center will be donated to Rockwall-based The Shoe Bank, a non-profit providing shoes to families locally and throughout the world. Once collected and tabulated, all shoes will be redistributed by The Shoe Bank as kids go back to school.

**NDG Readers can win a pair of free tickets - see Instagram and Facebook for more details.**

The current world record



Ringling Bros

of 'Most Shoes Donated to a Charity in a 24-Hour Period' is 17,526 pairs of shoes and was achieved by Iglesias Ni Cristo (Church of Christ) in Manilla, Philippines on April 29, 2016.

According to the U.S. Department of Health & Human Services, in Dallas County alone, 30 percent of youth 18 and under live below the poverty line, which equates to 196,000 children in need. Because of this, the world famous

Ringling Bros. Clown Alley know they even have big shoes to fill and are up to the challenge! It's time to put ourselves in the shoes of those in need by donating shoes that are in great condition. Shoes must be in New or Like New condition. Sneakers are preferable. All Youth and adult sizes are needed. Unfortunately, no sandals, open-toed shoes, flip-flops or high heels can be accepted.

**See CIRCUS, Page 9**

**Dallas Champions Academy Camp provides life lessons for youth**

Transformance Inc., a Dallas-based nonprofit dedicated to creating an integrated services delivery model for economic empowerment, recently wrapped up sponsorship of the 4-day Dallas Champions Academy (DCA) camp last week at South Dallas' A+ Academy charter school.

In conjunction with DCA's organizer, strategic nonprofit partner Services of Hope, dozens of boys and girls were afforded the opportunity to learn life lessons, financial coaching and physical fitness techniques taught by 16 different coaches from both the NFL and NCAA.

The Dallas Champions Academy is a nonprofit dedicated to teaching underprivileged children and youths aged 8-18 four life principles through sports: discipline, respect, trust and hard work. Now in its



Dallas Champions Academy Camp gave youngsters the opportunity to work with NFL and NCAA coaches to improve fitness as well as to catch up on a multitude of life skills. (Photo: James Dunning).

eighth consecutive year, DCA attendees were provided with daily one-on-one mentoring, coaching, the creation of life goals and Christian attributes.

"As a self-described 'servant leader,' Dallas Champions Academy represents the exact type of outreach we want to provide as a fully integrated services delivery model," said Ken

Goodgames, CEO of Transformance. "It becomes an example of the highest calling when we have the power to actually change lives and influence the future of these kids."

Statistics show that the program is making a significant impact. While the DCA runs four days in total

**See CAMP, Page 12**



## Funny or Die Presents The Oddball Comedy & Curiosity Festival in Dallas

For the fourth consecutive year, Live Nation and Funny Or Die announce the return of the world's biggest comedy tour. Funny Or Die Presents Oddball Comedy & Curiosity Festival Tour 2016 coming to Gexa Energy Pavilion on Friday, Sept. 23 features performances by the world's greatest comedians including: Dane Cook, Sebastian Maniscalco, Tom Segura, Iliza Shlesinger, Bobby Lee, Ali Wong, Jermaine Fowler, Big Jay Oakerson and

Hosted by Roastmaster Jeff Ross. Parking is included in this year's ticket for the event and that the event takes place a week prior to the State Fair of Texas.

"We are thrilled to present another year of amazing comedy to fans across North America," said Geof Wills, President of Live Nation Comedy. "With the breadth of talent we have on this year's epic outing, comedy fans can expect Oddball 2016 to be one of the most entertaining evenings ever assembled!"

## Three music legends line up for one unforgettable show at Fair Park Music Hall

Galaxy Entertainment is lining up one massive show to be held on Aug. 6 at the Fair Park Music Hall. Four masters of the past in music are joining forces for an unforgettable night.

Kicking off the show will be a local treat, Ahyonz. Led by Kenya C. this ensemble is an eclectic mix of musical artists comprising one of the hottest, up and coming bands in DFW.

The Bar-Kays are celebrating 50 years in the music industry, having gotten together in 1966. They



have hit the charts numerous times with hits such as "Soul Finger" in 1967, "Son of Shaft" in 1972, and "Boogie Body Land" in 1980.

The Ohio Players have been around even longer, hitting the scene in 1959.

Their songs "Fire" and "Love Rollercoaster" have been covered by numerous other artists throughout the years.

