

Your Opportunity to Access the Community

Minority Opportunity News

Vol.2, No. 7

2730 Stemmons Frwy. 1202 Tower West, Dallas, Texas 75207

July, 1993

Reviving Education

**Six ministers—
all graduates
from Dallas'
lone Black
college—team
up to breath
some financial
life into Paul
Quinn College
with the Bishop
5 plus One
Revival**



The Winds of Change

For the first time in the city's history there's a real chance of the city council approving a citizen's police review board with subpoena power. Thomas Muhammad tells us why.

Dolls' House

The sale of handmade dolls from South Africa supports a special school for kids in a war-torn township.



**From the
Publisher
Thurman Jones**

New Directions

MON moves onward and upward... with your help

From the release of our first addition 18 months ago, the *Minority Opportunity News* has been dedicated to sharing the truth and information that is needed within our community. We have been blessed to have grown in our readership over this period. We currently have over 28,000 monthly readers. Because of this tremendous growth in our readership base and the "word of mouth advertising" it has done, MON has recently experienced some new, very positive opportunities.

Let me just take a few moments to reflect on what this growth has meant for MON. First, you will notice an increase in our editorial and news coverage. With our expanded capacity we have been able to address more issues confronting our community in an in-depth fashion. Regular readers will also notice an increase in both the number and diversity of advertisements from businesses in our community. We are proud that we have a diverse advertiser base which includes local minority-owned firms as well as major corporations and public agencies. This growth in our advertising sponsors reflects the relevance and impact of our editorial perspectives and the value that our advertisers see in marketing to Dallas' African American community.

Our growth is also providing an opportunity for us to more fully respond to the interests of our readers. Over the next few months you will see a number of innovations for you, our church communities, and an expanded opportunity for you to share your opinions and perspectives.

I am also very excited about the expansion of our delivery service of our newspaper into the Fort Worth community and in East Texas, particularly Terrell. The distribution of our newspaper into these communities will serve as an information conduit about activities, programs and services available to African Americans throughout North Texas. We feel that this is a vital link in keeping the African American community informed about existing opportunities.

Beginning this issue, MON will be available in these communities for a small charge to cover our related distribution cost. We feel strongly that our readers in these cities will understand that the nominal cost is more than outweighed by the valuable information and resources that the paper offers.

Again, we want to thank all of our readers and advertisers for their support over this last year and half. Rest assured that we will remain steadfast in our commitment to be the best paper possible—to truly share "opportunity" with our community.

In The News . . .

NationsBank Appoints New Executive

On June 24, 1993, Rick Parson was nominated as the new executive vice president of NationsBank. Parson was the former Dallas Consumer Banking Executive for 41 banking centers within the Dallas, Collin, Kaufman, and Denton counties. NationsBank is the fifth-largest banking company in the United States with \$121 billion in assets and full-service offices in nine states and the District of Columbia. In Texas, The bank serves 79 communities through nearly 275 locations, including 41 in Dallas.



New Book Release

Ronald E. Jones, Associate Pastor, at New Hope Baptist Church writes his first book—*First Time*. *First Time* is a road map that will guide the novice pastor through the intricate maze of potential road blocks that could hamper his ministry. This book was developed to facilitate the first time pastor through the most difficult phase of his first fourteen months within the ministry.

The book highlights the administrative and managerial procedures of the ministry. *First Time* can be purchased at Black Images Bookstore.

Join Protest Against Banks' Merger

Interested parties joining MON's opposition to the merger between LSST Financial Service Corp. d/b/a Guaranty Federal Bank F.S.B. and American Federal Bank must register their written protests at the address below on or before August 1, 1993.

Also, if you've been denied a loan by Guaranty Federal Bank or American Federal contact MON's attorney, Michael Eagan (214) 368-6786. Forward protest letters to:

Office of Thrift Supervision
Mr. Fred Castell
P.O. Box 619022
Dallas/Ft. Worth, TX 75261-9027

Meadow Foundation Celebrates Twelfth Year

The Meadows Foundation Charitable School Program celebrated its twelfth year on June 10th. Ninety-nine schools were recognized for their outstanding volunteer efforts serving the Collin, Dallas, Denton, Ellis and Tarrant counties. South Oak Cliff High School received \$5,000 for their services.

During the last three school years, over 203,000 students have documented more than 1,443,532 volunteer hours of

community service.

In addition, these high school students and their teacher/sponsors have collected and donated hundreds of thousands of cans of food, articles of clothing, toys, and pints of blood for and estimated total contribution of over 1.3 million dollars. The Meadows Foundation is a private philanthropic institution founded by Algur H. Meadows and his wife, Virginia in 1948 for the benefit of the people of Texas. For more information on the Meadows Foundation Charitable School Project, please contact Rebecca Young at (214) 520-2929.

Texas Congress Awards \$750,000

The Texas Legislature has awarded \$750,000 a year to expand a program that uses the resources of higher education to enhance secondary education in North Texas. The new state funding will help support Science Teacher Access to Resources at Southwestern (STARS), a partnership between science teachers and working scientists at the University of Texas Southwestern Medical Center at Dallas.

For more information on the UT Southwestern STAR program, please call Shanna Swendson at (214) 648-3404.

DFW MBDC Business Services

The Dallas/Ft. Worth Minority Business Development Center (MBDC) is here to assist minority owned businesses with hands on assistance with business plans, loan proposals, SBA 7(A) and 8(a) applications, contract procurement, tax issues, franchising, and operations, as well as many other areas.

Most consulting services are subsidized by the U.S. Department of Commerce, and this translates into hourly rates of \$10.00 to \$17.60 per hour. General consulting and referral services are free of charge. To find out more, attend the weekly orientation held every Monday at 9 a.m. on the 8th floor of the First Interstate Bank Tower at the corner of Field and Ross in downtown Dallas, or call (214) 855-7373.

Scholar and Daughter attend Tribute

Dr. Carolyn Richardson, a former Fulbright fellow and an associate professor of Spanish at Texas Christian University was an invited guest at the 46th-anniversary celebration of the Fulbright Exchange program and tribute to Sen. William Fulbright on his 88th birthday. Durham's was the recipient of the 1989 Fulbright-Hays Award, which provided Durham the opportunity to conduct research in Brazil.

President Bill Clinton, Albert Gore Sr.,

and soprano Anna Moffo as well as Fulbright himself were part of the program at Georgetown hotel in the District of Columbia. For information on the Fulbright Association, contact Dr. Durham at (817) 921-7355.

I Am Only a Child, Let Me be a Child

Each year, at least 14,000 children will run away from home to search for the love and acceptance they've never experienced from their family. The youth of south Dallas must learn to overcome second and third generations of alcohol and abuse, and deal with the scars left by emotional, physical, and mental abuse.

The I Am That I Am Training center a youth center in Dallas which targets disadvantaged youths ages three to eighteen. It was founded in 1985 by Delores Beall to help children with no hope find the means for a future.

Their program includes catching up on school work, healthy social interaction, competitive sports, and community service projects. Children also learn to respect themselves enough to break away from the cycle of abuse, poverty, hopelessness, and addiction. All services are free, and the Center runs totally on donations. If you would like to help the children of South Dallas, please call (214) 372-6838.

Golden Heart Award

Ashley Washington, from the Amelia Earhart Elementary School was the first recipient of the Golden Heart Award. The Golden Heart Event



was implemented to assist in promoting good hygiene for children age 4-11. The event was judged according to age groups, with three grand prize winners per age group. Judging groups consisted of: community civic organizations, postal employees, and honor society groups from area high schools.

Minority Opportunity News

Publisher Thurman Jones
Editor-in-Chief Jim Bochum
Managing Editor Jason Webster

Staff Writer.....Gary Brown
Staff Writer.....Thomas Muhammad
Staff Writer.....Angela Ransome
Prod. Asst......Artella Holmes
Acct. Exec......Brenda Black
Acct. Exec......James "Imani" Fowler

Minority Opportunity News assumes no responsibility for unsolicited material and reserves the right to edit and make appropriate modifications.

Clarifying Color

I am writing this letter in support of the article "The Color of Jesus." Your reading audience has been privileged to some pretty sincere evidence supporting the biblical authenticity of the color of Christ. I thought that it might be of interest if we attempted to determine Christ's color through those who were close to Christ and through available research information.

Both science and bible agree on the common origin of man. They also agree that mankind originated in the tropics where food and shelter were easily accessible (tropical man is always black). As we know, man makes a god in his own image.

J.A. Rogers in his book *Sex & Race Vol. I* (Appendix) states that "The earliest Gods and messiahs on all continents were black. The word Christ, which comes for the word Krishna, or Crishna, is Indian in origin and means "The Black One."

According to Gerald Massey, historian and writer of *The Historical and Mythical Christ*, Abraham was said to have come from the land of Chaldec which was historically known as a country inhabited by a black race.

Moses himself was said to be black. This is supported not only by the Christian bible, but also according to the book of the Mohammadeans (Islam).

The Koran states that when

Jehovah wished to give Moses a sign, he asked him to place his hand into his bosom. When he withdrew it it came out white. This would not have happened if Moses' hand had already been this color.

The Falashes, or Black Jews of Ethiopia, are in all probability the most ancient. They claim their lineal descent from Abraham, Isaac and Jacob.

In determining the color of the Christ-child by determining the color of the mother. Tradition states that St. Luke personally knew the mother of Christ and that it was he who carved the majority of the Madonnas. What Madonnas?

The Black Madonnas which are given continuing significance by their being worshipped (for centuries) throughout Europe and other countries through the world.

Again, historian Gerald Masser says "The Black Jesus is a well known form of the Christ-child, worshipped on the European continent." He further states "The black bambino was a pet image of the Italian church."

Not only were many early biblical characters black, but later, during the initial establishment of the foundation of the Christian church, many of these leaders were of African origin. This list includes: St. Augustine, Tetullian, and Clement of Alexandria.

This is just a small portion of the information available to support the color of Jesus.

Russell Shockly

For Mortgage Loans, We're Very Neighborly.

(Let's get together—if you make the time, we've got the money!)

There's never been a better time to consider a new home mortgage or to refinance your existing home.

- ★ Our qualifications are **EASY**
- ★ Our down payments are **SMALL**
- ★ Our rates are **LOW**

We offer the right mortgage for you, whether you're buying a new home or refinancing your existing home. We're very neighborly.

Call 703-4444

COMPASS BANK



Earn 1000's with 900#s !!!

ATTENTION! BUSINESS OWNERS - NON-PROFITS - ENTREPRENEURS...

900#s can:

- advise consumers on buying houses, cars and other consumer goods
- provide household tips from recipes to home repair
- perform public survey polls on current events..AND MUCH MUCH MORE !

900#s require no computers, inventory, employees or office

Find out more about 900#s with the:

HORIZONS MARKETING "900# INFORMATION MANUAL"

Definitions, terms, profit potential examples, and technical aspects are explained in detail along with how to get 900#s!

To order your "900# INFORMATION MANUAL" at the special introductory price of only \$14.99, just send your check or money order to:

HORIZONS MARKETING

P.O. BOX 380797

DUNCANVILLE, TX 75138-0797

WE'RE COMING BACK TO DALLAS !!!



PRESENTS

BLACK EXPO U.S.A.

DALLAS CONVENTION CENTER

August 21-22, 1993

Meet face-to-face with over 35,000 attendees

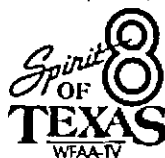
Attend Free Seminars to help you grow your business

If you are an advertiser in this newspaper, receive a \$20.00 discount for your booth (THIS \$20.00 DISCOUNT VALID UNTIL JULY 30, 1993)

NAME OF COMPANY _____ PHONE _____
ADDRESS _____ CITY/STATE/ZIP _____
TYPE OF BUSINESS _____ Your Name _____
Single Booth \$450.00 () Amount Enclosed \$_____. Only certified checks or money orders accepted.
Make your money order payable to: BLACK EXPO U.S.A. Attach this coupon to your money order.

Send this coupon & money order to: Applauz! 4303 N. Central - 2nd Fl. Dallas, TX 75205

Sponsored by: The Dallas Morning News



Liability Insurance

39.00 A Month *

• SR -22 Filing • DWI

AUTO - HOME - LIFE
COMMERICAL - ANNUITY

FARMERS INSURANCE GROUP OF COMPANIES
BROUSSARD INSURANCE AGENCY

3198 ROYAL LANE, SUITE 100C, DALLAS, TX 75229

(214) 352- 4990

* Based on Male 25 years old /
Female 21 years old with a clean driving record.

The Closing Process

The Hows and Whys of the homebuying close



Curtis Yates

The final fulfillment of a real estate transaction is commonly termed the "closing." It is at the closing that the documents are signed and transmitted to the parties, the funds are distributed, and, hopefully, all obligations of all parties have been fulfilled. A closing is not a purely legal function—it is considered a business function. In a well-planned closing, the papers are normally prepared by the attorneys of title companies and are reviewed by the clients prior to the closing to eliminate potential misunderstandings.

The vast majority of closings in Texas are held at title companies, whose purpose is to serve as a depository for instruments such as a sales contract, deed, and funds. The escrow agent at the title company is normally a non-interested third party who accumulates the various instruments and funds into escrow for final distribution

upon completion of the sale.

The widespread use of escrows and escrow agents during closings creates very little need for all the parties to attend the closing together. In fact,

it is suggested by some title companies that all parties not attend the closing at the same time. Depending on the circumstance surrounding the sale (especially residential sales), there is often an air of tension or emotionalism that may hinder the actual closing process.

In the typical residential transaction, there are actually two closings. There is the closing of the sale from the seller to the purchaser, and there is the closing of the loan involving the mortgagee (lender) and the purchaser. In the actual sale closing between the seller and purchaser, the lender is not interested in any part of the transaction except the fact that the purchaser is getting a clear, unencumbered title.

For the loan closing transaction, the seller has no concern for the papers and documents signed between the purchaser and lender, but only with papers the seller is supposed to secure to complete the actual sale of the property.

There are even closings where no sale transaction takes place. This type of closing—referred to as a loan closing—normally involves the refinanc-

ing of real estate by the owner, or the borrowing of money secured by the owner's real estate. The loan closing (very common among real estate developers, contractors, and investors) does not involve a sale of property, just the borrowing of money to be secured by real estate.

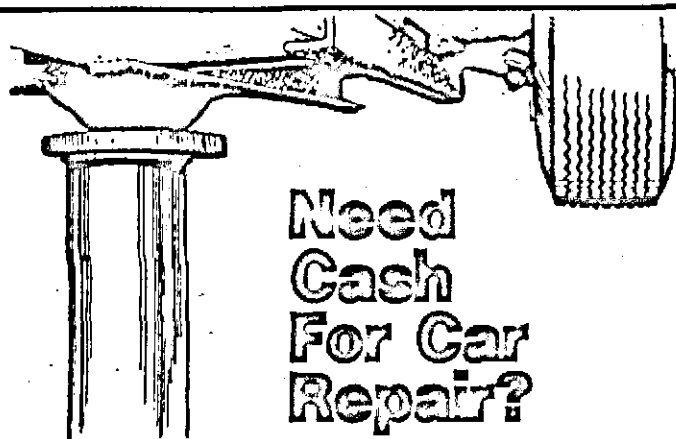
The escrow function is one the keys to a successful closing. The escrow officer is normally one who is trusted by both parties. He helps ease the air of suspicion or distrust that may exist in a transaction where the parties think of themselves as adversaries. The escrow is created according to an escrow agreement with specific instructions for the escrow officer. If not written as specific escrow instructions, then the specifications for the escrow may be contained in the earnest money sales contract. The escrow agent is held to a duty of honesty and integrity when operating as an escrow agent. Normally, the full liability of the escrow officer in the event of a mistake or error is to pay the expense of the restoring the status quo.

