ONE STEP AHEAD

The JCI monthly newsletter for National Officers - June 1995

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AREA A CONFERENCE HIGHLIGHTS

Dakar, Senegal, was the site of the 1995 JCI Area A Conference. More than 322 delegates from 30 countries attended the four-day meeting. The availability of courses EXCEL in French and PRIME in French and English set the excitement for the Conference before the opening ceremony.

Minister of Tourism Tijane Sylla and Mayor of Dakar Mamadou Diop highlighted the Conference as keynote speakers during the opening ceremony.



Mayor of Dakar Mamadou Diop and Minister of Tourism Tijane Sylla are greeted by JCI President David Oji at the opening ceremony of the Area A Conference in Dakar, Senegal.

On Friday more than 250 delegates dressed in white participated in the March for Peace from the Headquarters Hotel to the Mayor of Dakar's office, where President Oji and EVP Rizvi planted a peace tree. Ouagadougou, Burkina Faso, was the only bidder for the 1997 Area A Conference, but the decision will be made at the Glasgow World Congress in November.

HIGHLIGHTS FROM AREA B CONFERENCE

More than 15,000 members from 30-some countries attended the 1995 Area B Cheju Conference. The honeymoon island in Korea was the perfect site for the four-day meeting. The EXCEL course was conducted in English and the PRIME course was offered in English and Japanese.

IMPORTANT INFORMATION

MEMBERSHIP REGISTRATION DETAILS

All National Organizations are reminded of the terms of Bylaws 3-18 and 21-2 as well as Policy 21-2 regarding good standing, dues administration, and membership registration details, respectively.

Please note in particular that, per the terms of Policy 21-2, a copy of your current National Constitution in one of the correspondence languages of JCI must be supplied together with the other required membership registration details on October 31st each year. In addition, you are reminded that any amendments made to your NOM Constitution since the last membership registration must be filed with JCI Headquarters within 90 days after they have been adopted.

Benny Ellerbe, Secretary General

Highlight of the Conference was the presence of President of the Republic of Korea Kim Young Sam at the opening ceremony.

During the Conference a separate Senators Conference was held. The JCI Foundation set an outstanding contribution record of 53 donors at US$1,000, 7 donors at US$10,000, and 1 donor at US$5,000.

The Mottainai seminar attracted more than 200 participants and discussion was held on ways Junior Chambers can become part of the program.

For the 1997 Area B Conference, General Assembly selected Pattaya, Thailand.

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FROM THE BOARD OF DIRECTORS



This column is open to any member of the 1995 JCI Board of Directors who wishes to express his or her opinion to the National Officers and other leaders of Junior Chamber International. Please send your article to the JCI World Headquarters.

Jean-Pierre Leoncedis, 1995 JCI Vice President

By becoming a member in 1983 in my home town of Pointe-à-Pitre, Guadeloupe, a French Department in the heart of the Caribbean, I did not envision that one day I would be a JCI Vice President, and that I would have the opportunity and honor to serve in such exciting and diverse countries as Brazil, Paraguay, Venezuela, West Indies, Bahamas and the French Departments in America—in Jaycee language, Area C—truly diverse, and for that reason, even more exciting.

Our last Area Conference in Asunción, Paraguay—a country where Junior Chamber can be a source of hope and also a project for its youth—showed the first results of five months of hard work, experiences, exchanges, and always keeping in mind the commitment shared by all to succeed in our own undertakings in 1995:

Mottainai 2, Development of our 5th Area of Opportunity: Business Network, Involvement in JCI Area Conferences and World Congress, personal development through first-rate seminars in other words, the search for "Excellence."

Beside all of these programs and meetings, I would like to express my gratitude and, above all, tell how much I appreciated the warmth and quality of welcome I received at all my visits.

To meet others, erase borders of all kinds, listen to everyone, respect differences, and make projects for the future was an experience that will remain a long time a favored memory of my career as a Jaycee.

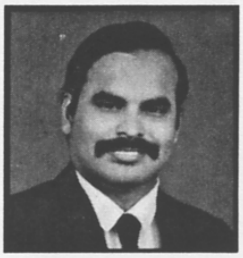
— How not be moved as being part of a "grand first night" by children of an orphanage in a city in Venezuela, where the local chapter is actively involved?
— How not be appreciative of a local chapter in Brazil that completed first-rate projects and was welcoming for the first time a JCI Vice President?
— How not be moved by the fact that so many different countries have so many things in common?
— How not admire what the local Jaycees are doing for their communities?
— Finally, how not marvel at the positive results achieved by a chapter in Paraguay working to overcome existing problems of crime?

Yes, to me this is what is the most important: to live each experience totally and intensely, to bring in a new look, to advise but not judge.