Con Funk Shun broke onto the scene in 1969 and scored numerous hits including 1977's "Ffun" (#1),

1978's "Shake and Dance with Me" (#5), 1979's "Chase Me" (#4), 1980s "Got to Be Enough" (#8), and "Too Tight" (#8). To this day, their back beats are samples and used by hip hop artists to form the backbone of even more great music.

The show starts at 8 p.m. Tickets range from \$46.50 to \$86.50 and online purchases are available at [www.galaxyentertainmentlive.com](http://www.galaxyentertainmentlive.com), or by credit card by calling 1-800-514-3849.

## CIRCUS, continued from Page 8

Circus fans may drop off shoes at the following locations beginning July 15th, with shoes collected in advance being delivered to The Big Feat – The World's Largest Shoe Drive on Tuesday, August 9.

From now until Monday, August 8 at 94.9 KLTU studios and at KLTU events throughout the month of July. KLTU Studios is open Monday through Friday from 8:30am-5:30pm, and is located at 6400 Beltline Road, Suite 120, Irving, Texas 75063. For more information, go to [www.kltu.com/communityevents](http://www.kltu.com/communityevents).

The Shops at Willow Bend at the customer service kiosk during normal mall hours. The mall is located at 6121 West Park Boulevard, Plano, Texas 75093.

American Airlines Center at the Administrative Entrance on the north side of the arena on Monday through Friday from 9am-5pm. The arena is located at 2500 Victory Avenue, Dallas, Texas 75219. There will be free parking at the Lexus Parking Garage, which is adjacent to the northeast corner of the arena at 2620 North Houston Street.

AT&T Plaza at American Airlines Center on Monday, August 8 from 8pm to 10pm and on Tuesday, August 9 from 7am to

7pm.

Additional drop-off locations listed at [RinglingCharityShoeDrive.com](http://RinglingCharityShoeDrive.com).

The Big Feat – The World's Largest Shoe Drive is a great opportunity for families, scouts, churches, neighborhoods and co-workers to put their best foot forward and help the community. To learn more or ask for donation boxes for your group, visit [RinglingCharityShoeDrive.com](http://RinglingCharityShoeDrive.com).

In addition to the shoe drive, there will be circus celebration as Ringling Bros. attempts to break the world record. On Tuesday,

Aug. 9 from 5 p.m. - 8 p.m., circus fans are invited to bring pairs of shoes to AT&T Plaza at American Airlines Center, where there will be a host of fun activities for Children of All Ages including performances by the world famous Ringling Bros. Clown Alley, face painting, circus games, and more.

An adult 18 years of age and older must be present when shoes are being donating so that they can sign-off on the donation log for Guinness World Records.

Also, those attending the Tuesday evening party will receive a Certificate of Participation, plus a free circus voucher (good for any

D/FW performance) will be given out to the first 1,000 adults 18+ for each qualifying pair of shoes donated. Please donate shoes prior to

7 p.m. so that shoes can be counted and logged for Guinness World Records prior to the end of 24-hour donation cycle, which ends

at 8 p.m.

To learn more and to see how you can participate, visit [RinglingCharityShoeDrive.com](http://RinglingCharityShoeDrive.com).

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## Win tickets to see Dave Koz and David Sanborn, special guest Chante Moore

ALW Entertainment is bringing smooth jazz legends Dave Koz and David Sanborn to Dallas on Aug. 7. The special affair kicks off at 12:30 p.m. with brunch at the Fair Park Music Hall. Also appearing is songbird Chante Moore. NDG Readers can enter to win two tickets via Facebook or Instagram.

In the 25 years since the release of his self-titled solo debut album, saxophonist Dave Koz has received nine GRAMMY nominations, had nine No. 1 albums on



David Sanborn and Dave Koz are set to make great music

Billboard's Current Contemporary Jazz Albums chart, toured the world and been honored with a star on the Hollywood Walk of Fame.

David Sanborn has released 24 albums, won six Grammy Awards, and has had eight Gold albums and one Platinum album. Having inspired countless other musicians, Dave has worked in many genres which typically blend instrumental pop, R&B and lately, more and more traditional jazz. He released his first solo album Taking Off in 1975, but has been playing the saxophone since before he was in high school when he was inspired by the great Chicago blues artists

near his hometown of St. Louis.

Singer and songwriter Chanté Moore shared, "I have been blessed and honored to do what I love for as long as I have," confides the dynamic songbird. "My fans who have continued with me on my journey have become a part of me and the music."