The escrow function also performs a very valuable accommodation to the parties by allowing different closing times for each of the parties. One party who may be forced to leave town at an early date can sign all the instruments as required by the contract and leave them with an escrow agent at a title company. This is called "closing in escrow." The other party, upon perfor-

mance of his obligations as required by the contract, may go in at some later date and close at his or her convenience. As long as all contracting parties perform their obligations within the time specified in the contract. It is sometimes recommended that the parties do not close at the same time because of the amount of emotion and tension that sometimes exists at a closing.

The closing checklist for the seller upon leaving the closing table normally includes cash in the amount of the sales price less closing expenses, deed of trust, and promissory note. The closing checklist for the buyer normally includes deed to property, required warranties or mechanical equipment inspection, termite inspection, slab inspection, roof inspection, owner's title policy, bill of sale if personal property is sold in addition to the home itself, a receipt for the purchase price, and if there any debts owed against the property, an estoppel certificate (protection from any debt incurred by another). Two of the more important aspects of a smooth closing transaction that all parties should understand are what the closing is supposed to accomplish, and what role each of the parties should assume to assure a proper closing.

If you need answers to your real estate questions, you can write Curtis Yates care of *Minority Opportunity News*, 2730 Stemmons Frwy, Tower West suite 1202, Dallas, 75207.



Comerica Bank-Texas Introduces a New Auto Repair Loan Program Designed To Meet Your Needs

Even if your car is not fully paid for, we can help you explore ways to finance needed repairs. The terms of your loan will be determined by the amount you borrow and the value of your car. We also offer loans for new used car purchases. Simply ask any Account Executive for an application and information.



Comerica Bank-Texas

Wynnewood Branch
753 West Illinois Avenue
Dallas, Texas 75224
828-5897

R.L. Thornton Branch
5201 East R.L. Thornton Frwy.
Dallas, Texas 75223
841-1512

Irving Branch
301 W. Irving Blvd.
Irving, Texas 75060
818-2004

Certain Restrictions Apply
Subject To Credit Approval

Equal Opportunity Lender
Member FDIC

ATTENTION BUSINESS OWNERS

DO YOU NEED

up to \$25,000

for

WORKING CAPITAL * EQUIPMENT * INVENTORY



Southern Dallas Development Corporation

announces availability
of funds under the

MICRO LOAN PROGRAM

Designed for
emerging, newly established and expanding businesses
within the City of Dallas



For More Information Call: 214/428-7332

Board with a Bite

A police review board with some real teeth—one with subpoena power—might be a mere eight votes away



Thomas Muhammad

Not since the time of former Deputy Mayor Pro-Tem Diane Ragsdale has the concept of a police review board with subpoena and investigative powers been so hot. And it could not have come at a more critical time when you consider

the new 14-1 council form of government. And if there was any issue that could test this new council, this is the one.

On June 9, 1993 a 24-year-old Mexican national was shot in the back twice by an off-duty Dallas police officer who volunteered to answer the "shots being fired" call. The officer, David Denham, through his attorney says that the shooting was justifiable. Hispanic leaders led by Mayor Pro-Tem Domingo Garcia are asking for a strong police review board with investigative and subpoena powers, an investigation by the Justice Department Civil Rights division, and continuing training in the Spanish language past the standard 44 hours currently required by Dallas Police. The Hispanic leaders consistently invoked the name of Santos Rodriguez during their June 22 press conference. Santos was shot by a police officer who played Russian roulette with him in a police squad car while he was handcuffed. Santos was a mere 12-years-old.

That was 1973, 20 years ago. The African and Mexican American communities did not have enough political clout to do any damage at that time to an out of control, politically dangerous, racist police department.

But times have changed.

For the first time in the city's history there are enough council votes to create a police review board with some real teeth. There are seven seats that are supposed to be in the hands of minorities and their is that progressive swing vote that former councilmember Lori Palmer used to have, so it's pretty obvious how councilman McDaniel will vote if it gets that far.

But that's not the only issue that minorities on the city council can change—they can change a mindset that has been prevalent in this city for so long. They can send a clear message that the good ol' boy system no longer controls Dallas. Of course I'm just dreaming, because I know that the Dallas Police Association endorsed a number of councilmembers. Believe me, the DPA will be watching out for its investments. And when you make a deal with devil, well...

I still remember when Diane Ragsdale and County Commissioner John Wiley Price went to Washington D.C. and requested a congressional review of Dallas' finest. For their trouble they became marked by the DPA and other racist leaders in Dallas. Price and Ragsdale started getting obscene phone calls, black roses, nasty letters with no return address or names.

I'm saying all of this for those elected officials who might be thinking of getting involved in this fight. Perhaps you should consider this—the pay stinks, you get almost no help, even from the people who understand what's going on, it won't win you any popularity contest and you get death threats. But police review has—and probably always will be—a major issue

in the black and brown communities. It is an issue that will not go away.

Recently, elected officials such as Commissioner Price and Judge Thomas Jones, along with a grassroots group called the Warriors have been consistently on the picket lines protesting police discrimination and stilted promotion within the department. One of the main issues that mainstream media have not mentioned is that a strong police review board with investigative and subpoena powers was one

ing Rodney King were found not guilty, a number of incidents happened in the Dixon Circle area.

It was a police issue that made brother Malcolm X Shabazz a national hero. The same issue created the Black Panther Party and the Brown Berets. And of course we will always remember Bull Conner and the cruel treatment of Dr. King and civil rights marchers during the turbulent 60s. This was one of the issues that made Domingo Garcia a community leader.



of their reasons for being on the picket lines as well. They have resumed those pickets after a two month moratorium.

In the West Dallas housing projects several police cars were vandalized by African American youth. During the rebellion after the Cowboy's Super Bowl win police were targeted by bottle throwers by both black and brown youth. On June 24th police were greeted by rock and bottle throwing youth after they entered the Frazier Courts public housing area while chasing a suspected stolen car. And after the Los Angeles police officers accused of beat-

Mr. Garcia, along with former state representative Fred Blair and precinct chairwoman Joan Smotzer, made up a tri-ethnic group called the Unified Coalition for Police Reforms. This group was the first group to gather enough signatures to place the review board on the ballot for citizens to vote on. It took 20,000. We lost the vote, but the effort gained tremendous respect from the DPA.

So, yes, we have come full circle, and now is the time to act. With this one issue those eight votes can change this city forever.

Your Check to the Future!

PAY TO THE ORDER OF _____ \$ _____

_____ DOLLARS

COMMERCIAL NATIONAL BANK
1551 South Buckner Dallas, Texas 75217 (214) 298-8311

FOR _____

MEMBER FDIC

1110010531

32-105/1110

Does Your Family Depend on Your Income?

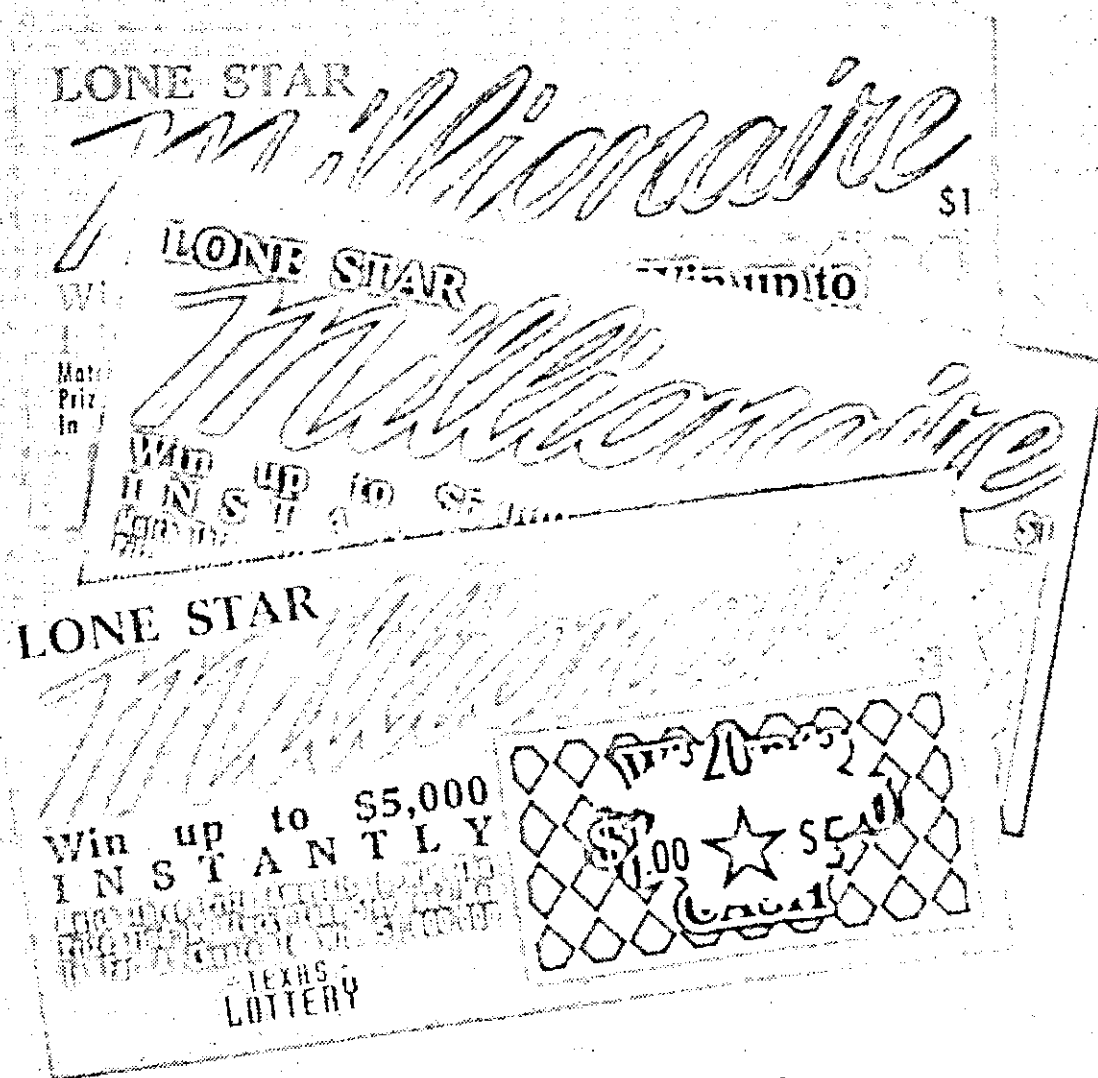
You should consider buying life insurance the way it was meant to be bought... "Term"

Call for an appointment at your convenience.

PRIMERICA
Financial Services

Local Representatives:
Larry & Brenda Ezell 296-0909
Sheryl Cash 296-4679

THE STARS SAY THERE COULD BE MONEY IN YOUR FUTURE.



Scratch off a Lone Star Millionaire ticket and you just might reveal your own fortune. A Lucky Lone Star (★) means you've got a chance at winning \$1 million in one of our monthly Grand Prize Drawings. Or match three like dollar amounts and win up to \$5,000 instantly. Get in the game. Your fortune's in the stars. For information about drawings, call 1-800-37-LOTTO (1-800-375-6886).

MILLION DOLLAR GRAND PRIZE DRAWINGS

<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>
Orange	Alice	Marshall	Dallas	McAllen/Edinburg

Cities subject to change.



Overall odds of winning, 1 in 4.67. Must be 18 years or older to play. ©1993 Texas Lottery

By Angela Washington-Blair

When people think of South Africa, the word "apartheid" usually leaps to mind. The term that means "separateness" became an immediate

Hope



The beautiful handcrafted dolls pictured above help fund the Inkanyiso Waldorf school, giving South African children hope for a bright future.

The Inkanyiso Woodcut Center (at right) is the eye of the storm in the war-torn South African township of Alexandra. It remains unscathed amid a virtual battlezone.



Once friendly tribes and nations in political faction now wage war with each other. The net result is death and



Minority Realtor's Network

(214) 606-3938 24 hour
1 (800) 285-9217 Toll Free



Aujourdhui Facioun Productions

Fashion Show

Sunday, July 25, 1993
6:00 p.m.

Doubletree (@ Park West)
1590 LBJ Freeway (I-635/Luna Road)
Dallas, Texas

(214) 869-4300

For more information, please call:
(214) 905-0944

or
Bernetchia Solomon
(214) 807-9735 (Beeper)
Tickets - \$10.00

28 Church Pews

with cushions for sale
call Cliff Johnson at

(214) 462-7823 or
(214) 416-7684

Contract Caution

Homebuyers should make sure they're getting all they contracted for

By Vera Reece

Our feature for this publication emphasizes the section of the sales contract that defines the property. A very important—if not the most important—part of the contract is the description of the property being purchased. The buyer and seller must be very attentive to contract forms provided by the Texas Real Estate Commission.

They've recently added some new language in addition to the legal description and potential homebuyers should be aware of the changes and their implications. It reads: "Together with the following items, if any: curtains and rods, draperies and rods, valances, blinds, window shades, screens, shutters, awnings, wall-to-wall carpeting, mirrors fixed in place, ceiling fans, attic fans, mail boxes, television antennae and satellite dish, permanently installed heating and air conditioning units and equipment, built-in security and fire detection equipment, lighting and plumbing

fixtures, built-in kitchen equipment, garage door openers with controls, built-in cleaning equipment, all swimming pool equipment, shrubbery, permanently installed outdoor

cooking equipment, built-in fireplace screens, and all other property owned by seller and attached to the above described real property except the following property which is not included..."

Any item on this long list of enhancements must be clearly marked and indicated on the contract if it's not to be part of the property being purchased. The buyer and seller must avoid any confusion if a closing is to happen.

If the buyers make a decision based on a very expensive list of enhancements and return to walk through the day before closing and find these items removed from the property and replaced with something of lesser quality or not replaced, imagine how hard it will be to get that buyer to sign a few dozen legal documents knowing he is not getting what he thought he was buying.

A seller should be very careful to disclose early in the contract any items that are not part of the property. Sometimes this causes a stopped closing.

