Two successful men reveal how we can make really big money

By Marion S. Sjodin

They are two of a kind; when they met last Friday, their conversation was charged with energy, excitement and the joy of discovery.

Dr. Harvey Webb, Jr., executive director of Constant Care Medical Center, is working to build a stable, widely respected institution that will put high quality, affordable health care within reach of all income groups. To achieve this, he knows he must run the Medical Center like a business.

George Trower - Subira is the author is the **Black Folks' Guide to Making Big Money in America**, and he believes the spirit of making business opportunities where there are none is often lacking in the black community and in the schools.

"We are taught to get a job and do what we're told," says Subira. "Our orientation makes us passive followers. We don't take initiative. This is antithetical to the business person; he doesn't listen to the crowd. We come into a situation assuming someone else is the boss. We assume he's white. When he's black, we rebel. When one of our own makes it, we criticize. It's a crabs - in - the - basket mentality where we claw each other. When we see a black person moving up we think, "Who does he think he is - he can't do that!"

"My philosophy of life has always been, don't tell me what I can't do. Tell me how to do what I want," said Dr. Webb.

"Wow! That sounds like me!" exclaimed Mr. Subira.

"I read your book," said Dr. Webb, "and I said to myself, 'that's the guy I want to meet.' But what amazes me is that you've learned it so young."

Dr. Webb, the only Baltimore person in two years to write to Mr. Subira about the book, was so taken with it that he invited Mr. Subira to speak with the Constant Care executive staff. Dr. Webb has every reason to be interested in making money: his medical center needs it to survive. A non - profit minority enterprise, Constant Care has no guarantee that its federal subsidy will continue after 1984. Thus economic self sufficiency is a prime Constant Care goal.

And so they talked about the ingredients of success, agreeing that the major one is work. Not luck. Work. They understand that because it is a racist society blacks must work twice as hard and they are willing to do that.

Subira advocates an 80 hour work week as a means of acquiring personal investment capital. He recommends that ambitious blacks work two jobs - even if the second one is only minimum wage, it can turn into a nice little nest egg if you save it. Ultimately, however, Mr. Subira is against jobs.

"We're conditioned to go to school, get a degree and then get a good job with lots of benefits. But I'd like to see as many people as possible get out of the employee situation and go be in our own businesses and do their own thing," Mr. Subira said.

The bottom line of his book is "you don't make big money in jobs."

Dr. Webb, on the other hand, sees work as the road to stability and success for Constant Care. "There are so many people counting on us, we have to survive. We can become profitable and still be a non - profit organization because profits enable us to provide extra services to the community. The Constant Care executive staff is also committed to work and 12 hours are not at all unusual for them.

"I probably do work close to an 80 hour week," says Dr. Eliza Taylor, I'd fall behind if I didn't. And the knowledge that we're building something good, that's a tremendous motivator."

The keys to success, whether personal or institutional, are loving one's work, taking responsibility for failure, energy, creativity and teamwork. Mr. Subira says real fortune builders or successful people commit five, ten or even more years to their goal.

Mr. Subira feels that the number one obstacle in the way of black financial achievement is that "No institution is teaching us to understand money, economics or credit." His book is an attempt to address this problem.

They talked for three hours, each taking inspiration from the other's work ethic. They agreed with Dr. Webb that, "what the mind can conceive and the heart can believe, one can achieve." Then, they all went back to work.

SERIOUS DISCUSSIONS on the main topic of today "money" involves (L to R) Dr. Samuel Owens, Dr. Harvey Webb Jr. and George Trower-Subira, author of Black Folks Guide To Making Big Money in America.

Order of Eastern Star extravaganza features in-between season fashions

Payne's Rose of Sharon Order of Eastern Star Chapter 7 presented a beautiful Autumn Fashion Extravaganza and luncheon at the Masonic Temple in Turner Station Sept. 8.

Mrs. Thelma Cash is Worthy Matron and Garnett Parsons, Worti Patron.

Among Grand Officer present were Mary C. Frazier, Grand Worthy Matron of the OES Naomi Grand Chapter jurisdiction of Maryland and Past Grand Worthy Matron Helen M. Carter.

Mrs. Viola Jones presided. Music was by Robert Daniel Everett, minister of music, New Shiloh Baptist Church, Turner Station and a Baltimore city teacher; and soloist Yvonne Chavis. Mrs. Bernice Merritt gave the welcome.