Moore's genuine connection with her audience has been forged through her intimate and personal songwriting. Chanté's effortless

combination of R&B soaked in gospel roots, soul accents kissed with a touch of jazz, and grace with fire, coalesce on her Shanachie Entertainment debut, Moore Is More.

"My heart is overwhelmed with excitement and joy in life and in my music! I have more to give my fans, more than meets the eye, more of the same, and more than what you expect."

Tickets are available at TicketMaster.com.

## This Weekend in DFW: Give your inner child a break

By McKenna Wierman  
NDG Special Contributor

Summer is winding down. The days are getting shorter, the cicadas are getting louder, and even though it's hotter than ever, we have arrived at the last weekend in July. Before you know it, it'll be time for back-to-school shopping, dusting off the winter sweaters you've got stored under your bed, and long, gloomy days at work.

So before you kiss the summer goodbye, why not get in touch with your care-free, child-like, fun side? Think about what a 12 year-old you would want to do this weekend, but with a grown-up twist. Get out there and enjoy this last weekend of July before it's time to grow up and get back to the real world.

**Saturday 6 p.m. – Central Park in Garland – Family Night Out: Food, Fun & Fireworks!**

What kid doesn't like fireworks? This weekend at Central Park in Garland, join the community for a night of fun the whole family can enjoy. Food, music, games and a big firework finale is the perfect recipe for indulging your inner younger self.



**Friday 5 – 8 p.m. – Katy Trail Ice House – Dallas Blonde Birthday Bash**

There's nothing quite like a Summer birthday party. This Friday come on down to the Katy Trail Ice House and celebrate with the birthday of none other than Dallas Blonde. There will be birthday cake, music, and of course lots of fun—because after all, don't Dallas blondes have more fun?

**Friday 6 – 9 p.m. – Amon Carter Museum of Modern Art – Sunset Cinema: To Kill a Mockingbird**

Did you even have a childhood if you weren't as-

signed "To Kill a Mockingbird" as summer reading? We all spent at least a few weeks of our young summers lying on our stomachs under the backyard sun, trying to figure out if Boo Radley would ever come out. Well this weekend grabs picnic blanket and head out to the Amon Carter Museum of Modern Art to catch a sunset showing of this classic tale. Let your inner kid get lost Harper Lee's tale of childhood, social justice and summer.

**July 26 – 31 – Samuell Grand Amphitheatre – Picnic in the Park with Junior Players: The Tam-**

ing of the Shrew!

If you haven't seen a Junior Player's production, I highly recommend it. And while not everyone loved reading Shakespeare in

school, it will defiantly strike a chord with your inner school kid. Bring the whole family out to the Samuell Grand Amphitheatre and enjoy laughs, the

summer night air, and one of the most timeless plays ever written. Who knows, maybe your inner child will finally come to appreciate the Bard?

**Enter to Win!  
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**NDG Entertainment Ticket Giveaway!!! Follow North Dallas Gazette on Facebook, Twitter and Instagram to keep up on all the latest!!!**

## Financial justice a key focus at 2016 NAACP Convention

By Charlene Crowell  
NNPA Wire Columnist

With 2,200 branches across the country and added presence on 60 military installations, five located overseas, the NAACP's grassroots reach is unparalleled.

And throughout its 107 year history, the annual NAACP conference has addressed issues that affect

people of color. From the Niagara Movement, to Jim Crow, and discriminatory education, employment and more, the NAACP still stands as this nation's largest and oldest racial justice advocacy organization.

In 2016 another issue — just as pressing as those for which the NAACP is historically known — echoed throughout the convention by several speakers and res-

olutions: financial justice.

"Vote to stop the payday lenders and the car title lenders that come in like vultures and prey on our communities," said Ohio Senator Sherrod Brown, the Ranking Member of the U.S. Senate's Committee on Banking, Housing, and Urban Affairs, on July 18.

Similar remarks on financial justice were also offered

See NAACP, Page 16

## FUN, continued from Page 6

an engaging e-learning platform that tens of thousands of kids have already benefited from.

**Learn together:** My-money.gov offers activities and lessons for all ages. The website features fun cartoons about American coins to guides on how to budget effectively. Also, World of Cents, a child-friendly game for ages 5 and up designed to help teach the value of money through the concepts of earning, saving and spending money, while incorporating basic math concepts.