NEW PROFILES BY

ON THE TOWN SALON

\$7.00 HAIR CUT - TUE, WED,
& THURSDAY

20% OFF NEW CLIENTS

214-490-6880

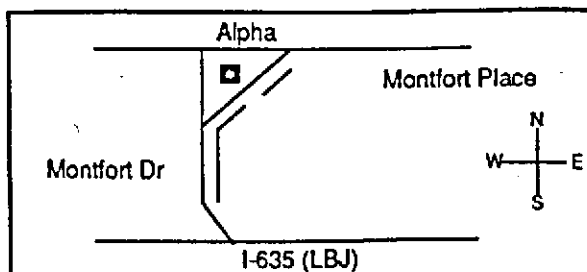
4 Barbers
8 Stylists
3 Nail Technicians

For The Professional Person
Total Salon Service
13523 Montfort Dr.
(next to Famous Footwear)

20% OFF PERMS BY
DUDLEY PRODUCTS
AFFIRM PRODUCTS
CREAM OF NATURE



PROFESSIONAL MEN



Professional Stylist and Barbers Needed



PROFESSIONAL LADIES

Open Market

How to make advertising work successfully for your small business



Andrea Allston

Competing with over 7,000 daily commercial stimuli — billboards, newspaper ads, T-shirts, posters, radio and TV to name a few—is the daunting task facing the entrepreneur or small business owner. Despite today's information overload, small businesses can successfully rise above the mundane advertising clutter. By considering trends and marketing smart, the small business advertiser can gain the attention needed to increase profits—without breaking the budget.

Advertising is the marketing tool that uses purchased space or time to deliver your message to your market. This informs and persuades and helps to sell your product or service. Although advertising allows you to say what you want, it lacks some credibility because those who hear, see or read it, realize that the advertisement was purchased. Advertising in any media has three major purposes: 1) inform; 2) create a favorable attitude and 3) to generate action or context for action such as purchasing your product or service.

Advertising is not objective.

Consider what your advertising objectives are so you can intelligently select your media and carefully plan and design your advertising message.

In selecting the correct media for your advertising message consider the "advantages" touted by the various media salespeople with a grain of salt. Newspapers, radio and yellow page representatives are competing for your advertising dollar—they will all assure you that their particular medium is absolutely right for you. Find a medium that reaches your prospects with minimum waste and the maximum clout. In comparing advertising media to get the most value for your advertising dollar consider forecasting your costs including the ad production. Prepare your own media plan prior to speaking with a consultant or media representative. This can be a short and simple plan outlining your objectives, your prospects, themes, schedules, deadlines and your personal opinions of the strengths and weaknesses of the top media candidates you have under consideration. Don't belittle your own knowledge of a particular medium. For instance, although television may be a superb medium for some businesses (and costly, too), remember that a good percentage of viewers use commercials to make a

Typically it cannot work by itself and normally is not responsible for closing a sale. Your advertising should be well-conceived and executed.

refrigerator raid or bolt to the bathroom.

Whether you currently advertise, plan to—or never will—you can benefit by tracking your competitors' advertisements. You can gain valuable clues of your competitors' overall marketing strategy, their selling points and media selection. Keep a folder to hold your competition's print ads and date them. You'll want to include any publicity or other pertinent info you learn about your direct competition or others in your industry. Maintain a simple journal of their radio and television ads—noting the program, time and station and dates. Periodically review your competitive advertising folder noting their major selling points, target markets, primary media used. Keep your eyes and ears open, too—perhaps your suppliers, and vendors and customers may drop hints or comments about your competitors coupons, ads or sponsoring of a baseball team.

Small businesses should be aware of consumer and marketplace trends and how they might impact your advertisement's message. There was a time when foreign-made products were welcomed with open arms. In today's economic climate, your customers may be more likely to purchase your services if they are American made—or recycled. Research has confirmed that consumers are developing a no-nonsense mindset. This is just one attitude that affects how your customers may respond to your message's content and presentation.

Other trends the small business advertiser might want to consider when developing, or approving an ad for your business:

The maturing baby boomer population. The baby boomers are settling down with changing ideals and values. In general, church attendance is on the rise and society is less permissive. There's a marked return to the traditional. (Ads with children, family and pets have a good draw). Don't think that the public response to the Rainier Beer ads would have been so vocal in the '60s or '70s.

Entertainment sells. Conservatism doesn't necessarily translate into lack of creativity. Consumers want creativeness and amusement. Smaller businesses can "get away" with cute and corny much more than a major corporation. Ad language that is warm, real and amusing sells. I love Tom Bodeck's Motel 6 commercial tagline—"We'll leave the light on for ya." Cartooning is a popular way of entertaining—Metropolitan Life has used Snoopy in their print ads for years—adding levity to the serious subject of insurance.

Consumer concerns. Business-to-business markets as well as consumer markets are influenced by the environmental, health, safety, animal rights and other concerns and awareness. The advertising of tuna fish, cosmetics, aerosols and furs have been impacted materially by consumer concerns. Time-savings is important. Advertising your toll-free 800 number, fax number, home delivery, drive-through, same-day service or fast turnaround time can be a key ingredient in your advertising message. Today's busy consumers are very time-savings oriented.

Producing a good ad in any medium requires a combination of skill and

(Cont. on next page)

Clara's back in the kitchen

Rev. Miles has retired
Come taste the
difference 25 years can
make

Under New Management

Clara's Kitchen
Southern Cooking
3126 S. Grand Ave.
Dallas, TX 75215
(214) 428-3118

Operational Manager—Billy Joe
Gardner
Owner—Clara Miles

Dreaming of a new home?


Get the credit you deserve

FirstAdvantage may be the way


FirstAdvantage is a revolutionary new loan program from First Interstate Bank designed for low- and moderate-income individuals and families. With First Advantage, closing costs and monthly payments are kept to a minimum on a special group of home improvement and mortgage programs.*

First Advantage home improvement loans require no minimum loan amount, and our new mortgage program—The Qualifier—can help you get into a house with much lower closing costs than most mortgages.

So, if you're a low- or moderate-income individual or family, FirstAdvantage may be right for you. For more information, contact the First Interstate office near you—and get the credit you deserve.

 **First Interstate Bank**

First Interstate Bank—Oak Cliff
5801 Marvin D. Love Freeway
Dallas, Texas 75237
(214) 339-9311

 **EQUAL HOUSING LENDER**

Member FDIC *Credit qualifications apply.

Let the Dedicated staff at the

Radisson
Hotel & Suites Dallas
create your next event

WE SPECIALIZE IN

- Wedding Receptions
- Reunions
- Meetings
- Conventions
- Weekend Getaways


Lamarr Vines

FEEL FREE TO CALL ME AND I WILL PERSONALLY TAKE CARE OF YOUR HOTEL NEEDS!!

Lamarr Vines, CFBE
General Manager
Radisson Hotel & Suites Dallas
2330 W. Northwest Hwy.
Dallas, Texas 75220
(214) 351-4477

Dallas Fort Worth International Airport
1993 Annual
Disadvantaged Business Enterprise Trade Fair

"LANDING CONTRACTS AT DFW"

✈ Guest Speaker: Hank Aaron ✈

Thursday, August 19, 1993 • 6 pm - 9:30 pm
DFW Hyatt Regency Hotel - East Tower

Receive information and develop contacts with the Airport Board, its tenants and major contractors. Attend free Vendor Procurement and Construction Workshops.

Door Prizes • Grand Prize round trip airline tickets
 Hors d'oeuvres • Cash Bar

Free Admission • Free Parking

For more information contact the DFW Airport DBE Program Office at 214/574-8957.

F i r s t H o m e s
Classic Beginnings

- Payments as low as \$425/Mo
- Move-in as low as \$1,200
From the \$30's
- Buyer Assistance Program
- Call for:
 - Free Qualification
 - Free Home Buyer Counseling



NEW HOMES
931-2671

Mr. Daniel Calwell (left, Owner of First Homes), with the Shamlin Family of Dallas, who recently purchased a new home from First Homes.

Light Unlimited Christian Center



It's Time You
Stepped Into
"The Light"
OF CHRIST!

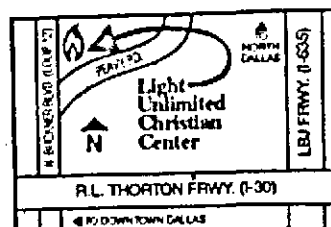
With Pastor Ron Shaw

320-5744

2834 N. Buckner at Peavy Road
 Dallas, TX

Each Sunday
 10:15 a.m. & 7:30 p.m.
 Worship

Each Tuesday
 7:30 p.m.
 Bible Seminar



(Cont. on from page 9)

art. By using flair and creativity, you can expend more originality than cash in the delivery of your advertisement message. Make sure your ad will fulfill your marketing objective by writing the objective down (this is critical in judging the success of your ad later, too.)

Your ad must say something—your theme should be consistent in all elements. Find your theme by answering this question: "What do I want my prospects/customers to know or feel about what I have to say or offer?" A single ad or ad campaign without a theme will lack unity and appear disjointed.

The key elements of your advertisement? Your **HEADLINE** or opening which captures your market's attention. Your **COPY** or script should be clear, concise and credible. Use your imagination to capture your reader's, viewer's or listener's attention. Your **LAYOUT** or ad design/scenario and other elements should arouse and maintain attention

but not overshadow whatever it is you're advertising. There's been some memorable TV ads—which people can identify the scenario but can't remember the advertiser's or product name. My favorite is the "Help, I've fallen and I can't get up" commercial. Another key element of your ad is your company's **LOGO** or logotype and identification. The last major element of your advertisement message is the **MEDIA** you select. Media are the vehicles in which the ad is placed—newspapers, billboards, television, radio, magazines, etc.

The small business owner can successfully market goods and services through advertising. Smart advertising involves selecting a medium which meets your budget and targets your market. Keep one eye on your competition—one eye on trends which impact your market. Most importantly, keep both eyes on the market you're trying to reach. Remember your market in developing your ad and advertising strategy—and they will remember you!

Minority Opportunity News

1 year subscription \$25.00

MAIL CHECK OR MONEY ORDER TO
Minority Opportunity News

2730 Stemmons Frwy, 1202 Tower West
 Dallas, Tx. 75207 (214) 905-0944

Name _____
 Address _____
 City _____ State _____
 Zip _____ Phone _____

How Healthy is Your Business?

There is an old adage that says, "No news is good news." Although this may be true in some cases, it's not time for growing businesses. Just as you go to a doctor or dentist regularly, you also need to check your business' health regularly as it grows so that small problems are caught before they become big ones. You can do this by preparing a financial statement.

Financials provide a snapshot of the fiscal condition for your company. Even if the information is not that good, it is critically important for you as a business owner to know exactly where your strengths and weaknesses lie. A financial statement can provide the necessary information for you to make meaningful and appropriate business decisions.

It will also help your business grow. When it is time to establish a banking relationship, one of the first things a good lender will ask for are financial statements. If you have several years' worth of financial statements showing a growth trend, your loan is halfway home.

There are a number of options you can elect to prepare these statements. These include the use of a CPA, business consultant, or should you have the ability to do so, there are a number of software programs that can facilitate the preparation of financial statements. In any case, it is critically important that you do have some barometer to let you know how our business is performing.

Cullen Frost Bankers are anxious to explore your dreams and lend expertise and/or financing to help your venture to be successful. We look forward to having a chance to talk to you soon. Call Dana Bickford at 979-2069 to put a responsive Cullen/Frost Banker to work for you.

This message brought to you by Cullen/Frost Bank
 Member FDIC



Cullen/Frost Bank®

Cullen/Frost Bank of Dallas, N.A.
 P.O. Box 1649 • 2001 Bryan Street at Harwood
 Dallas, Texas 75221 • Member FDIC • (214) 979-2000

Little Big Loan

SDDC's micro loan program offers big potential for under average sized loans

By Gary Brown

African-Americans have always had the ambition to go into business. Many have built successful businesses while others have had the desire but lacked the courage and confidence to pursue the ground work needed to get a business started. Others have had all the necessary preparations only to have doors slammed in their faces by racist banks that refused to grant them loans—banks that at the same time maintained their checking and savings accounts.

There is good news for emerging small business owners who have been victimized by discrimination, fear or turned away because of the size of a loan request.

The Southern Dallas Development Corporation (SDDC) is carrying out a unique micro-loan program providing loans of \$25,000 or less to women, low-income and minority entrepreneurs, business owners and other individuals who have the capability to operate successful small businesses. The SDDC is a bridge to these individuals who have been unable to close the gap between them and obtaining a loan.

"Loans of \$25,000 nor less are considered to be too small and unprofitable by traditional lending institutions," stated Robert Sims, Chairman SDDC. "This creates a capital void for expanding small minority businesses."

In June 1992, SDDC was selected to administer the Small Business Administrator's (SBA) demonstration micro-loan program in the city of Dallas. It was one of 35 agencies selected nationwide and the only grantee in the state of Texas.

The loans can be used for working capital, inventory, supplies, furniture, fixtures, machinery and equipment. Collateral may consist of liens on the assets financed by the loans and personal grantees of the owners of the businesses being financed.

SDDC has loans available to qualified applicants all over Dallas. When asked about the motive for SDDC and its desire to serve non-white and women, SDDC President Jim Reid

frankly addresses this issue:

"Basically it came to the City of Dallas' realization that there was a disparity between growth in the southern sector and growth in the northern sector," Mr. Reid admitted. "So they wanted to intervene and see what they could do to assist the process in both."

He stated that the balancing out of growth between north and south Dallas was long overdue. Thanks to the righteous anger expressed at City Hall by such warriors like the late Dallas Jackson, Diane Ragsdale, and Al Lipscomb, the city of Dallas was forced to address this issue.

The micro loan program was funded by a grant of \$93,750 from the Meadows Foundation, providing half the funds required for the loan loss reserve fund and half to match for the administrative grant. Meadows foundation has challenged SDDC to raise the remaining \$93,750 through private donations.

"The Meadows Foundation grant allows SDDC to 'jump start' this program and provide loans of \$25,000 or less to women, low-income and minority entrepreneurs capable of operating successful small businesses," Mr. Reid said. It took a while, but finally the need for this market was addressed and the SBA put out a national request for proposals. Congress and the Executive Branch took over from there.

In terms of loan amounts, borrowers can receive a minimum of \$5,000 and a maximum of \$25,000. For loans of \$15,000 or more, borrowers must show evidence that the loan is not bankable.

The SDDC also supports borrowers with technical assistance after loans have been received. There is the annual SDDC entrepreneurial institute and a quarterly business exchange to help borrowers maintain growth.

The SDDC even assists would-be borrowers with information they might need to start a business that they otherwise might have difficulty locating. The information helps to build confidence that an aspiring business owner might lack due to not having available literature which may provide answers to critical questions or uncertainty.

The micro-loan program makes SDDC an accessible intermediary for businesses of all sizes and for borrowers of any race or gender. Perhaps, all areas of Dallas can experience unlimited growth economically, resulting in a more balanced city. That should be something that everyone wants.

Where You Want Us, When You Need Us.

Deposits, withdrawals, loans and more. When you need the services of a bank, you want them right now. So convenience is very important. Which is a big reason you'll find nearly 1,800 NationsBank banking centers and over 1,600 24 Hour Banking machines across the South.

At NationsBank, we want it to be easy for you to get to us. Because we believe we've got the right financial services to fit any need you might have. But you have to get to us first. And that's easy. Just stop by the NationsBank banking center near you today. With so many locations and so many of the services you want, we've got the power to make a difference in the way you bank.

NationsBank

The Power To Make A Difference.

©1992 NationsBank Corporation. NationsBank subsidiary banks are members FDIC and Equal Housing Lenders.