Fashions featured best selections for fall, evening extravaganza, girls and spectators, both Mrs. Lillie Thanel, a guidance teacher, as commentator. Mrs. Eunice Finley is the designer with Mrs. Elyse Winston, supervisor and Mrs. Dorothy Chambers in charge of the wardrobe.

The art exhibit was by Harry Bower, a graduate of Sollers Point High School, the Maryland Institute of Art and presently a government employee.

Committees

Finance - Sister Ruth Austin, Sister Ollie Cullen, Sister Thelma Kess.

Luncheon - Sister Mamie Hoggard, Sister Yvonne Chavis, Sister Bernice Merritt, Sister Elizabeth Stackhouse.

Hostesses - Sister Winifred Jones, Sister Lorraine Kimble, Sister Elizabeth Jones, Sister Frances Thomas.

Hosts - Brother Garnett Parsons and Brother Robett Uzzell.

Local semi-finalists are in national scholastic competition

The National Achievement Scholarship Program for Outstanding Negro Students has placed three Baltimore high school seniors as semifinalists in its 1983 competition.

David G. Burnett, James D. Howard and Keith E. McCants are seniors at Gilman school. As semifinalists in the competition they represent the highest scoring black students on the PSAT-NMSQT test and will have an opportunity to continue in the competition for Achievement Scholarships.

The PSAT or Preliminary Scholastic Aptitude Test is administered in the junior year to prepare students for the SAT or Scholastic Aptitude Test in the senior year, a necessary test for college entrance.

David G. Burnett, plans to major in foreign languages in college and eventually enter the field of international law.

James D. Howard plans to apply to M.I.T., Princeton University, Georgia Tech and Syracuse University. He is interested in majoring in aerospace engineering.

Keith E. Mc Cants plans to apply to Yale University and would like to major in Engineering. He plays football and lacrosse and is a member of the Gilman Glee Club.

(L to R) Sylvia Alford, Gilda Parsons, Rodcita Gray, Tisha Austin, April Lynn, Melvin Rollins, Louis Garrett Winston and Norma Jean Jones.

IN SEASON - (L to R) Mrs. Ruth Lyons, Miss April Lynn Winston in two styles Miss Gilda Parsons and Mrs. Gilmer Powell show exactly what the fashionable lady can wear through autumn's changeable weather and on up until top coat time.

Motivation of students urged

Virginia Union president gives counselors pep talk

Dr. David T. Shannon, president of Virginia Union University, drew upon his experiences as a minister, an educator and an administrator during a talk to a group of Baltimore City Public School guidance officials at Lake Clifton Senior High School Wednesday afternoon.

About 50 guidance department heads gathered to listen to Shannon speak of his experiences in motivating students as they begin to make their career choices and so the students "think they have worth in their career selections."

"I'm not a straight lecturer," Dr. Shannon said as he asked the counselors to respond to a series of questions in a give and take session that was punctuated with laughter.

He urged the guidance counselors to delve into the minds and pyschi of their students. Dr. Shannon, who has two earned Ph.D's and has taught at several universities and colleges before accepting the head position at his alma mater, admitted such delving is not an easy process.

But it is a necessary one because a counselor's role in motivating his or her students to continue on to college or other endeavors "is so critical."

Department heads from the school system's junior, middle and senior high schools were present. After Dr. Shannon's remarks, the group broke up into smaller sessions.

Dr. Shannon addressed the senior high school counselors extolling the virtues of higher education in general and Virginia Union, a private predominately black Baptist school, located in Richmond, Va., in particular.

Harlow Fullwood, of the Baltimore City Police Department and president of the Miles W. Conner Alumni Chapter of VUU introduced Dr. Shannon.

Fullwood said with the exception of students from Richmond, the highest number of students at the university who are on the dean's list are from Baltimore.

He also introduced other VUU staff who accompanied Dr. Shannon and several of the school's Baltimore alumni who have gone on to become successful businesspeople.

Fullwood said last year, VUU's Miles Connor Chapter gave away about 200,000 in scholarships and hopefully the group will continue its giving ways.

Dr. David T. Shannon

Recruit rescue

Kathleen Adams, a 24-year-old police recruit, was given a hero's welcome at the police academy this week for rescuing an elderly man who jumped into the Inner Harbor.