Begin with the basics: Knowing the value of money is essential to financial literacy. The sooner children learn how much everyday items are worth, the better. Visa's Practical Money Skills initiative has developed a game, Peter Pig's Money Counter. The game helps children improve basic financial skills such as sorting and counting coins to learn their monetary value. The free game is available online, as an Android app and from Visa's Practical Money Skills website.

**Animate it:** Educational favorite Schoolhouse Rock! makes finance fun with songs about interest, savings accounts, paying bills, and more. Dynamic animation and catchy songs help children learn basic financial facts while having fun. Search for clips on YouTube or pop in a DVD to teach your children these

important and practical lessons in a fun and memorable way.

**Play the market:** The Stock Market Game is an online simulation of the global capital markets to engage students grades 4-12. The goal is to teach them the world of economics, investing and personal finance. They have prepared 15 million students for financially independent futures. The game is part of a program provided by the SIFMA Foundation.

**Make it comical:** Visa recently teamed up with Marvel Custom Solutions to create a Guardians of the Galaxy comic. It promotes saving and smart spending and introduces young children to the difference between wants and needs. The comic, "Rocket's Powerful Plan," also features a storyline where saving money in an emergency fund is crucial to helping the Super Heroes. If your children are fans of Rocket, Groot and Ant-Man, they're bound to love this comic featuring the same iconic characters.

**Bring it to life:** Jump\$tart Clearinghouse offers a variety of games and resources that demonstrate how money skills transfer to real life. Children are challenged to plan their budgets, stretch their money, and be financially responsible. The website also provides a range of educational materials for both parents and teachers.

Additional edutainment resources include:

- Pocket Change Kids
  - MyMoney.gov Youth Resources
  - TreasuryDirect Kids MoneyMemory and Perry's Pennies
  - The United States Mint H.I.P. Pocket Exchange games
  - Visa's Financial Football and Financial Soccer
- Bottom line:** It's important to teach your children

## Lewisville Lake Symphony accepting intern applications

The Lewisville Lake Symphony is now accepting applications for Fall 2016 interns. Applications will be accepted until all positions are filled or Thursday, Sept. 15, whichever comes first.

Applications are available to download from [lewisvillesymphony.org/Interns.html](http://lewisvillesymphony.org/Interns.html). The intern program is for students in grade 8-12 who are excited by great music.

Benefits of the program include the ability to en-

hance your resume, find community service opportunities, the opportunity to sit on-stage with an orchestra member during final rehearsal, and to be recognized at concerts, in the program and on the LLS website.

([lewisvillesymphony.org](http://lewisvillesymphony.org))

Lewisville Lake Symphony is one of seven local groups receiving funding from the City of Lewisville through a grant program designed to foster cultural and fine arts in the community.

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# Top reasons sales managers hire the wrong people

When numerous sales reps aren't meeting their target numbers, a company's puzzled leaders may go scrambling to figure out the cause.

But it could be the genesis of the problem dates back to when those sales people showed up for a job interview.

"One major reason sales goals aren't met is pretty simple," says Dave Stein, co-author with Steve Andersen of "Beyond the Sales Process: 12 Proven Strategies for a Customer-Driven World" ([beyondthesalesprocess.com](http://beyondthesalesprocess.com)). "The sales manager hired the wrong person to begin with."

Stein says a number of factors that can cause that to



happen. For example, sometimes sales managers hire someone recommended by a peer or a superior, and disregard their own hiring procedures.

He recalls a personal experience where a CEO needed to hire a vice president of sales. One of the company's board members heavily promoted a favored

candidate.

"We had a hiring process in place, but the CEO felt compelled to short-cut it," Stein says. "He asked me to interview the candidate. It took 15 minutes to determine that this candidate wasn't qualified for the job. The CEO hired him anyway."

Six months later, the new VP was gone, Stein says, but only after costing the company millions of dollars in lost opportunities and damaged relationships with customers and business partners.

Stein and Andersen say other reasons sales managers make hiring mistakes include:

- They are behind their

territory coverage plan and are in panic mode. After a little staff turnover, they may find themselves down five reps out of a team of 20. "The instinct is to hire fast and furiously, and that's the problem," Stein says.