CORRECTION

MON's June issue mistakenly identified Ms. Alfreda Norman as Mr. Alfred Norman. We apologize for any confusion. Ms. Norman was recently named Assistant Vice President for Bank of America in the Dallas district in charge of neighborhood development. Congratulations.

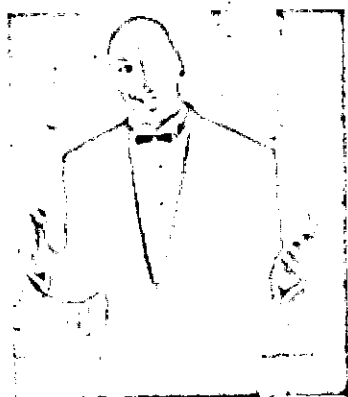


BAILEY, MAYS & GREENIDGE
Attorneys & Counselors
at Law

2516 MARTIN LUTHER KING
BLVD
SUITE 102
Dallas, Texas 75215
214-421-9000
Criminal, Family, Medical
Malpractice, Personal Injury
and Probate

STANLEY R. MAYS
CARLYN P. BAILEY
ALFONZO R. GREENIDGE
Attorneys at Law

Not Certified by the Texas Board of Legal
Specialization
Licensed by Supreme Court of Texas



Christian Dior • Bill Blass
Perry Ellis • Ralph Lauren
and Much More

SIR TUXEDO
RENTAL & SALES

Look Good! Feel Good!
Best Price • Service • Selection
Call 520-T8U8X9'S7
for more information

Dallas
3400 Oak Lawn near Lemmon.....520-8897
N Dallas
9734 N Central Expwy @ Walnut Hill...361-4224
Richardson/Plano
1335 Promenade Cntr Coit & Beltline...680-3311
Mesquite/Garland
1765 N Town East Blvd @ 1635.....686-5200
Oak Cliff/South Dallas
209 West Jefferson @ Zang.....941-1188

**Auto Detailing And
Service Center**
GOMI INDUSTRIAL
DALLAS TX 75207
(214) 748-3692

Exterior Detail
Wash, Polish, Wax,
Clean Wheels, Tires,
Clean Door Jambs,
Remove Tar & Road
Paint. Vacuum Interior.
\$45⁰⁰ July Special

Village

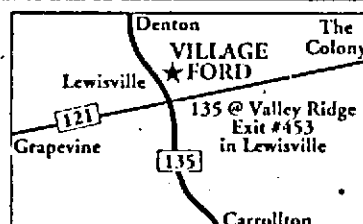


LEWISVILLE

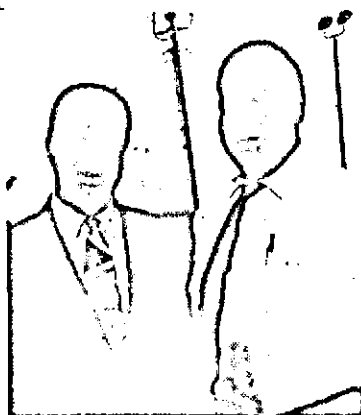
WHATEVER IT TAKES... WE'LL DO IT!

Village Ford is a Minority Dealership

OPEN SUNDAY 11-7
SALES CLOSED SATURDAY



SALES HOURS:
Mon - Thurs 8:00 To 9:00
Fri - 9:00 To 7:00
Sun - 11:00 To 7:00
SERVICE HOURS:
Mon - Fri 7:00 To MIDNIGHT
Sat 8:00 To Noon
PHONE 214-221-2900
METRO 214-343-18565
1-800-753-6597



NEW '93 TEMPO GL

VILLAGE PRICE

\$8580⁰⁰



OR
\$169.⁹⁹ MO.**

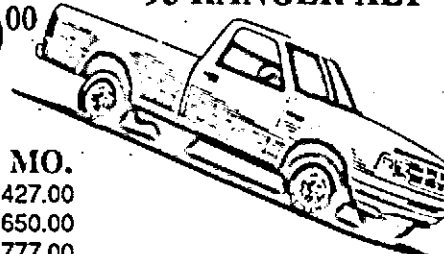
A/C, light group, elec.
mirrors, tilt wheel, AM, FM
stereo, stk# T11590

MSRP \$9,741.00
Invoice 8,931.00
Rebate -400.00
Plus +49.00

VILLAGE PRICE

\$9,580⁰⁰

'93 RANGER XLT



OR
\$187.⁹⁹ MO.**

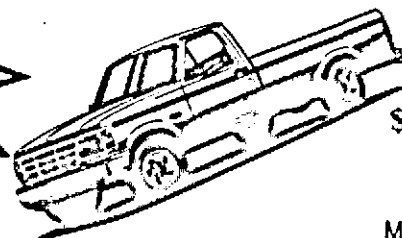
List \$12,427.00
Special Disc -1,650.00
MSRP 10,777.00
Invoice 9,998.00
Rebate -400.00
Plus +49.00

A/C, p/s, sliding rear window,
chrome bumper, 2.31,
stk# R5484

'93 F-SERIES P/U

VILLAGE PRICE

\$10,390⁷⁰



OR
\$208.⁰⁰ MO.**

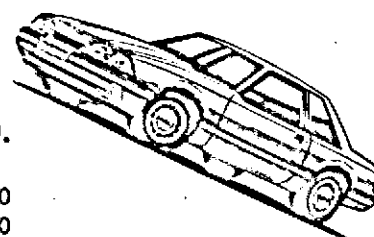
XL Trim, 4.9L EFI-1.6
engine, 5 spd, cloth &
vinyl bench, stk# F60234

MSRP \$11,838.00
Invoice 10,841.70
Rebate -500.00
Plus +49.00

VILLAGE PRICE

\$9,997⁹⁰

'93 MUSTANG LX



OR
\$199.⁹⁹ MO.**

List \$12,540.00
Special disc -1,761.00
MSRP 10,758.00
Invoice 9,948.90
Plus +49.00

AM/FM cass, pre, sound,
A/C 5 spd, cruise control,
illum visor, mirror, stk# M110562

\$49

OVER INVOICE

All prices plus TT&L
**over 150 pre-owned
units to choose from**

BEST SELECTION OF PRE-OWNED CARS & TRUCKS IN THE METROPLEX

AS-IS SPECIALS FROM OUR BARGAIN CENTER \$2877 OR LESS

'83 TOYOTA P/U
Long bedn Beings, 5 spd, A/C good work truck
'85 OLDS CIERA
Speed control, 4 dr, Blue, A/C, stereo
'81 CAPRICE CLASSIC
4 dr, SW, V-8, full power, excelent family car
'86 ELEBRITY EUROSPORT
2 dr., V6, P/W & P/L, stereo
'87 CHRYSLER LeBARON
2 dr, Silver, auto, fully loaded
'87 TEMPO
2 dr, auto, A/C
'87 CROWN VIC
4 dr, blue, 1 owner, 8 passanger unit, power
'86 RANGER P/U
5 spd, Black
'86 DAYTONA TURBO
Auto, super sharp, Black w/Gold package
'83 OLDS 98 REGENCY BROUGHAM
1 owner, xtra clean
'87 CROWN VIC 4 DR
V-8, power, runs great
'ESCORT WGN
Auto, green, 1 owner
'86 OLDS CUTLASS CIERA 4 DR
Luggage, rack-w-wires, 1 owner
'86 CROWN VIC LX 4 DR
Blue, 1 owner loaded full power, V8
'86 CELEBRITY
4 dr, 1 owner, non-smoker

\$3877 OR LESS

'89 NISSAN SENTRA
5 spd, Red
'87 TEMPO GL
Only 47K miles, auto
'87 TEMPO LX
full power, ONLY 48K miles
'90 HYUNDAI EXCEL
5 spd, sunroof
'87 CIERA GT
2 dr, auto, super sharp
'89 F250
5 spd, V6, good work truck
'89 CELEBRITY
4 dr, white, 1 owner,
'82 MERCEDES 300D
5 spd, white, good project car
'87 CHEVY P/U
V8, auto Short Box
'85 LINCOLN TC
86K miles, loaded noca car

\$5377 OR LESS

'87 FIREBIRD
Red, ex clean, only 60K miles
'89 TEMPO
2dr, auto, 1 owner, mint, 40K ml.
'87 TAURUS GL SW
full power, new tread
'91 ESCORT LX
auto, low miles
'91 TAURUS
Air bag, 4 dr, blue, nice car
'83 525 BMW
Super clean
'88 AMC PREMIER
Loaded, only 50K miles
'91 ESCORT
Auto, 4 dr, super sharp
'88 BRONCO II
2WD, 1 owner, 5 spd, Gray

\$6877 OR LESS

'88 CAMARO
V8, loaded, only 59K miles
'90 DODGE SPIRIT
4 dr, full power, super clean
'91 RANGER SB
XLT, Silver, low miles
'91 MITSUBISHI
MIGHTY MAC P.U
Black, sport wheels, auto
'90 TAURUS
4 dr, aSilver, air bag, full power
'88 MERCURY SABLE SW
Maroon, only 60K miles, full power
'90 TAURUS WGN
Silver, full power, nice car
'91 RANGER XLT P/U
Short box, Mocha, 5 spd

TRUCKS & VANS

'90 F150 XL
5 spd, White, 1 owner.....7,577
'89 C-1500 SILVERADO
V8, auto, topper7,877
'90 F150 XLT
V8, auto, to-tone Mocha8,777
'91 RANGER EXT CAB XLT
Gray super sharp.....8,877
'91 S-BLAZER TAHOE
4 dr, 4.3 liter V6, ex clean12,877
'92 AEROSTAR VAN XL
Only 16K, silver 7 passenger13,777
'92 F150 XLT
Silver, auto V8, loaded.....15,577
'91 EXPLORER 4X4 XLT
loaded, to-tone Mocha, sunroof..15,877
'91 EXSPLOERER EDDIE GAUER 4X4
Leather, full power16,777
'92 EXPLORER XLT
Red, like new16,877

AND VILLAGE FORD: "WE HAVE THE BEST DEALS... BECAUSE WE HAVE THE BEST CARS!"

Blessed Formula

Local ministers, and one visiting pastor—all alumni of Dallas' lone Black college—team up to help financially flagging Paul Quinn College

By Gary Brown

During the involuntary 400 year existence of Black people in America, the Black church has been the strongest economic, spiritual, and political institution in our community. Fortunately or unfortunately, it remains so.

Another institution that has been a stabilizing force in the Black community has been Black colleges. Black colleges have provided the majority of Black professionals in all industries, including the ministry.

Too often the contributions that Black colleges make toward individuals and industries are not reciprocated. Six ministers, five of them Bishop College graduates and one Paul Quinn College graduate, along with KKDA-AM annually aim to change this fact.

On May 30 through June 4, The Bishop Five Plus One Revival was held at Friendship West Baptist Church. The revival is an annual event held to provide spiritual upliftment and to raise money for Paul Quinn College—Dallas' lone traditionally Black institution of higher learning.

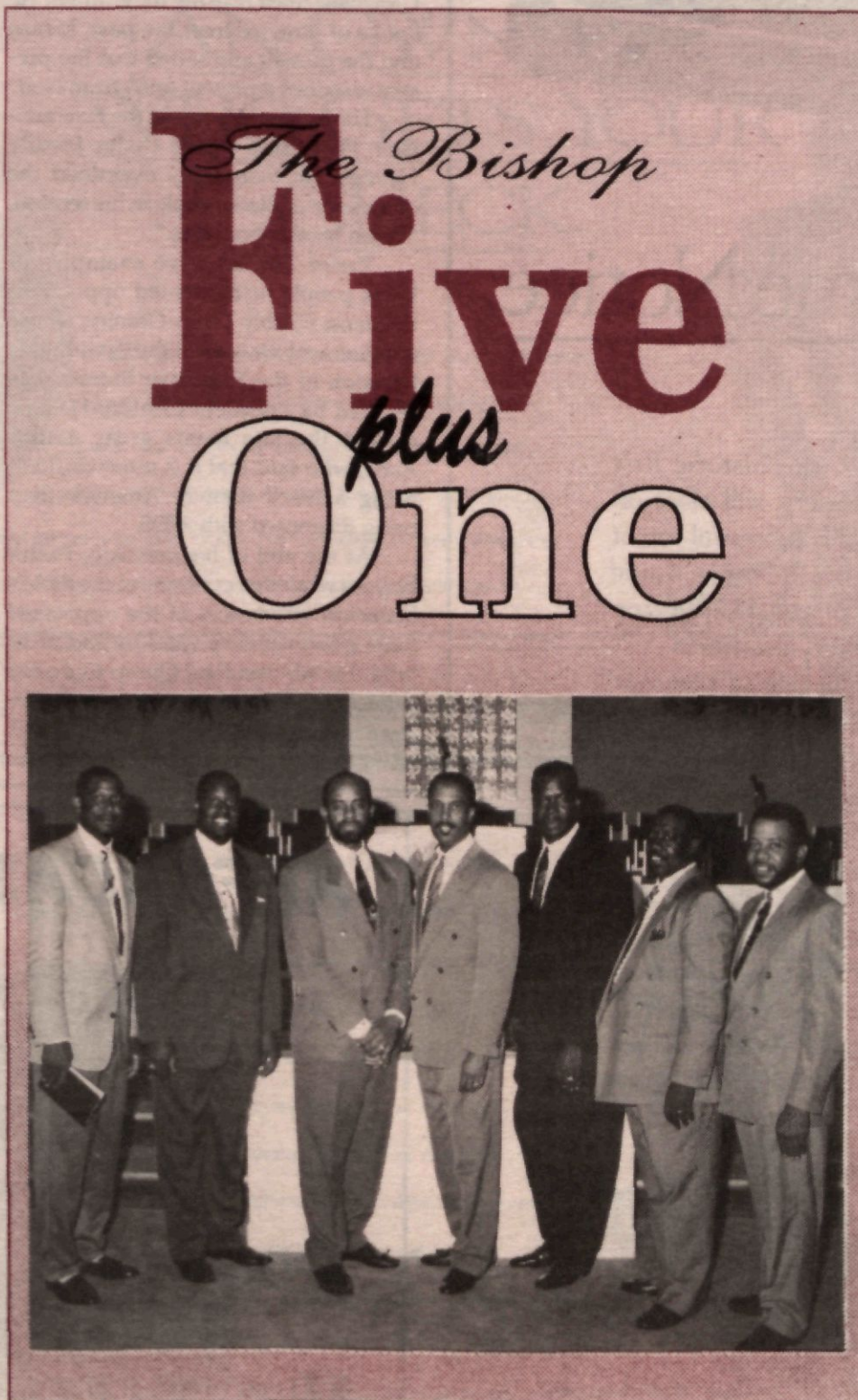
The aisles of Friendship West were full and rockin' during each night. The parking lot of the church and a nearby motel were overwhelmed with hemmed-in cars belonging to eager churchgoers anticipating the electrifying sermons of their favorite ministers.

On the first night, Dr. Lee Monroe, president of Paul Quinn College, informed the crowd of the financial status and goals of the school. This initiated the ceremonies and served as a reminder of the need for Black colleges to receive more support.

Dr. Monroe stated that Paul Quinn is launching a \$21,000,000 campaign to pay its huge debts, most of which still linger from when the campus was still Bishop College. Thus far, the school has cut its cumulative deficit in half.