Other favored moments are in store for us before the year's end.

I invite you to become more involved, to communicate more in order to enjoy your successes and thus contribute to our Junior Chamber International ... To go **ONE STEP AHEAD** around the World!

FROM THE NATIONAL PRESIDENTS



This column is open to any 1995 National President who wishes to express his or her opinion to other National Officers and to the leaders of Junior Chamber International. Please send your article to the JCI World Headquarters.

Dr. K. Nagarajan, National President
Indian Junior Chamber

I am glad to lead Indian Junior Chamber, which is celebrating it's 40th anniversary. Ever since Jayceeism seeds were sown by the Philippines Jaycees, the organization has grown abundantly, and the passage of time has enhanced its glory. Time-tested Jaycee ideals have stood as testaments in fostering "The Age of Global Citizenship." Heading the fourth largest National Organization, which achieved 100% Efficiency in 1994, my commitment is strong and unified. Hence my theme, "Dare to Be Great."

Officers Training: In our pursuit of excellence, we have made a strong start during the first two months on a well planned path. Emphasis was placed on national and local officers training. A meeting of committed national trainers resulted in a plan for training both members and trainers.

Public Relations: Stress is placed on establishing an ever-increasing image of our organization through public relations events. The honoring of Ten Outstanding Young Indians (TOYI) and the celebration of Jaycee Week. Sept. 9 to 15 in all chapters are but two of many massive PR projects. Our attractive national bulletin, "Challenge," continues to carry *JCI News* pages in its four issues a year to all members.

Programs: The MET of JCI has been religiously adopted by Indian Junior Chamber. We promoted ORT with UNICEF in a mass educational program during "Child Care Week," June 7 to 13.

The Mottainai Movement, Blood Donor Clubs ("Need Blood—Call Jaycees"), and "Healthy Individual--Wealthy Nation" are other programs we are promoting as well as those placing emphasis on environment.

Growth: Retention, revival and extension flourished during 1995 through growth incentive activities. Additionally, our NOM is putting serious efforts into fostering advancement in the Andaman Islands, Muscat, and Dubai.

The passport scheme introduced to Indian Junior Chamber in 1994 is becoming a tool for growth.

However, owning a building for the National Secretariat will be the achievement of the year. A well established Secretariat with all modern infrastructures (computers, fax, dictaphone, answering machines, etc.) is a dream coming true.

Our past achievements are indeed a source of inspiration, renewed commitment, and a launching pad for reaching greater heights as we pledge to go ***"One Step Ahead."***

USING THE TELEPHONE



As a National Officer, you probably noticed that you are using the telephone more than ever. The reason is that most business is now conducted by telephone, and the calls are often long distance. In order to control your budget, consider using these techniques to save money on telephone calls:

A slow rate of speech—with emphasis on names and figures—will be more effective than a conversational speech rate. Organize before calling; the time spend in preparation will be repaid. The following lists a logical sequence:

1. Know whom you are going to call.
2. Know the best time to call.
3. Know what you want to say.
4. Have any reference material within reach.
5. Make the call and identify yourself immediately.
6. Minimize small talk.
7. Finish the items you have listed before going to other subjects.
8. If the person you want is not available, inquire when it would be best to call again. Leave your name and the time of your next call. (It is bad manners to ask that the person return your call.)
9. Thank the person--either for having the talk with you, or for relaying your message to the person with whom you wish to speak.

Grouping your calls will save time. The mind functions best on one activity at a time; thus, you will make better use of your talent and gain time for other tasks.

Traditionally, anyone having a secretary has delegated answering the telephone to her. Her duty is to screen out unimportant or undesirable callers, although this function is sometimes only an attempt to imply status. However, this practice is inefficient and brusque, especially when the caller first has to go through a switchboard before being questioned by a protective secretary. Answering your own telephone maximizes contact with callers, reduces their irritation, and eliminates any appearance of status-playing. Try it--you will be surprised how few unimportant or undesirable calls you receive.

When answering a call, if on behalf of the organization, immediately state the organization's name. If on an extension telephone, identify yourself by name immediately. If the caller omits disclosing his identity, say as soon as you can, "May I have your name, please." If on a direct telephone, do NOT identify yourself by name or telephone number until you have identified the caller. There are too many wrong numbers called and undesirable people checking the occupancy of premises. Next, tell the caller if you are able to give full attention right then. Request the caller to deal with his matters first, and make notes of his points and your remarks. At the end of the conversation, thank the caller for taking the time to call you. Ask for his phone number and when would be the best time to call back if needed.



Should you answer a ringing telephone at another person's station? Unanswered calls create a bad impression, so unless you have no business being around, answer by saying, "This is so-and-so's office. Can I help you?"