- They hire based on gut feel. Many experienced sales managers claim that they know a good sales rep when they see one, but unfortunately they don't, Andersen says. Even the most intuitive sales managers who hire on a gut feeling get it wrong more often than less-experienced managers with a solid set of tools, he says.

- They fall for candidates who sell them during the interview. Salespeople who

go from job to job end up gaining a lot of job-interview experience. It may take 10 to 20 interviews for them to land a job. If they change jobs every two years, then after 10 years they have been through 50 to 100 interviews and have become masters at selling themselves, Andersen says.

- They don't effectively check references. The references listed on a job candidate's resume aren't necessarily the best people to talk with. Instead, Stein prefers to contact former managers, customers and peers who aren't listed. Some companies' HR departments may have policies that don't allow blind-reference checks, though.

- They don't use proven tools available to them. Stein says those could include assessments, background checks, simulations and behavioral interviews, all of which can provide valuable information.

Finally, Stein and Andersen say even with experienced sales people past performance doesn't necessarily equal future performance.

"They will be doing a different job for a different company," Stein says. "They'll be selling different products to different customers, and against different competitors. Any one of those factors could influence how successful the salesperson will be."

## CAMP, continued from Page 8

length, the fourth and final day is an invitation-only callback for those camp attendees who have shown the most potential in learning the four principles. Dubbed the Day of Champions College Combine, these exemplary campers are provided with additional character and skill development sessions while also being provided with one-on-one assistance for the college application process from a college retention specialist. In addition, Transformance provided a special classroom presentation on basic financial principles called "Money and Credit". DCA figures show that 70 percent of those attending the special fourth day of the camp go on to receive scholarships to university or community colleges.

"There's a dual-generation strategy," said Ruth Ferguson of Services of Hope. "If we can reach these kids at an early enough age, we can prevent poor financial habits such as falling prey to predatory lending practices. Our goal is to check in with these attendees year-round at specific touchpoints to rein-

force our message."

While the 4-day camp was held in the midst of summer, the boys and girls

appeared unaffected by the searing outdoor heat. Encouraged to run to each station or session – "No walking!" was a popular refrain, the kids eagerly participated in on-the-field football

drills and in-the-classroom life lessons.

Dallas Champions Academy Director Darell A. Smith gave a glowing assessment of the camp. "These kids are an inspira-

tion, it never stops for us. It seems to get better with each camp we host. As a community, we need to cherish this next generation of kids. Any one of them can go on to success and

achieve the hopes and dreams they may not have considered before participating."

For more information, please visit [www.dallaschampionsacademy.com](http://www.dallaschampionsacademy.com).

### McCARTHY REQUESTS BIDS

McCarthy requests bids for the "DFW Airport Taxiway Y Bridge Reinforcement for Group VI Aircraft Project" located at DFW Airport, Grapevine, TX. Bids are due to McCarthy by August 16, 2016 at 11am CST.

Project involves the strengthening and reinforcement of the Taxiway Y bridges crossing International Parkway to carry Group VI Aircraft, and involves demolition of existing concrete deck, installation of a debris shield bolted to the girder webs, reinforcement to the girders, transverse stiffener modifications, and construction of a new concrete deck. Bid documents are available for review at McCarthy's Building Connected online plan room.

Please contact McCarthy for instructions on how to obtain documents. McCarthy is an Equal Opportunity Employer. Submit bids to [civilbidtex@mccarthy.com](mailto:civilbidtex@mccarthy.com). Phone (972) 991-5500 – McCarthy Contact: Chuck Shive [cshive@mccarthy.com](mailto:cshive@mccarthy.com).

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As the annual event is a collection of small businesses, the remaining seasonal positions report to in-

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Applications for seasonal positions can now be found online, with opportunities available in the following departments: Coupon Sales, Creative Arts, Special Events, Exhibits, Food Service, Gates, Livestock Operations, Maintenance, Midway Games, Security, Ticket Office and Tram Operations.

To apply for a seasonal position at the State Fair of Texas, visit [BigTex.com/Jobs](http://BigTex.com/Jobs). Don't have a computer? No problem. Visit your local

public library to see if it has computers available for job seekers, or this year the State Fair is partnering with several local computer labs that will allow people to use their facilities to complete the online application process.

Please find details on some of the participating locations below:

In partnership with the Wilkinson Center: Eastfield College, Pleasant Grove Campus (802 S. Buckner Blvd., Room 222). Contact: Myra Collins at 214-821-6380 x 214.