Other good news that Dr. Monroe delivered to the crowd was that Paul Quinn has over 800 students and is once again fully accredited. The staff at Paul Quinn, he said, is determined to increase its student body and eliminate its debt despite intense pressure from its creditors and a slow response of financial support from the Black community.

Dallas County Commissioner John Wiley Price then challenged the crowd to be responsible and financially support Paul Quinn. He appealed to the



crowd to demonstrate their self-respect and self-love as Black people in practice as well as in theory.

"Marcus Garvey said that the negro who lives off the philanthropy of others is the most dangerous negro in society because that negro will give up whatever his master tells him to," Price reminded the crowd. "And I'm telling you, we're on the borderline of being some of the most dangerous negroes in the society."

Further illustrating his point, Price

then informed the crowd that last year's revival drew over 23,000 people but raised a mere \$25,000.

This year's goal was to raise \$250,000 for Paul Quinn at the revival. Commissioner Price expected at least 30,00 attendees and stated that if each person donated \$10, the goal would easily be reached.

Dallas area churches.

On the first night, Pastor C.W. Wallace of Pilgrim Rest Baptist Church spoke on John 3:16. Pastor Wallace wanted the crowd to understand love through the passage, "For God so loved the world that he gave his only begotten Son." He also expressed that the book of John is one of the most appropriate areas of the Bible for Black people to gain insight, because unlike Luke, Mark, or Mathew, it does not cite race, he said.

On the second night, the much heralded Denny Davis (via Willis Johnson) of St. John's Baptist Church in Grand Prairie, took the pulpit. His sermon was entitled "When life goes bad."

Pastor Davis's sermon seemed to be healing medicine for everyone who heard his sermon. Throughout his entire message, the crowd was standing, waving their arms, and shouting their appreciation of his ability to empathize with the everyday pain of Black people.

Toward the end of his sermon, he reminded the crowd that when our heads are right as a people, we'll realize that when one person steals or commits murder, we all suffer. When another person has a great achievement, we all have victory. We don't suffer tragedy, nor enjoy good fortune alone, he said.

The third night featured Pastor Karry Wesley of Antioch Fellowship Missionary Baptist Church. His message was "It's good to be here, but don't get comfortable."

Pastor Wesley expressed to the crowd the necessity of Christians to witness the mountain and the valley. He stressed the need to work and do God's will in this life to have everlasting life.

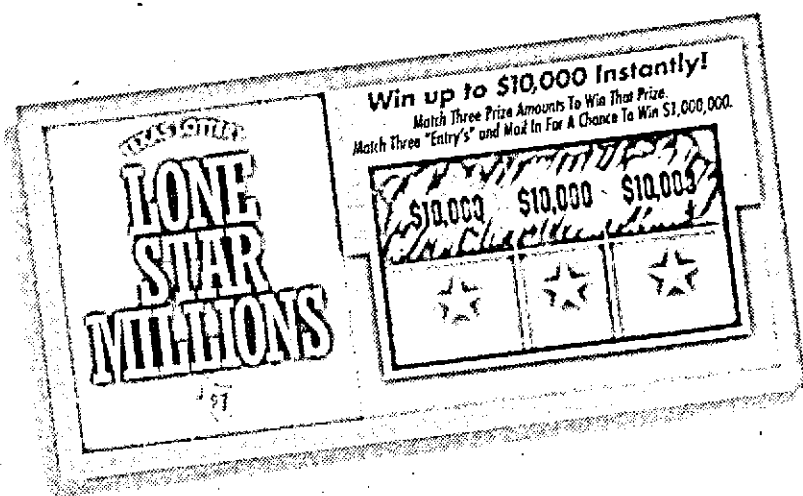
He also attacked the habit of dressing the part of a Christian and believer, but not exemplifying the behavior and attitude. Then he provided the crowd with beautiful scenarios, such as sleeping with eyes open, and wearing the finest clothes to church but being morally bankrupt.

Pastor Anthony Sharp of Goodwill Missionary Baptist Church was featured on the fourth night. His message "Hindsfeet on High Place," was based from the of Psalms 18:33.

Pastor Sharp began his message by addressing the treatment of the things in life that are of great value, yet are taken for granted. He discussed the treatment of feet and how they are often covered and take the greatest beating of any body part, but that the body goes nowhere that the feet don't.

Toward the end of his sermon, Pastor Sharp perhaps delivered the most critical portion of his message. He urged everyone in the pews as well as behind the pulpit to stop telling people that once they're saved, everything will go smoothly. They will face more temp-

Cont. on next page



End Of Game Notice.

Lone Star Millions, the historic first game from the Texas Lottery, will close on June 30, 1993, after a highly successful run of nearly 300 million tickets. Many winning tickets (including 18 of the \$10,000 top prizes as of June 1) remain unclaimed.

Some retailers may decide to continue selling their remaining stock of Lone Star Millions tickets. But regardless of when a winning ticket is purchased, prizes from Lone Star Millions must be redeemed prior to December 27, 1993.

Prizes of up to \$599 may be claimed at any Texas Lottery retailer. Winning tickets of \$600 or more must be redeemed at one of the 24 regional Texas Lottery claim centers.

Questions? Call the Texas Lottery Customer Service Line at 1-800-37-LOTTO.



Overall odds of winning, 1 in 7.9. Must be 18 years or older to play. ©1993 Texas Lottery

Life
Disability
Notary
Services

Health

Dental

Burial

Texas Life

A Met Life Company

Since 1901

J.E. PENNICK & ASSOCIATES

Insurance Broker
Texas Bank Building
1919 South Shiloh Road - Suite 333 - LB 41
Garland, Texas 75042

Educational
Retirement
Planning

Office: (214) 271-3761
Fax: (214) 271-0580
Outside 214 DFW
1-800-432-7471

(Cont. from page 13)

tation and challenges than ever before, he said.

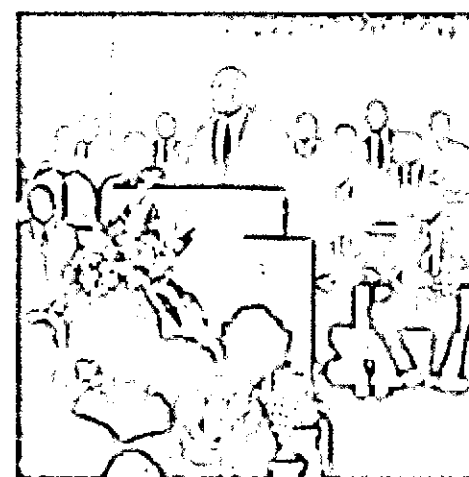
The fifth day featured the lone out of town guest, Pastor Jeffrey Johnson of Eastern Star Missionary Baptist Church in Indianapolis. His message was taking Jesus with you.

Pastor Johnson examined how Christians often take life for granted. He spoke of how we treat the past, future and the present and stated that the present is indeed a present (gift) from God.

The last night featured the host minister, Friendship West's Pastor Freddy Haynes. He thoroughly examined the oppression of Black people in his sermon, "When hope unborn dies."

Pastor Haynes gave examples of Black people being denied opportunities, most notably Lanny Granier, whose appointment for head of the Civil Rights Division of the Executive Branch was recalled by President Clinton. He also quoted the late tennis great Arthur Ashe, who said that it is more difficult being a black man in America than being diagnosed with AIDS.

At the end of his message, Pastor Haynes reminded everyone of the Bible's historical occurrences of the oppressed freeing themselves physically and mentally. He advised Paul Quinn to do the same and argued that they cannot produce liberated Black minds and be funded by the oppressor at the same time.

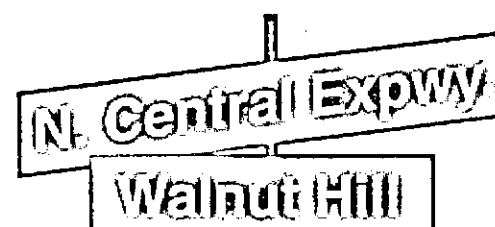


The revival not only presented an opportunity for spiritual motivation, but also an excellent chance to pursue an education. Paul Quinn announced that it is not only was in need of financial support, but students as well.

During the entire week of the revival, Paul Quinn was accepting applications for admission for the '93-'94 academic year. Anyone attending the revival wishing to also attend the school needed only to complete forms for admittance into the school and for financial aid, and would automatically be granted both.

Over 25,000 attended the revival, including comedian Steve Harvey, State Senator Royce West, Bill Hamilton of Annette II cosmetics, and KKDA's Baby Face Gary, Wolfman, Jocelyn Johnson, and Steve Ladd. The revival raised over \$41,000 for Paul Quinn College.

AFFORDABLE LOANS



APPLY TODAY!

8144 Walnut Hill Lane

If you're within 20 minutes of Texas Central Bank, N.A., we're conveniently located to serve your banking and credit needs.

Call or come by today and re-discover neighborhood banking with a commitment to customer service.

CALL (214)
691-8600

**TEXAS
CENTRAL
BANK, N.A.**

MEMBER FDIC



An Equal Opportunity Lender

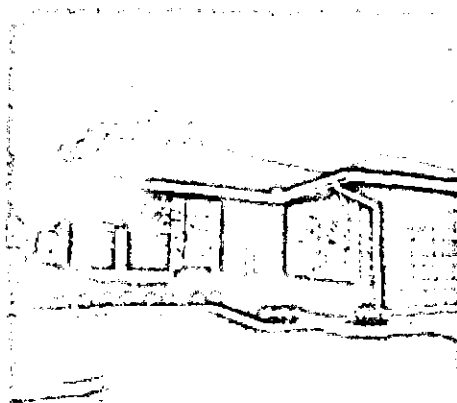
THE BIG DIFFERENCE BETWEEN A RENTER AND AN OWNER IS WHO GETS YOUR CHECK.



Every month millions of Americans put their hard earned money into their landlords' pocket, instead of putting it toward their future. Why? Because they didn't know that for about what they're paying in rent, they could buy a home of their own.

FOR ABOUT WHAT YOU'RE PAYING IN RENT,
YOU CAN BUY THE HOME OF YOUR DREAMS.

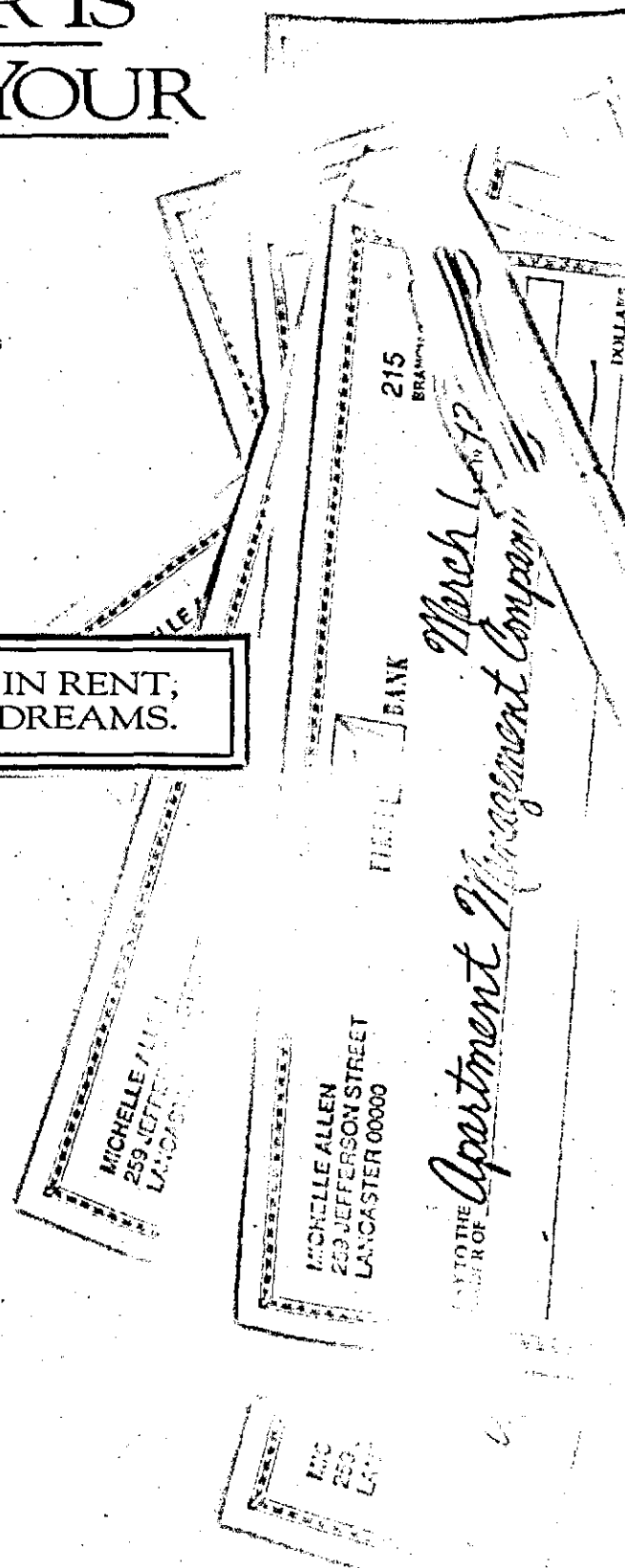
Right now the U.S. Department of Housing and Urban Development (HUD) has lots of affordable homes available. Many require very low down pay-



ments, and are eligible for FHA-insured financing. HUD will even pay most, if not all, of your closing costs. And these homes are just waiting for you.

Call a local real estate agent for more details, today. Or for a free

brochure on how to buy a HUD home, call 1-800-767-4HUD. And begin putting your check into a great investment, not your landlord's pocket.



WE'LL HELP YOU OWN A PIECE OF AMERICA.



To qualified buyers, only on homes with FHA-insured financing. Actual down payments will vary based on price of home and terms. Closing costs and fees additional.

Lundy and Associates

Dr. W. Larry Lundy

Dr. Terry Wright

Podiatrists/Foot Specialists

FOOT CLINICS

Complete Medical and Surgical Care for Adults and Children

- Diabetic Foot
- Ambulatory Office Foot Surgery
- Hospital Surgery
- Sport Medicine
- Emergency
- Workman's Comp.
- Ingrown Nails
- Heel Pain
- Bunions
- Corns
- Callouses
- Industrial Medicine

North Dallas

Hamilton Park Foot Clinic

8139 Forest Ln. suite 119

Dallas, Texas 75243

214-235-4770

South Dallas

M.L.K. Foot Clinic

2416 Martin Luther King Blvd.

Dallas, Texas 75215

214-421-5102

Medicare and Most Health Plans Accepted

LOUIS C. ROSS, D.D.S.

General & Cosmetic Dentistry

Carillon Tower West

(Preston @ Alpha)

13601 Preston Rd.

Suite 309-W

Dallas, Tx. 75240

(214) 387-2244



Insurance Accepted

Evening & Weekend Appointments Available



Health

Marsha Prophet

The Real Deal on Vitamins

Before you take a bottle of vitamin pills off the shelf at the drugstore, take a look at your diet first. Enthusiasts would have you believe that vitamin pills prevent the common cold, protect against heart disease and cancer, restore flagging sexual powers, delay old age and even offset the ill-effects of stress. Many doctors and traditional nutritionists believe that a balanced diet supplies all the nutrients you need for good health.