JCI PRESIDENT'S TRAVEL

JUNE

25–30	United States–Coral Gables–Midyear Executive Committee Meeting
30–01	Dominican Republic–Official visit

JULY

01–02	Martinique–Official visit
02–03	West Indies, Antigua–Official visit
03–05	Suriname–Official visit
05–07	Colombia–Official visit
07–09	Panama–Official visit
09–11	El Salvador–Official visit
11–13	Mexico–Official visit
14–16	At home
16–23	Japan–Kitakami–JCI Academy
23–30	At home

AUGUST

31–03	Kenya–Official visit
03–06	South Africa–Official visit
06–08	Mauritius–Official visit
09–12	Sri Lanka–Official visit
12–15	Thailand–Official visit
15–17	Hong Kong–Official visit
17–18	Macau–Official visit
18–23	United States–New York–GALS The JCI United Nations 50th Anniversary Conference
24–01	At home

SEPTEMBER

02–04	Russia–Official visit
04–07	Denmark–Official visit
07–10	Germany–Official visit
10–13	Switzerland–Official visit
13–15	Austria–Official visit
15–17	Sweden–Official visit
17–19	England–Official visit
19–22	Scotland–Congress Site Inspection

CONTENT OF THE JUNE 15 MAILING:

- ❑ 100% Efficiency Chart
- ❑ 100% Efficiency Rules
- ❑ Directory updates

TENTATIVE CONTENT OF THE JULY 15 MAILING:

- 100% Efficiency Chart
- Directory updates
- PRIME/EXCEL/NATIONAL LEADERS Nomination Forms for World Congress
- NGO Action Newsletter
- One-Hour Seminar–Chapter Management

DEADLINES AND EVENTS

JUNE 26–29
JCI Midyear Executive Committee Meeting at the World Headquarters

JUNE 30
Deadline for additional membership declaration, including all members affiliated after October 31, 1994

JULY 15–23
8th JCI Academy in Kitakami and Yokohama, Japan

JULY 28
Last date for receipt of General Resolutions for consideration at the 1995 JCI Glasgow World Congress

AUGUST 7
- Last day for receipt at JCI World Headquarters of nominations of candidates for international office in 1996
- JCI Headquarters circulates proposed Constitutional amendments with recommendations of the Executive Committee and the Constitutional Amendments Review Committee.
- JCI Headquarters circulates General Resolutions received.

AUGUST 17
JCI Headquarters circulates list of candidates for 1996 office in Junior Chamber International.

AUGUST 19–23
Global Affairs Leadership Seminar (GALS)–The JCI United Nations 50th Anniversary Conference in New York, N.Y., commemorating the 50th Anniversary of the United Nations

SEPTEMBER 1
- 1996 Membership registration and chapter address report form mailed from JCI Headquarters
- Completion of judging for 1995 TOYP

SEPTEMBER 15
Last date for receipt by JCI of Glasgow World Congress early registrations at the discounted rate of US$320.

OCTOBER 6
Last date for receipt of applications for affiliation

OCTOBER 15
Deadline for receipt at JCI World Headquarters of judges' nominations forms for the 1995 JCI World Congress Awards Program