• Friday, July 29, 9 a.m. – 12 p.m.

• Friday, August 5, 9 a.m. – 12 p.m.

• Friday, August 26, 9 a.m. – 12 p.m.

TR Hoover Community Center (5106 Bexar St.) Call 214-421-2420 for more info.

• Monday, August 8, 3 p.m. – 4:30 p.m.

• Tuesday, August 9, 3 p.m. – 4:30 p.m.

• Wednesday, August 10, 3 p.m. – 4:30 p.m.

Cornerstone Baptist

See PARK, Page 16

## Dallas Black Chamber of Commerce seeking Interim President applicants

The Dallas Black Chamber of Commerce is celebrating its 90th year as an advocate for the creation, growth and general welfare of African American businesses in Dallas and the North Texas region.

The Interim President will lead and manage the chamber during an executive search for a permanent President and assist with the transition of leadership. The position will be for at minimum of six months and the Interim President can apply for the permanent President position.

Send resume to [dl-james@dbcc.org](mailto:dl-james@dbcc.org) with job code IP1 in the subject line of email. Within the body of the email, please answer the following questions:

- Why are you passionate and interested in the position?
- What proven success (examples) do you have in the qualifications and experience required of the position?
- What is the greatest accomplishment you can bring to the organization?

What positive feedback have you been given by your supervisor or clients at your current or former employer?

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**August 7, 12 Noon**  
How do you impact others? Join us Sunday at noon in Bible Study; Senior Pastor Woodson or Pastor Brenda Patterson will teach a series on "Design for Discipleship, Book 4, Chapter 1."

**August 10, 7 p.m.**  
Join us in Wednesday's Prayer and Bible Study Class with Senior Pastor Woodson and Pastor Brenda Patterson teaching a series on "Design for Discipleship, Book 4, Chapter 1." Spiritual maturity is God's desire for you. It's Time to Grow; Ephesians 4:12 & 13.

Dr. Terrance Woodson, Senior Pastor  
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www.bethelbiblefellowship.org

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**August 10,**  
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Dr. Terrence Autry, Senior Pastor  
701 Centennial  
972-991-0200  
Richardson, TX 75081  
www.Christcommunityrichardson.org

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**August 10, 12 p.m.**  
Join us in our Wednesday's 12 Noon-Day Live, Prayer and Bible Study and/or our Wednesday Night Live, Prayer and Bible Study at 7 p.m. to learn more about God's Word at the Joycie Turner Fellowship Hall, 200 West Belmont Drive in Allen. Be encouraged by God's plan for your maturity and His glory; and most of all, be prepared to grow.

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**August 8, 7 p.m.**  
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**August 10, 7 p.m.**  
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# Being what you were born to be



Send email to: [businessoffice@northdallasgazette.com](mailto:businessoffice@northdallasgazette.com) to sign up for Sister Tarpley's weekly electronic newsletter.

"And said, Naked came I out of my mother's womb, and naked shall I return thither: the Lord gave, and the Lord hath taken away; blessed be the name of the Lord. In all this Job sinned not, nor charged God foolishly." Job 1:21 & 22 (KJV)

Does a bumblebee walk on the ground all the time, never flying? Can a caterpillar fly, or does it crawl all the time? If you said, "No," to either of those two questions you would be partially correct.

Actually, a beekeeper said that often when a bumblebee's wings fail to develop, as they should, the bumblebee walks on the ground for his lifetime.

The bumblebee must struggled and fight to get

fluid from its body into its wings to get them strong enough to fly.

And a caterpillar can fly, but something must occur first. The caterpillar must struggle and fight its way out of a cocoon in order to become a butterfly.

The butterfly begins life as a caterpillar, a wormlike larva that spins a cocoon for itself. For weeks, the larva remains hidden within the cocoon as it undergoes metamorphosis and in the end the butterfly emerges and flies.

As humans if we witness the struggle and fight of the bumblebee or the caterpillar, we might be tempted to help them both to speedup the process, but that's the worst thing we could do for either one.

The struggle and fight is what enables both to fly. The bumblebee and the butterfly both need adversity to become what God intended them to be. So do humans.

The book of Job is the story of a wealthy and successful community leader

named Job. He was also a righteous businessman with huge holding of livestock and real estate; read his story and see what struggles that he went through before the end of his life.