Approximately 40% of all Americans self-dose with one or more nutrients, in multiple and single doses, in natural and synthetic formulations, and in amounts ten or more times higher than recommended. Purchases add up to more than \$3 billion a year.

You may have doubts about whether your diet is balanced and turn to vitamin pills as insurance. Selective supplementation does have its place. For example, it can assure dieters who get by on 1,500 calories or less that their system is getting enough nutrition. Because smokers tend to be short on vitamin C, taking a backup dose could be beneficial.

Going beyond the recommended amount, vitamin advocates argue that supplements, often in huge doses, guard against a profusion of physical and psychological ills. Consumption is often encouraged by the notion that if a little is good, a lot is better. Despite a lack of conclusive proof that large doses cure or treat anything but rare deficiency and absorption disorders, broad benefits are regularly extolled in the literature of vitamin promoters.

To get a handle on whether you're getting enough or possibly too much of the major vitamins, consider what's known about them.

* **Vitamin A.** Development, growth and maintenance of normal skin, mucous membranes and bones depend on an adequate reserve, which is readily replenished by a diet rich in foods containing beta carotene, such as carrots. A deficiency makes it hard to see in dim light and leaves a person more prone to infection and various skin disorders. Being fat soluble, vitamin A is stored in body fat and liver. Thus it can build up to dangerously toxic levels if consumed in excessive amounts.

* **Vitamin B complex.** A normal diet usually supplies the eight essential B vitamins, which is why such deficiency diseases are rare in the U.S. and other developed nations. Doctors

may prescribe niacin, for alcoholics and people with diseases that interfere with its activity.

Proponents of B vitamins have advocated doses above normal dietary levels for such disorders as dermatosis, multiple sclerosis and infection, as well as cancer and morning sickness. Vitamin B6 in large doses has been found to cause damage, even though for years advocates and some medical doctors believed it to be harmless because the body stores only what it needs. Although most people can handle up to 20 mg a day without adverse effects, the discovery of neurological damage in people taking megadoses in the 500 mg range has raised new concerns:

* **Vitamin C** is important in healing wounds, building red blood cells and maintaining bones, teeth, skin, tendons and certain hormones. Too little causes scurvy. To prevent this and to keep body levels on an even keel, an adult needs about 60 mg a day, about the amount supplied by eight ounces of orange juice. Large doses however, can spoil the results of tests for sugar in the urine of diabetics and for traces of blood in the stools of persons with undiagnosed colon cancer.

* **Vitamin D.** From infancy to old age, you need the sunshine vitamin to absorb calcium and build healthy bones. You get vitamin D from your diet and exposure to the sun's rays, which let the body manufacture the nutrient. Prolonged deficiency causes rickets, but even a marginal lack boosts the risk of fractures in older people. Excess vitamin D, one of the fat soluble vitamins, can cause a host of symptoms, including nausea, headaches, weakness, fatigue and even injury to artery walls.

* **Vitamin E** is used to correct a rare form of anemia in premature infants. but otherwise it has been called a vitamin in search of a disease because there is no known disorder in adults that can be attributed to a deficiency of vitamin E. Advocates claim that vitamin E prevents or cures skin disease, arthritis, heart disease, frigidity, infertility and a host of other things. Normal diets of 1,800 to 3,000 calories easily supply the necessary amount.

* **Vitamin E** is important in blood clotting. A rare deficiency in people with intestinal disorders that hamper absorption of fat may be corrected by supplementation under a doctor's care. The small amount of vitamin E the body needs is readily furnished by a balanced diet and the bacteria that manufacture it in the intestines. An excess can cause jaundice in newborns.

Taking large amounts of any vitamin provides no known benefit and can cause harm. If you eat properly, even a multiple vitamin will rarely be called for.



Former
Assistant DA
Dallas County

Michael
John
Attorney
&
Counselor
at Law

Criminal Law Personal Injury

(214) 688-1571

or

(214) 688-1572

2730 Stemmons Frwy
Tower West, Suite 1104
Dallas, Texas 75207

RECEIVED
JULY 1993

A Panoramic Overview of the Arts

By Sonia Jordan

KIM COLES HEADLINED AT "DA HOUSE" IN June. That place is "the place" to go for fun and entertainment. To find out who is on the venue for this month call (214) 780-5677.

STEVE HARVEY WILL BE STARRING IN *The Myth*, a movie that spoofs the stereotypical myth about Black males. The movie is being produced by Uptown Productions. Stay tuned for further information.

CALL B.K. (BETTER KNOWN) FOR TICKET information for the upcoming production of *The Secrets of a Brokedown Man* on stage at the Majestic Theater from July 31 to August 1. The show begins at 7:00 p.m. each night.

THE DALLAS DRAMA COMPANY PRESENTS *When Effie Burke Passed*. This exciting play centers around Effie Burke's four adult daughters who have come home to bury their mother. They bring with them so much emotional luggage packed with a lot of problems. Problems that only their mama, Effie Burke, can help them with, but Ms.

Burke is dead...isn't she? For ticket information call (214) 348-7822.

JOIN SOMETHING TO SHARE, Her-itage

Expressions and AACN as they travel to Cuny, Texas on a networking excursion. The mayor of Cuny is in search of African American businesses to join them as they become one of the first incorporated cities in Texas. Call STS at (214) 986-7955 for more information about the July 17 trip. There will be food and entertainment, air conditioned buses and a chance to network.

HERITAGE EXPRESSIONS WILL HOST Ms. Pearlie Jones, author of *Who Loves The Black Woman* as she presents a workshop on "How To Publish Your Own Book." Call 255-3890 for more information.

THE JUNIOR BLACK ACADEMY OF ARTS AND Letters is busily preparing for the upcoming 30 year anniversary celebration of the March On Washington. "I Remember... The March On Washington 30 Year Performing & Visual Art Anniversary Salute... 1963-1993." There will be a concert with the 300 Voice Civil Rights Choir. If you are interested in being a part of this momentous occasion, call (214) 658-7144.

PRESENTLY, THE EXHIBIT "Spirit of the Cloth" will be on display from July 10 through August 16.

JBAAL HAS AN EXCITING, entertaining and educating season prepared for you beginning in September. I'm not going to tease or tempt you with what's in store at the Academy, you'll just have to read my column or you can always call JBA at (214) 658-7144.

REGINA BELL, MIKKI HOWARD, ALEX Bugnon, Najee and Michael Franks are only a few of the headliners being featured at the Caravan of Dreams in Ft. Worth this month. Call (817) 429-4000 for dates and showtimes.

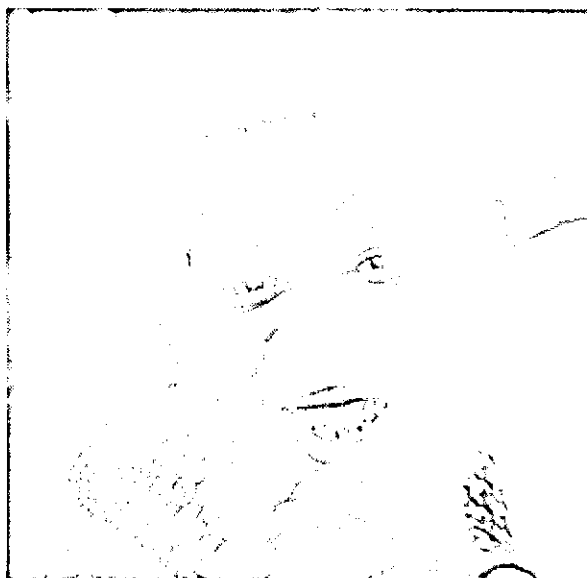
SPEAKING OF FT. WORTH, MS. BEBE Moore Campbell was guest speaker at a luncheon hosted by the Juneteenth Committee and the Book Club. Ms. Campbell is the author of *Your Blues Ain't Mine*, which you can get from the Black Bookworm by calling (817) 535-0366.

BACK HOME IN DALLAS, THE SOUTH Dallas Cultural Center presents the Cultural Arts Education event. There will be limited programming in July as their efforts are focused on The Cultural Arts Education which culminates in an open house on July 31. For more information on SDCC programming in July or the Cultural Arts

Education please call 670-0314. Performances for *The Holding Pen*, directed by Charles Hillman, will continue through July 4th.

STEPHANIE'S COLLECTION PRESENTED A Wine and Cheese reception for Mr. Gilbert Young on June 26 and 27. If, like myself, you have been missing the events that Stephanie's presents, then you need to do something about that. How about calling her at (214) 369-4438 for upcoming event information or just drop by 8371 Park Lane.

Have a wonderful month of entertainment. I'll see you here same time next month.



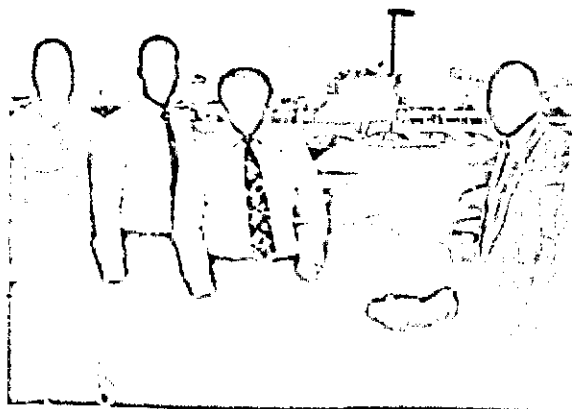
IN THE COMMUNITY TO SERVE THE COMMUNITY



"EASY FINANCING"

If Economic Hard Times Have Given You Credit Problems, RED BIRD CLEARANCE CENTER Has Fantastic Credit Rebuilding Programs Available Just For You. Contact Any Of Our Sales Professional For A Confidential Appointment

214-296-0978 EXT 19

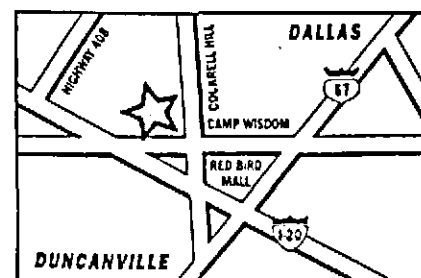


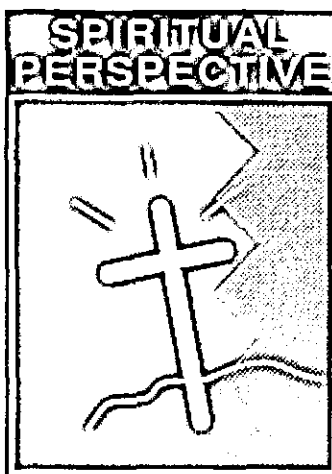
Tony Davis, Mike Young, Al Williams, Ken Williams (in the car) Vernon Vernard Downes

Representing You At Red Bird Clearance Center

"REDBIRD CLEARANCE CENTER"

- #1 SALES STAFF
- #1 SELLING NEW CAR
NISSAN ALTIMA
- #1 SPORT UTILITY VEHICLE
NISSAN PATHFINDER
- #1 SPORTS CAR
NISSAN 300ZX
- #1 NISSAN SALES IN THE REGION
3 YEARS STRAIGHT
- ...1st TIME BUYERS WELCOME...
- ...LEASING, CREDIT UNION...
- AND FLEET SALES DEPT.
- ...TREMENDOUS USED CAR...
INVENTORY





Power and Influence

By Ron Shaw

There is an issue within the church community that seems to be noticeably absent from churches in our community—that issue being Power and Influence.

From my reading of the New Testament, more specifically the book of

Acts, I find that the church had both power and influence in their community. Power of course comes from the Holy Ghost. For years we've at the very least heard of that power but its application was only marked to our private and personal lives. Nothing was said concerning the power demonstrated in the public or community life. The best social welfare plan we have mentioned was conceived in the church. We are told that no one lacked.

That is putting the Holy Ghost power to work in a public way for the good of the community as a whole. Our churches must seek to become places of power. We

are told of the changed lives that took place within the community because of the fear that those who would be criminals had of the people of the church community.

Can't we see that the police are not going to resolve the problem of drugs and gangs in our communities? The only definite resolution must come from the places of power in our communities. So far the drug houses and gang corners have demonstrated a degree of power. They hold us hostage in our own communities. Meanwhile, the church has meeting after meeting, revival after revival, and people leave those meetings untouched by the power that should distinguish us from the drug and gang lords.

There seems to be something wrong with the people of the church when they need security guards to watch their cars while they worship, when pastors carry guns to church for protection. Does it ever occur to someone that something is missing in our people-filled buildings?

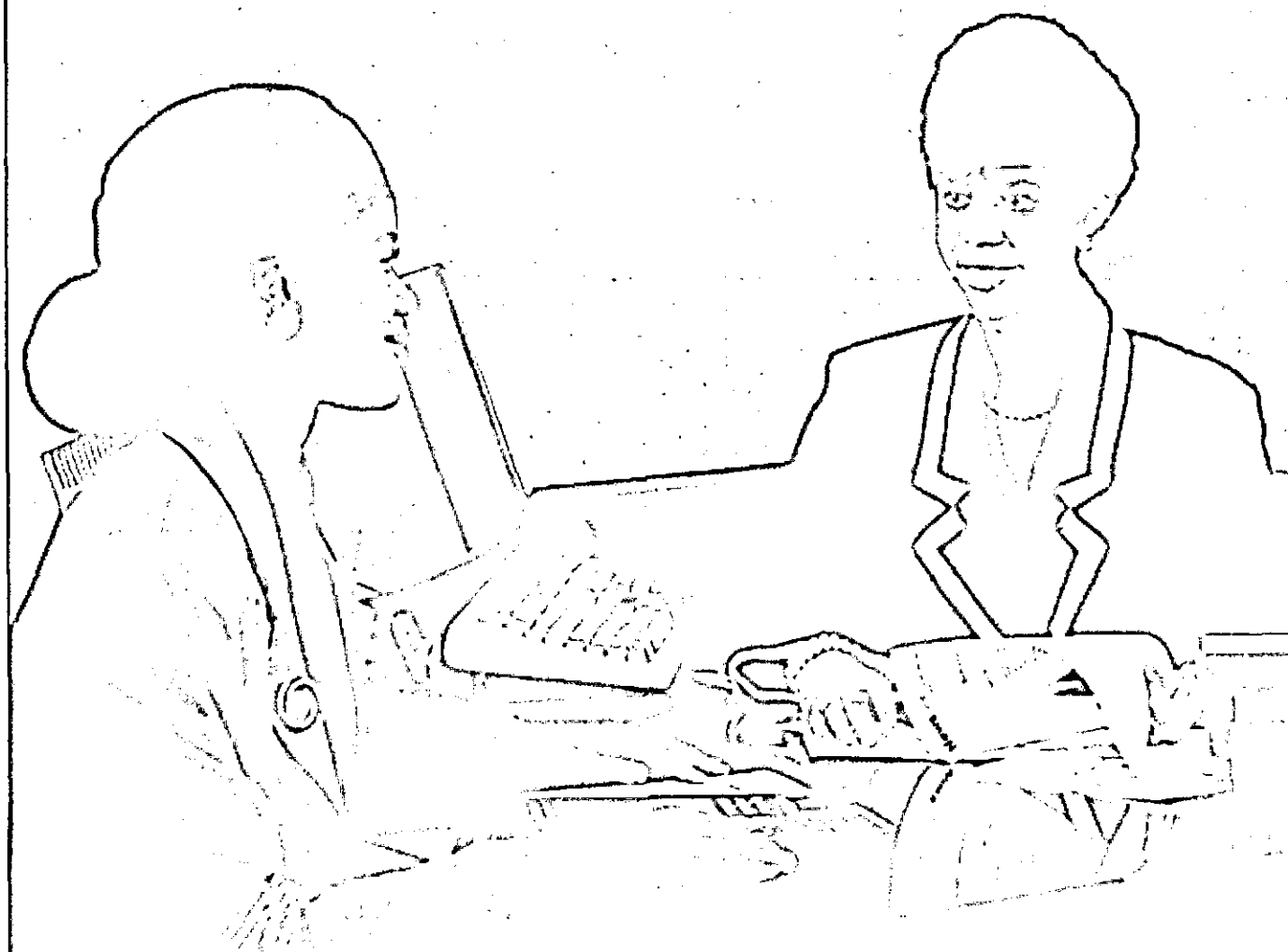
The first century church had great influence in their community. So much influence that the government had enough respect for them to not offend them. God demonstrated his power when Peter was arrested and threatened. The prayer of the church was not "Oh, Lord, they're prejudice or racist!" Their prayer was "Lord, granted that we be bolder by giving more demonstrations of your power."