OCTOBER 24
World Peace Day

Junior Chamber International

1995 - 100% Efficiency Program - As of June 15, 1995

National Organizations	Directory Information Dec. 31 = 10 Jan. 31 = 7 Feb. 28 = 5	Training & Program Directors Train. & Prog. = 10 Training only = 7 Programs only = 5	Plan of Action Jan. 31 = 10 Feb. 28 = 7 Mar. 31 = 5	Budget Jan. 31 = 10 Feb. 28 = 7 Mar. 31 = 5	Membership Registration Jun.30&Oct.31 = 10 Jun. 30 only = 7 Oct. 31 only = 5	Dues Payment Apr.15&Sep.15 = 10 April 15 only = 7 Sept. 15 only = 5	Awards Judge or Entry Conf. & Cong. = 10 Conference = 7 Congress = 5	Newsletter 3 Issues = 10 2 Issues = 7 1 Issue = 5	Officers' Training Before Oct. 31 NOM & LOM = 10 NOM only = 7 LOM only = 5	Growth 3%/1000 = 10 2%/500 = 7 1%/300 = 5	Total
Argentina	xxxx	xxxx	xxxx	xxxx							
Australia	10	10	10	10		7		5			52
Austria	10	10	10	10							40
Bahamas	xxxx	xxxx	xxxx	xxxx							
Belarus	10	xxxx	xxxx	xxxx		7					17
Belgium	10	10	10	10		7		10			57
Benin	10	10	10	10		7	7		10		64
Bermuda	10	xxxx	5	5		7					27
Bolivia	10	10	10	10		PP	7	5			52
Botswana	10	10	10	10		PP	7	5			52
Brasil	7	10	7	10		7					41
BJC	10	10	10	10		7		5			52
Burkina Faso	5	5	7	7		7	7				38
Cameroun	10	7	xxxx	xxxx		PP					17
Canada	10	7	xxxx	xxxx		pp		5			22
Chile	10	xxxx	xxxx	xxxx							10
ROC	10	7	10	10				7			44
Colombia	10	10	10	10		PP	7				47
Congo	xxxx	xxxx	xxxx	xxxx		7	7				14
Costa Rica	xxxx	xxxx	xxxx	xxxx							
Cote D'Ivoire	10	10	10	xxxx		PP	7	5			42
Czech Republic	xxxx	xxxx	xxxx	xxxx							
Denmark	10	10	10	10		7		10			57
Dutch Caribbean	10	10	10	10		7	7				54
Ecuador	10	10	10	10		PP	7				47
Egypt	10	xxxx	xxxx	xxxx							10
El Salvador	7	10	10	10		PP					37
España	10	10	10	10		7		7			54
Estonia	10	xxxx	10	xxxx		7					27
Fiji	10	10	10	xxxx							30
Finland	10	10	10	10		7		10			57
France	10	10	10	10		7		10			57
Gabon	10	xxxx	xxxx	xxxx		PP					10
Germany	10	xxxx	10	10		7		7			44
Ghana	10	10	10	10							40
Greece	10	10	xxxx	xxxx							20
Guineé	10	xxxx	xxxx	xxxx		PP					10
Honduras	10	xxxx	xxxx	xxxx							10
Hong Kong	10	10	10	10		7		5			52
Hungary	10	10	10	10		7		5			52
Iceland	10	10	10	10		7		7			54
India	10	10	10	10		PP			10		50
Indonesia	7	7	10	xxxx							24
Ireland	10	10	10	xxxx		7					37
Italy	10	10	10	10		7		5			52
Japan	10	10	10	10		7		10			57
Kenya	10	10	10	10		7	7	7	10		71

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Korea	10	10	10	xxxx		PP					30
Latvia	10	xxxx	xxxx	xxxx		7					17
Lithuania	10	xxxx	xxxx	xxxx		7					17
Luxembourg	10	xxxx	xxxx	xxxx							10
Macau	7	7	7	5		7					33
Madagascar	10	10	10	10		7		5			52
Malawi	xxxx	xxxx	xxxx	xxxx							
Malaysia	10	10	10	10		7					47
Malta	10	10	xxxx	xxxx							20
Maroc	xxxx	xxxx	xxxx	xxxx		PP	7				7
Maurice	10	10	10	10		7		7			54
Mexico	10	10	10	10							40
Monaco	10	10	xxxx	xxxx		7		7			34
Mongolia	xxxx	xxxx	xxxx	xxxx							
Nepal	10	10	10	10		PP		5			45
Netherlands	10	10	10	10	7	7		7			61
New Zealand	10	10	10	10		7		5			52
Niger	xxxx	xxxx	xxxx	xxxx							
Nigeria	10	10	10	10		PP	7	7	10		64
Norway	10	xxxx	10	10		7					37
Pacific	xxxx	xxxx	xxxx	xxxx							
Pakistan	10	10	10	10		7		5	10		62
Panama	10	10	10	10		7	7	7			61
Paraguay	10	10	10	10		7	7				54
Peru	10	10	10	10		7	7				54
Philippines	10	10	10	10		7	7	10	10		74
Poland	10	10	10	10							40
Puerto Rico	xxxx	xxxx	xxxx	xxxx				5			5
Rep. Dominicana	10	10	10	10		PP	7	5	10		62
Romania	10	xxxx	xxxx	xxxx							10
Russia	10	xxxx	10	10							30
Scotland	10	10	xxxx	xxxx		7					27
Senegal	5	10	xxxx	xxxx							15
Singapore	xxxx	xxxx	xxxx	xxxx		7					7
South Africa	10	10	10	10		7		5	10		62
Sri Lanka	10	10	10	10		PP					40
Suriname	10	10	10	10		7					47
Sweden	10	10	10	10		7		5			52
Switzerland	10	10	5	5		7		5			42
Thailand	10	10	10	10		7					47
Togo	5	10	5	xxxx			7				27
Tunisia	10	10	10	10			7				47
Turkiye	10	10	10	10		7		5			52
United States	10	10				PP	7				27
Uruguay	xxxx	xxxx	xxxx	xxxx							
Venezuela	10	10	10	10			7				47
West Indies	10	10	10	10		PP					40
Zaire	5	xxxx	xxxx	xxxx							5
Zambia	10	7	10	10		PP					37
Zimbabwe	10	10	10	10		PP	7	5	10		62