The man, identified by police as Robert Brown, 61, of Division Street, jumped into the murky Inner Harbor about 5:30 p.m. Oct. 4 and sank immediately.

Ms. Adams, of Albuquerque, N. M., dressed in jogging shorts and a yellow T-shirt, raced across the promenade that borders post eating and shopping areas of Harborplace, the city's central tourist attraction, dove into water and pulled Brown out.

WIDE EYE REACTION — The city school's guidance department heads gather to listen to a stirring talk given by VUU president Dr. Shannon

AFRO Photo by Roman Hankewycz

at a monthly meeting of the Guidance Department - Chairpersons at Lake Clifton Senior High School.

Moss named to commission

A. Paul Moss is the new chairman of the Social Services Commission.

Mayor William D. Schaefer in appointing him on Sept. 1, noted, "Your service on the Commission has been long and dedicated, and I fully expect you to make an excellent chairman. Thank you very much for your hard work and your commitment to our city."

In his new post, Moss succeeds Charles F. Obrecht, a local businessman, who had completed a third six-year term.

"Charlie Obrecht has been a dedicated volunteer. His shoes will be hard to fill, but I certainly will do my level best to help this important city agency," Moss said.

Moss has been vice chairman of the Commission since 1976, and a member of the body since 1967.

Mayor Schaefer also announced the appointment of a new commissioner, E. Dale Adkins III, an attorney, who will complete the six year term of J. Frederick Motz, who was named to a judgeship.

Moss becomes the first black chairman of this volunteer body which is charged with advising the Baltimore City Service Department (formely Welfare Department). It also helps select the director.

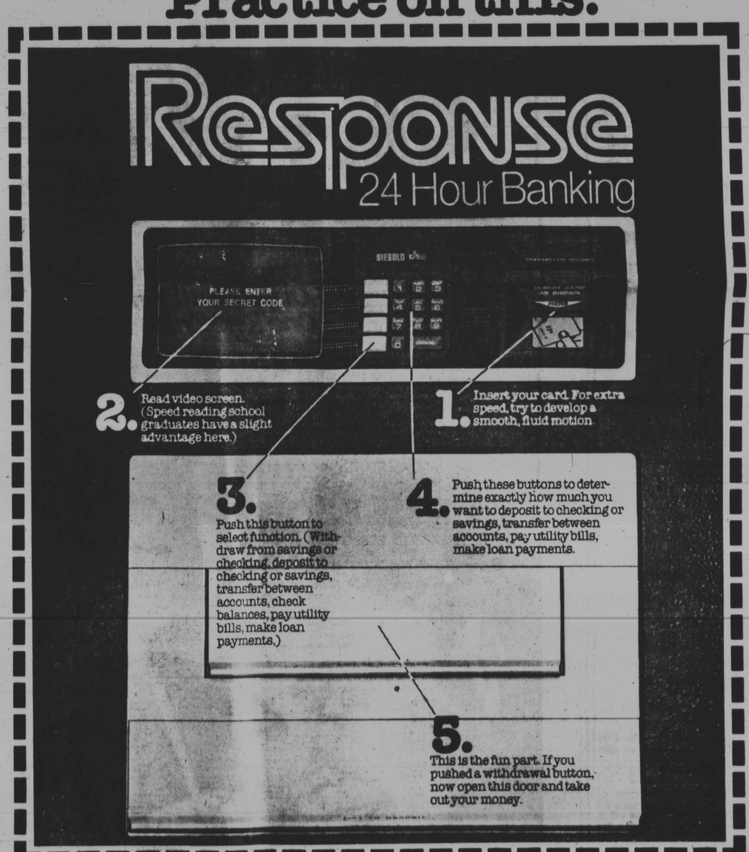
Current director is Dr. George G. Musgrove.

Moss is retired associate general executive of the Baltimore YMCA, and active as a member of the U. of Md. Board of Regents, which he serves as secretary. He is also a coordinator for continuing education at Community College of Baltimore.

In addition to Moss and Motz, other commission members are: James Edwards, Dr. Johb B. DeHoff, Mrs. Margaret L. Dyer, Mrs. Bron W. Mayden, Stanley Mazaroff and Mrs. Vivian E. Washington.

NEW CHAIRMAN of Baltimore Social Services Commission is A. Paul Moss, appointed recently by Mayor Schaefer.

Practice on this.



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