As a result, the church became an influential financial force in the community that met the needs of all of its members. Not some but all. This congregation had some 8,000-plus members, and none of them lacked. That's influence!

Until our pastors and preachers return to our original power source, we will not see the influence. The source that distinguishes us from the clubs and drugs and gangs is the great power of God.

Ron Shaw is Pastor of the Light Unlimited Christian Center

Bank One... Taking the time to make the difference.



Bank One takes the time to work with you to meet your banking needs. We understand your needs and we're here to assist you! Come in to Bank One and let's talk about our services and your needs. We're here to serve the community, and we understand that taking the time will make the difference.

BANK ONE.
Whatever it takes.

Bank One, Texas, NA
Member FDIC



© 1993 BANK ONE CORPORATION. Loans subject to credit approval.

Summer Book Calendar

Fri. July 16 4-6 pm

Dr. Khalid Abdullah Tariq Al-Monsour
*Christianity, Islam and the African race,
Seven African Arabian Wonders*

Sat. July 17 3-5 pm

Cordia Novell
*Shades of Womanhood: A collection of
Poetry and Prose*

Wed. July 21 6-8 p.m.

Jil Nelson
*Volunteer Slaver: My Authentic Negro
Experience.*

Thurs. July 22 6-8 p.m.

Kristin Clark Taylor
*The First to Speak: A Woman of Color
Inside the White House*

Sat. July 24 3-5 p.m.

Tina McElroy Ansa
Ugly Ways

Tues. August 3 7-8 p.m.

Angela Shelf Medaris
The Zebra Riding Cowboy

Thurs. August 26 6-8 p.m.

Bebe Moore Campbell
Your Blues Ain't Like Mine

Black Images Book Bazaar

230 Wynnwood Village
Dallas, TX 75224
(214) 943-0142

Around Town

July 2 Friday

Spring Creek Festival '93, presented by the City of Garland, presents country-western great Willie Nelson on Friday. For tickets Call (214) 520-ARTS.

July 3 Saturday

The Spring Creek Festival '93, features country singer Brenda Lee and the pop music legend The Spinners. For more information, please contact Rebecca Young at (214) 520-2929.

The African American Women's Resource and Support Organization will hold its bimonthly meeting in room 150 at the Martin Luther King Jr. Center, 2922 MLK Blvd., from 11am to 1pm. The groups topics include information ranging from housing and employment to AIDS prevention and empowerment.

July 4 Sunday

The Spring Creek Festival '93, presents the Dallas Symphony Orchestra, the Dallas Cowboys Cheerleaders, and a spectacular fireworks display. For

more information on the Spring Creek Festival, please call Rebecca Young at (214) 520-2929.

July 6 Tuesday

Fort Worth's Minority Business Breakfast for small minority women entrepreneurs. Approximately eight to ten speakers will be presented at each meeting. Meetings are scheduled on the first Tuesday of every month. For additional information, please call Dean Bridges, M. Tony Williams, or Dennis Armon at (817) 334-3284.

July 7 Wednesday

Positive Communications in A Diverse Workforce is a one-day workshop designed to connect principles of interpersonal communication with the importance of recognizing and valuing differences. For more information, please call (817) 467-5753, ext 24.

July 9 Friday

Twelfth annual D.D. Lewis Celebrity Golf Tournament. The Tournament will be at

the Sleepy Hollow Golf \$ Country Club. Tee time is at 1:00 p.m. The Dallas Banquet and Auction will follow immediately after the tournament. For additional information, please call Beth Ann Simms at metro (817) 265-7211.

The Philander Smith College Alumni Association will sponsor their annual Alumni at the Harvey Convention at the Harvey Hotel, 143 Midway RD. in Addison. The guest speaker will be the Rev. Dr. Emanuel Cleaver, Nationally Known United Methodist Clergyman and Mayor of the Kansas City.

For more information, please contact Rev. Hank Wilkins at (214) 492-2432

July 10 Saturday

The Philander Smith College Alumni Association will sponsor their annual Alumni at the Harvey Convention at the Harvey Hotel, 143 Midway RD. in Addison. The guest speaker will be Dr. Jocelyn Elders the newly appointed Surgeon General of the United States of America.

For more information, please contact Rev. Hank Wilkins at (214) 492-2432

The Dallas Outreach Choir will be auditioning downtown at 1515 Young St. at 2:00 pm. For more information, please contact Rickey Ellis at 285-8016.

July 13 Tuesday

The Women's Information Network will hold an open discussion on how to network successfully. This is open to members and visitors. The panel will include successful networkers such as AnnDee Ambrosia, Mary Boggs, Jill Boruck, Rick Proctor, and Ed Wall. For more information or reservations call 385-5483.

July 14 Wednesday

Person To Person consulting will sponsor a seminar called, "From Bias To Bridges at the Arlington Convention Center. To register, call(metro) (817)-467-5753,ext 23.

July 17 Saturday

The African American Women's Resource and Support Organization will hold its bimonthly meeting in room 150 at the Martin Luther King Jr. Center, 2922

MLK Blvd., from 11am to 1pm. The groups topics include information ranging from housing and employment to AIDS prevention and empowerment.

July 18 Sunday

The Spring Creek Festival '93, presented by the City of Garland will feature internationally acclaimed artist Dionne Warwick at the Fort Worth Ballet. For more information, please call Rebecca Young at (214) 520-2929.

July 19 Monday

The Spring Creek Festival '93, presented by the City of Garland will feature Crystal Gayle and B.J. Thomas at the Winters Park in Garland. For more information, please call Rebecca Young at (214) 520-2929.

July 28 Wednesday


T.V. Show and Business Networking at the Radisson Hotes. The topic will be corporate mentoring. For more information, please call(214)350-9590.

"Would You Like To Save \$7.00 A Month On Your Telephone Bill?" With Lifeline Discount Telephone Service, You Can!"

In Texas, eligible low-income households can save \$7.00 a month on basic telephone service from Southwestern Bell Telephone. That's an annual savings of more than \$80.00.

If your income is at or below the federal poverty level or if you are currently receiving benefits under certain Federal Assistance Programs, you may qualify for the Lifeline Discount Telephone Service. It's easy to apply for this money-saving program.

Call the Southwestern Bell Telephone Business Office today at 1 + (800) 244-5993 to find out more details.

 Southwestern Bell Telephone of Texas

"The One to Call On".

*Some restrictions apply. Please call us from 9:30 a.m. to 4:30 p.m. at the above telephone number to see if you qualify.

CAREER OPPORTUNITY

Preparing for the best!



Susan Lee

In the ongoing process of companies layoffs, statistics now indicate employees are reevaluating their options. They have accepted the realization that no job is secure, whether employed by a Fortune 500, medium or small business.

Listed below are some tips how many employees prepare for the best in reference to most frequently asked or relayed statements.

"Where do I go from here?"

My company has laid off several employees over the last two to three years.

Begin to pay off bills; increase your savings; put your house up for sale and purchase a less expensive one; sell the higher maintenance vehicle and buy a cheaper model; continue your education. You will become more of an asset by furthering your education. By

changing your lifestyle sooner, it will allow you to enjoy the extracurricular activities you usually indulge in.

My company is offering an early retirement package.

Take the package, invest, take this opportunity to go back to school. Consider a career change that will compete with the workplace by the year 2000.

I have been laid off after 25 years of dedicated work.

Plan to spend time with your grandchildren, travel, start that long awaited hobby, go back to school.

If you are laid off and becoming frustrated because of your inability to find work, take this opportunity to

work as a temporary and contract employee. Allow additional time to make certain the next job you accept is one that you will find rewarding as well as challenging. Do not place all your emphasis on salary. In some instances a higher salary does not dictate your like or dislike for a position. By becoming more selective, you will soon discover your position with your new employer is enjoyable as well as less stressful.

Whatever you decide as it relates to being unemployed, take advantage of the waiting period. Plan for your future. Be selective in your next position.

Automotive Sales

Looking for 3 professional sales counselors. Experience preferred not necessary.

We offer:

- Best pay in metroplex
- Aggressive Advertising
- Demo Allowances
- Management opportunities
- Excellent Inventory
- Great Work Environment

We Require:

- Strong personal commitment
- A team player
- High level energy
- Strong desire to succeed

For interview contact Kevin Jenkins or David Gibson between 9am-1pm on @ 221-2900

Village Ford
1144 I-35 E.
Lewisville, Texas

WE'RE MOVING

The Human Resources department for the University of Texas Southwestern Medical Center at Dallas is moving to a new location effective June 21, 1993. Employment Services will now be accepting applications from 7:30am-4pm, in the Frito Lay Tower/Exchange Park, Suite 275 A (Plaza level). 6300 Forest Park Rd. Dallas, Texas; 648-9850.

THE UNIVERSITY OF TEXAS SOUTHWESTERN MEDICAL CENTER

EMPLOYMENT OPPORTUNITIES

Call for more information
(214) 590-3384

Zale Lipshy
University Hospital
At Southwestern Medical Center
FOE

\$ Be The Boss \$

Part Time - Full Time
Control Your Financial Future!!
We Provide: Training
Products
Financial Assistance

Tremendous Opportunity For
Those who are serious about
success, If not now, When??

BCL & Associates
(Toll Free) 817-267-6413

Comerica

EMPLOYMENT OPPORTUNITIES

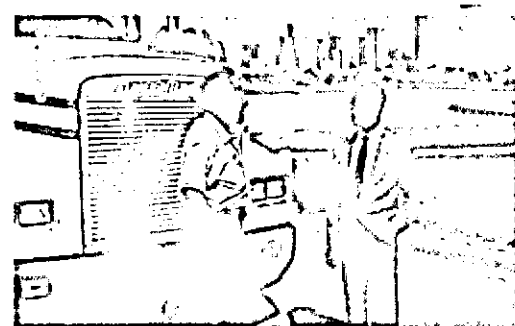
Comerica Bank-Texas, one of the nation's largest financial institutions, has immediate opportunities in the Dallas-Fort Worth metroplex.

Interested candidates should contact our job line (214) 828-5998 for more information or stop by our Human Resources Office at 6260 E. Mockingbird Lane (between Skillman and Abrams) to fill out an application.

Comerica Bank-Texas is an equal opportunity employer.

ADVANCED

Transportation Services, Inc.



!!!!NOTICE!!!!

Class A-CDL Drivers Needed at Advanced Transportation Services, Inc.

ATS, Inc. is taking applications for truck drivers—local, regional and quick turns.

To qualify, you must have:

- 2 years verifiable driving experience
 - Class A-CDL with Hazmat
 - Clean driving record
 - Be able to pass a physical exam and drug screen
- Competitive wages and benefits package. Qualified applicants apply in person at:

403 N. Stemmons Frwy., Suite 405
Dallas, Texas 75207
Mon-Fri 9 am-4 pm
(214) 741-1600



First Interstate Bank

Job Opportunities are HOT!!! at First Interstate Bank of Texas

Access to job information across the state is only a phone call away! You may call our joblines 7 days a week, 24 hours a day.

For current openings in Dallas, call (214) 841-3249

and
for openings in

Houston, Central, and East Texas, call (713) 250-7356

Equal Opportunity Employer



DALLAS INDEPENDENT SCHOOL DISTRICT

Terrific Teachers!!!

Imaginative teachers with high expectations are needed for the 1992-93 school year in the Dallas Independent School District. If your background, certification and training qualify you to teach in a PLURALISTIC, URBAN SETTING...WE WANT YOU!!

- Salary begins at \$24,000 plus
- Career Ladder
- Promotional Opportunities
- Progressive Sunbelt City
- Incentive Pay
- Creative Curriculum
- Pride in Public Schools

Mail this ad for application to:
Dr. H. Rhett James, DISD Personnel
3807 Ross Ave., Dallas, Tx 75204-5491
Telephone: 1-214-824-1620

Name: _____
Address: _____
City: _____
State: _____ Zip: _____

An Equal Opportunity Employer M/F/H

CAREER OPPORTUNITY

Part-Time Opportunities

NationsBank The Part-Time Job Source For the Nineties

Now there is a bank whose strength and resources can bring renewed energy to your future - NationsBank. With over 2,000 locations nationwide, we are one of the largest banking systems in America. Current part-time opportunities include:

Data-Entry Operators

- 7:00 a.m. - 4:00 p.m., F-Sun
 - 7:00 a.m. - 6:00 p.m., Sat & Sun
 - 11:00 p.m. - 8:00 a.m., F-Sun
- 10-key by touch required. Must be willing to work downtown Dallas.

Proof Operators:

- 4:00 p.m. - 10:00 p.m., M/Tu/F
 - 4:00 p.m. - 10:00 p.m., M-F
- 10-key by touch required. Must be willing to work downtown Dallas.

Part-Time Tellers:

Various hours and locations. Cash handling and customer service experience preferred.

If you're looking for a part-time opportunity to fit your schedule, take a look at NationsBank. We offer a pleasant work environment and an excellent benefits package including competitive salaries, free checking accounts, plus much more.

Applications are accepted Monday through Friday, 8:30 a.m. to 4:30 p.m., First Floor, 411 N. Akard, downtown Dallas.

NationsBank
The Power To Make A Difference.™

Member FDIC Equal Opportunity Employer



SEEKING A NEW CAREER? TEACHING IS IN A CLASS BY ITSELF!

Are you a college graduate who may or may not have a teaching certificate and would like to pursue a career in education?

If so, the Dallas ISD ALTERNATIVE CERTIFICATION PROGRAM IS FOR YOU!

PROGRAM REQUIREMENTS FOR ALL POSITIONS:

Four-year college degree from an accredited university.
2.5 overall grade point average on a 4.0 system.
Submission of completed application form/all requested items.