As I approach my 75th birthday on August 2, 2016, I begin looking back on my

life. I became a Christian my senior year at Prairie View A & M University.

Later, after I received my B.S. Degree I married, birthed two children, Jarrell and Sheila and started my serious studying of God's word for my spiritual growth.

As I would often tell my children, "It's only what you do for Christ that will last." Make no mistake about that statement; it is not works that guarantees eternal life, but faith in Jesus Christ and what He did for all mankind at the cross.

Since becoming a believer in Christ, my focus is obeying God, the Bible says, "Now therefore, if ye will obey my voice indeed, and keep my covenant, then ye shall be a peculiar treasure unto me above all people: for all the earth is mine." Exodus 19:5.

Also, "Ye shall walk after the Lord your God, and fear him, and keep his commandments, and obey his voice, and ye shall serve him, and cleave unto him." Deuteronomy 13:4.

Last week I was asked, "What is the greatest accomplishment that I believe I have made in my 75 years of living?" I said, "The fact that my children, their spouses and children are faithfully serving God.

And through the many prayers of their parental grandmother and my seek-

See BORN, Page 16



Sister Tarpley standing in front of the Delorean Time Machine at the Grand Opening of the first major luxury, six floors hotel (the Courtyard Marriott) in Carrollton, Texas through the major effort of former mayor, the honorable Ron Branson, picture by Bruce Wolpert, This Green Screen.

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**NDGtv** North Dallas Gazette takes a moment to reflect on the past with **Historical Perspectives from Sister Tarpley**

Hear what it was like growing up in a very different Dallas when Booker T. Washington was a black school. Sister Tarpley graduated from there and went on to college and later became a city councilmember in Carrollton.

Look for NDGTV at [NorthDallasGazette.com](http://NorthDallasGazette.com)

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Pastor De W. Stafford, Sr.

# NDG Book Review: *Dead Loudmouth* will have you hooked

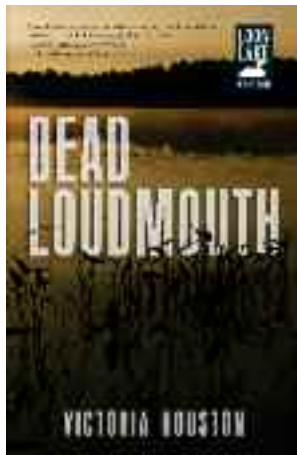
By Terri Schlichenmeyer

There's always the one that got away.

Ask any fisherman and you'll hear how the one that escaped was a monster fish, a record-breaker, an awesome specimen with foot-wide jaws. Go ahead, ask; every fisherman has a story ... except, perhaps, Lewellyn Ferris. In the new mystery, "Dead Loudmouth" by Victoria Houston, Police Chief Ferris never lets 'em get away.

It had to have been a gruesome way to die.

Chet Wright, the owner of Buddy's Place, a gentlemen's club, had been enjoying a dalliance with one of



his dancers that night. The piano they'd lain on was fitted with a switch that raised and lowered it for the enjoyment of customers, but something went horribly wrong and the piano had risen to its highest point,

crushing the couple against the ceiling.

The official cause of death, according to the "Wausau boys" at the regional crime lab, was asphyxiation, but because a piano doesn't just raise itself, Police Chief Lew Ferris figured the deaths were homicides. When Paul Osborne, retired dentist and Lew's deputized lover, saw a sandy footprint next to an open window, her suspicions were heightened; the appearance of the local private hunting club's manager only sealed her belief.

The manager told Lew that Wright had purchased Buddy's Place with a scheme in mind: he and his

dancers scammed three wealthy club members out of hundreds of thousands of dollars – scams that the men didn't want their wives to know about. Wright had been in deep financial trouble and rumor was that there was a huge life insurance policy on his life. The club's maintenance worker confirmed that the dead dancer wasn't the most popular girl in the world, either.

Plenty of people, it seemed, had reason to want Wright and his paramour dead. But who actually made it happen? Was it Wright's wife, who stood to be a rich woman? Or his employees, some of whom hated him? The bigger

question was, in the thick forests and trout streams of Northern Wisconsin, would someone try killing again?

Of course they will because there has to be another Loon Lake Mystery, right? Fans who love Lew Ferris and "Dead Loudmouth" will be disappointed if there wasn't.

And yet – there could be head-scratchers for some readers ...