ELIGIBLE PARTICIPANTS MUST HAVE A GENUINE DESIRE TO WORK WITH YOUNG ADULTS/CHILDREN IN THE FOLLOWING AREAS:

1. Bilingual Education (Pre K-6)

24 semester hours in courses. 3 in each of the following: English, math, social studies, science, and the remaining 12 hours in a combination of subjects taught in elementary grades. Must read, speak, write English and Spanish fluently.

2. English as a Second Language (Pre K-12)

18 semester hours in English (6 hours must be upper level).

FOR AN APPLICATION, PLEASE CALL:
(214) 362-2433 - leave name/address for application packet.

APPLICATION DEADLINE: August 6, 1993, 4:30 p.m.
IF SELECTED, YOU MUST BE AVAILABLE TO BEGIN
October 11, 1993, 8:00 a.m.

DALLAS INDEPENDENT SCHOOL DISTRICT
EQUAL OPPORTUNITY EMPLOYER M/F/H



The City of Plano has the following positions available. Apply to: Human Resources/Personnel Department, 1520 Ave. K, P.O. Box 850358, Plano TX 75086-0358.

Assistant City Attorney

Salary: Depending on Qualifications

Must be familiar with the Texas Tort Claims Acts and the Competitive Bidding statute. Strong law background required. Graduation from an accredited law school plus a minimum of three (3) years of experience required; municipal experience helpful. License to practice law in the State of Texas required.

Closing Date: 7/2/93

Engineer

Salary Range: \$3,203 to 4,325/month

Degree in Civil Engineering (BSCE) plus a minimum of two (2) years of experience, after registration as a Professional Engineer, in the design and review of engineering plans for conformance with municipal design and regulations as well as experience in design and project management. Registration as a Professional Engineer in the State of Texas required. Texas Class C driver's license.

Closing Date: 7/6/93

Director of Cultural Affairs

Salary: Depending on Qualifications

Bachelor's Degree in Arts or Arts Management with post graduate work plus a minimum of five (5) years of administrative or PR experience with an extensive background in arts planning and administration. Texas Class C driver's license.

Closing Date: 7/15/93

Applications/resumes received after the closing date will not be accepted. For additional information call:

(214) 578-7115

For additional positions available call our 24 hour career information lines:

(214) 578-7116 - Professional/Clerical

(214) 578-7117 - Labor/Maintenance

AA/ADA/EOE

NOTICE TO SMALL AND DISADVANTAGED BUSINESS ENTERPRISES

7K CONSTRUCTION COMPANY

144 Greenbay Road

Winnetka, IL 60093

708-541-8200

FAX Nos. 708-459-4308 or 708-541-8838

is seeking qualified small and disadvantaged business enterprises for the following:

Superconducting Super Collider
Ellis County, Texas

S25 to S10 Tunnel (Basic) Construction

CCU A-701 Contract No. SC-C16-1200

Bid Date: MONDAY, JULY 12, 1993

All interested and qualified small and disadvantaged business enterprises should contact Robert K. Stineman, Sr. to discuss the contracting opportunities. All negotiations must be completed prior to the bid opening date.

Notice to Small and Disadvantaged Business Enterprises

KENNY CONSTRUCTION COMPANY

250 Northgate Parkway

Wheeling, IL 60090

708-541-8200

FAX Nos. 708-459-4308 or 708-541-8838

is seeking qualified small and disadvantaged business enterprises for the following:

Water Supply Corporation

North Dallas County

City of Farmers Branch/Town of Addison Joint Venture

Sanitary Interceptor Sewer - Phase I

BID DATE: THURSDAY, JULY 29, 1993

All interested and qualified small and disadvantaged business enterprises should contact Robert K. Stineman, Sr. to discuss the contracting opportunities. All negotiations must be completed prior to the bid opening date.



INVITATION TO BID

The Housing Authority of the City of Dallas (DHA) is accepting invitations to Bid for a one year contract for the **SALE OF JACKETS, MASTERSUITS AND CAPS.**

Bids will be accepted until 11:00 a.m., Friday, July 9, 1993 at 2075 W. Commerce, Building #200, Dallas, Texas 75208, at which time and place all bids will be opened and publicly read aloud.

Specification and bid documents may be obtained from the Purchasing Department, 2075 W. Commerce, Building #100, Dallas, Texas 75208 or by calling (214) 741-7790. We reserve the right to reject any and all bids and to waive any informality in the bids.



INVITATION TO BID

The Housing Authority of the City of Dallas (DHA) is accepting Invitations to Bid for a 1994 1/2 Ton Pickup Truck. Bids will be accepted until 11:00 a.m., Tuesday, July 6, 1993 at 2075 W. Commerce, Building #200, Dallas, Texas 75208, at which time and place all bids will be opened and publicly read aloud.

Specifications and bid documents may be obtained from the Purchasing Department, 2075 W. Commerce, Building #100, Dallas, Texas 75208 or by calling (214) 741-7790. We reserve the right to reject any and all bids and to waive any informalities in the bidding.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) will receive proposals from architectural firms for Architectural Services for the Modernization of 102 Units and the Community Building at Little Mexico, TX 9-2. Proposals will be received until 2:00 P. M., on Wednesday, July 28, 1993, at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) will receive proposals from qualified engineering firms for Civil Engineering work for Roseland Homes, TX 9-1. Proposals will be received until 2:00 P. M., on Monday, July 12, 1993, at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) Will receive proposals from architectural firms for Architectural Services for the Renovation of Buildings for the Physically Handicapped at Cedar Springs Place Addition, TX 9-3. Proposals will be received until 2:00 P.M., on Monday, July 12, 1993, at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.



REQUEST FOR PROPOSALS

The Housing Authority of the City of Dallas, Texas (DHA) Will receive proposals from architectural firms for Architectural Services for an Addition to the Community Center at Barbara Jordan Square, TX 9-25. Proposals will be received until 2:00 P.M., on Monday, July 12, 1993, at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212. Proposal submission documents are on file and may be acquired at DHA's Central Office, Development and Planning Department, 3939 N. Hampton Rd., Suite 350, Dallas, Texas 75212.

The DHA reserves the right to reject any or all proposals or to waive any informalities in the solicitation.

Business - Service Directory

"Teach Our Dollars Some Sense:
When You Trade With These Companies, You Create Jobs in
OUR Community

APARTMENTS

SPECIAL

March Rent
\$1.00
**Briar Gate
Apartments**
3035 W.
Pentagon Pkwy
339-9339

BARBER SHOPS



Reeves, Jessie F.
(214) 374-9341

Polk Village I
Barber Shop

1153 W. Camp Wisdom
Dallas, Texas 75232

BUSINESS CARDS

**Slogan Graphics
Distributors of
Photographic
Business Cards**

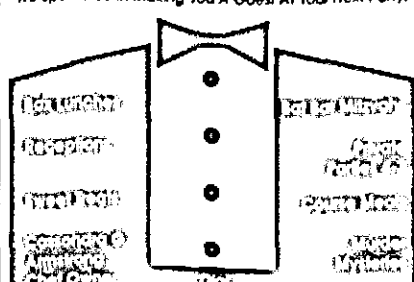


"For Cards Not Easily Forgotten"

Contact: Michelle Cross
(214) 994-0346
11408 Audelia Rd. #4929
Dallas, Texas 75243

CATERING

Dining Table Restaurant & Catering
"We Specialize in Making You A Guest At Your Next Party"



(214) 224-8378

Linda's Desert Express
(214) 526-5242
5462 Lemmon Ave.
Dallas, Texas 75219

CLEANING/DETAILING



Clean-All
Car-House-Business
Ephriam Jordan
(214) 942-5126
Beeper: 332-4453

FASHIONS



*Anonymously
Yours,
Inc.*

The Most Unique
Ladies Consignment Boutique
(214) 341-4618
204 Abrams Forest
Shopping Center
M-F 10-6 Sat 10-5:30
Sun 12-5

Promoting Positive Cultural Awareness
HERITAGE EXPRESSIONS



African Cloth, Jewelry
Black Cultural Books,
Clothing, Kufis, Papyrus
Artifacts



Linda D. Nious Owner 2430 Irving Mall
Jacque Walker-Mgr. Irving, Tx. 75062
(214) 255-3890

GIFTS & ACCESSORIES

Beautiful Weddings

Begin with
beautiful invitations,
napkins & accessories.
We also do
Graduation Invitations



"A Piece Of Mine"

(214) 907-8300
8141 Forest Lane #115
Dallas, Texas 75243

MAIL SERVICES

MAILROOM EXPRESS
4041 W. Wheatland Rd.
Suite 156 • Dallas 75237-9991
296-SEND

BUSINESS SPOTLIGHT

Unlimited Travel

Going on vacation or a business trip? Let Unlimited Travel be your travel agents. Owned and operated by two very assertive African Americans who promise to give you more than just your money's worth, their business has grown considerably since opening a year ago.

Mr. Gerald Walker and Mr. Kevin Drain feature an "Individual Frequent Flyer" program for individuals and small businesses.

"African Americans don't generally use travel agents," says Mr. Drain. "They

don't see the benefits that we offer such as price comparisons and other leg work." Kevin says that Unlimited Travel believes in giving back to the community and letting the community know they are there and ready to do business.

Unlimited Travel is located at 204 N. Main St. in Duncanville. If you are ready to plan that vacation or business trip, call 780-1977 and let Mr. Walker or Mr. Drain assist you.



Gold's Music & Magazines

Amna and Omaa Eele, husband and wife, have a magic touch—that golden touch. Hence, Gold's Music and Magazines is a very appropriate name for their business.

"Our goal is to provide a global feeling through music. We want to show a connection of African people all over the world", says Amna. Gold's opened June 1, 1993 offering music and publications for, by and about Africans and African Americans. Located at 3508 N.

Versailles, off Lemmon Ave., Gold's should definitely be the place to purchase your music and publications.

So go on over to Gold's and get acquainted with Amna and Omaa. Oh, and be sure to pick up your favorite artist's latest jazz, reggae, rap or rhythm and blues tape or CD. For more information call (214) 521-8036.



Piano and Keyboard Lessons

**Granville School
of Music**

Piano • Keyboard • Voice Lessons
for all ages
Call: 421-1533

NOTARY

**EARN EXTRA MONEY
BE A NOTARY**

(supplies included)

CALL
PAYNE INSURANCE AGENCY
(214) 272-6869

All type bounds -
Commercial Auto, Property.

General Liability -
Workers Compensation, E & O

REAL ESTATE



2222 W. Spring Creek
Pkwy., #110
Piano, Tx 75023

BERLON HEMPHILL
REALTOR-ASSOCIATE
Multi-Million Dollar Producer
Bus: (214) 612-8000
Message Ctr: (214) 733-7110

P & R Kitchen

formerly
Sole City Kitchen
Visit our new location 2380 E.
Park Blvd., Suite 314
Plano, Texas
(214) 516-0893

Buffet Home Style Cooking
Open 6 am til 9pm, Monday through Thursday
6am til 11pm, Friday and Saturday
11am til 5pm, Sunday
Home: (214) 644-7275

TRAVEL

**CRUISE
HOLIDAYS**

of DeSoto

Looking For A Cruise Vacation?

The world's largest network of cruise specialists

- We sell cruises and cruise/tours
- We represent all cruise lines
- Over 1000 sailing departures
- Specialists on cruises for individuals, families, honeymooners, groups, sales incentives, fundraisers.

PROUDLY MINORITY OWNED

228-4600

1-800-466-WAVE

900 North Polk, Suite 106 • DeSoto

Access the
Community through
MON

(214) 915-0921

6-pack of Greedola Cola with a test drive!

WESTWAY

FORD ISUZU-SUBARU

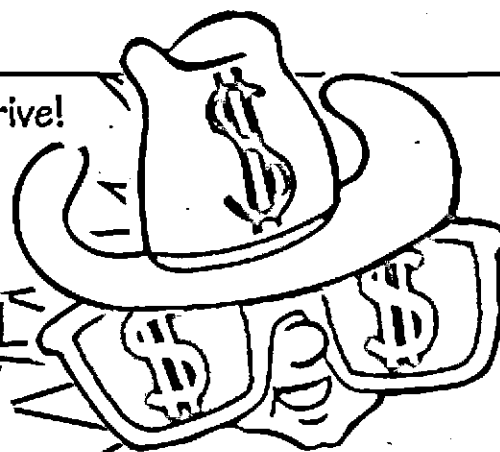
Plus Over 200 Freshly Prep Cars & Trucks

Where is Westway Ford:
Conveniently located at 183W (Airport Frwy)
Exit MacArthur. We're only 3 miles West of Texas Stadium.

What can Westway FORD/Isuzu-Subaru
do for you?

- Provide the highest qualified personnel
to serve you from sales and service to body
shop and rental car
- Convenient hours:
Auto Sales from 9 a.m. to 10 p.m.
Mon. thru Sat. Service
Body Shop and Rental 24 Hours
a day M-F w/ Sat. Service
from 8 a.m. to 5 p.m.

An important note to some of us may be
the hard economic times that we are
currently facing. Maybe a loss of job,
medical expenses, divorce -or whatever
- have created slow or derogatory credit?
Then contact us! We have several
professional representatives with financial
services. We can help you get re-established
when no one else can! This is a FACT and it is
done on a daily basis! It requires the
cooperation of all parties and IT WORKS!!!



Joe Greed & Granny Greed say Come Deal with a winner! We're
the No. 1 FORD dealer in the state of Texas (5 years running)
and celebrating our 11 year anniversary!!

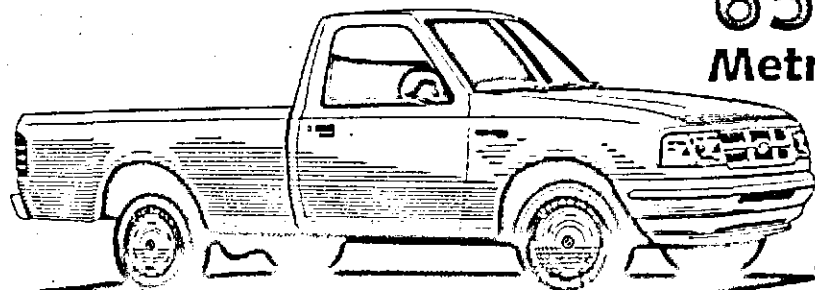
Highly Qualified Staff
Waiting To Serve You!

Kevin Wood
New Car
Sales Manager
7 years service

Terry Polk
Isuzu/Subaru
Specialist
6 years service



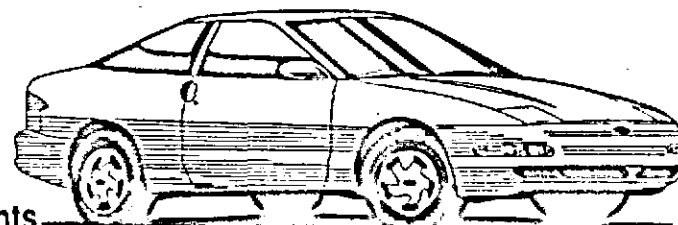
These two men are just some of our professional staff who are committed to
serving you and your families for years. Meeting your needs and making your buying
experience pleasant is our goal in order to see you and your family again and again!



1993 Ford Ranger

659-0333
Metro: 256-5551

Free 4 days and 3 nights
vacation with any new car
or new truck purchase.



1993 Ford Probe