This is the sixteenth Loon Lake book, and author Victoria Houston tends to make all her mysteries as authentic as possible, which means they're ripe with local slang and fishing terms that out-of-towners and non-fishermen may not understand.

Readers may not completely understand where (or how) Lew got her ragtag staff, either, or why otherwise important procedurals seem to be lax sometimes.

Yes, you might squint at those conundrums, but they don't ruin the story, the filling-out of charmingly realistic characters, or the keeps-you-guessing whodunit that's revealed in the end with a nice flourish. What you love in a mystery is still inside this book, exactly where you want it, so just go with the flow. No worries.

Once you've started "Dead Loudmouth," you'll be hooked anyway.

## NAACP, continued from Page 11

during a legislative session by Houston Congressman Al Green, a former NAACP branch president, and Oregon Senator Jeff Merkley, a marcher in last year's "America's Journey for Justice," sponsored by the NAACP.

On July 19, the convention unanimously approved a resolution that reaffirmed the NAACP's forceful stance against predatory payday lending. This year, the resolution specifically called for the Consumer Financial Protection Bureau (CFPB) to finalize strong rules to stop the payday loan debt trap.

Noting how payday loans are heavily marketed in communities of color, and its hopes for regulation that would require loans be affordable, the resolution tied major banking institutions to the predatory, small dollar loan. In part it reads, "The NAACP recognizes the significant enabling/collaborative role of the major banking institutions in providing payday and other predatory lenders favorable financing."

Other sections of the resolution stated how high-cost, small-dollar loans are de-

signed to last months, if not years, forcing borrowers into repeated refinancing and high default rates. Making these loans affordable, in the NAACP's view, should require lenders to take into account borrowers' incomes and expenses.

A number of studies have found that each year payday and car-title loans strip more than \$7 billion — largely from people of color and other low-income consumers.

Financial justice remained the convention focus with a keynote address from Richard Cordray, Director of the Consumer Financial Protection Bureau (CFPB). Created as a cornerstone of the Dodd-Frank Wall Street Reform Act, CFPB has in five years enacted financial regulations and returned \$3.48 billion in restitution to consumers who were harmed by unfair financial practices.

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The 2016 Fair runs from Friday, September 30 through Sunday, October 23.

to God, what matters is, are they obeying and serving God.

As Christians, we must get beyond the immature notion that God is interested only in making us healthy,

wealthy and happy with the status quo.

God's desire for Christians is to be more and more like Christ. I believe that is what I was born to be.

## MICHELLE, continued from Page 1

whose parents don't speak a word of English but dream of a better life. Kids who look to us to determine who and what they can be.

You see, Hillary has spent decades doing the relentless, thankless work to actually make a difference in their lives — advocating for kids with disabilities as a young lawyer. Fighting for children's health care as First Lady and for quality child care in the Senate. And when she didn't win the nomination eight years ago, she didn't get angry or disillusioned. Hillary did not pack up and go home. Because as a true public servant, Hillary knows that this is so much bigger than her own desires and disappointments. So she proudly stepped up to serve our country once again as Secretary of State, traveling the globe to keep our kids safe.

And look, there were plenty of moments when Hillary could have decided that this work was too hard, that the price of public service was too high, that she was tired of being picked apart for how she looks or how she talks or even how she laughs. But here's the thing — what I admire most about Hillary

is that she never buckles under pressure. She never takes the easy way out. And Hillary Clinton has never quit on anything in her life.

And when I think about the kind of President that I want for my girls and all our children, that's what I want. I want someone with the proven strength to persevere. Someone who knows this job and takes it seriously. Someone who understands that the issues a President faces are not black and white and cannot be boiled down to 140 characters. Because when you have the nuclear codes at your fingertips and the military in your command, you can't make snap decisions. You can't have a thin skin or a tendency to lash out. You need to be steady, and measured, and well-informed.

I want a President with a record of public service, someone whose life's work shows our children that we don't chase fame and fortune for ourselves, we fight to give everyone a chance to succeed — and we give back, even when we're struggling ourselves, because we know that there is always someone worse off, and there but for the grace of God go I."

## BORN, continued from Page 15

ing to fully have faith in God and obeying His word I am proud of what God is doing in their lives.

The fact that my chil-

dren had their home built soon after marriage, they have good jobs, they drive fancy cars, etc. and etc. means absolutely nothing