ONE STEP AHEAD

The JCI monthly newsletter for National Officers - October 1995

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GLASGOW–AN AUSPICIOUS WORLD CONGRESS!

CHECKLIST FOR NATIONAL PRESIDENTS, JCI BOARD OF DIRECTORS AND CANDIDATES

- ❑ Make sure your passport is valid.
- ❑ Check if you need a visa for Scotland.
- ❑ Confirm your air ticket.
- ❑ JCI Executive Committee members are expected to arrive on November 2.
- ❑ JCI Board of Directors and candidates are expected to arrive on November 3.
- ❑ National Presidents are expected to arrive on November 5.
- ❑ The Congress ends on Saturday, November 11. Everybody is free to leave on November 12.
- ❑ Confirm your hotel reservations (the Headquarters Hotel is The Glasgow Hilton).
- ❑ Glasgow can be very cold in November, so pack winter clothes. You will need business dress for meetings and tuxedo (or national costume) for the Opening Ceremony and receptions.
- ❑ Bring the following documents to Congress: JCI Constitution, Awards Manual, report of activities to be presented at the National Presidents Meeting, and any other important documents from your National Organization.
- ❑ If the National President is not attending the Congress, he must appoint an International Councillor from his National Organization (see Designation Form sent to all National Presidents in the August mailing).
- ❑ If nobody from the National Organization can attend the Congress, the National President can authorize another National Organization to use the votes (see Proxy Form sent to all National Presidents in the August mailing).
- ❑ If not yet done, bring the Membership Registration for 1996 and give it to the Secretary General.
- ❑ October 31 is the deadline for the following 100% Efficiency items: Membership Registration and Growth, Newsletter, and Officers Training. World Congress is the submission deadline for Awards Judge or Entries.

In Glasgow there is something for everyone: beautiful parks, museums, art galleries, theaters, a wealth of shops and unique shopping centers. Glasgow is also a city rich in history, culture and vitality.

The Glasgow Organizing Committee is expecting 6,000 delegates at the 1995 JCI World Congress. The schedule of events includes activities to please every delegate during the week-long Congress. National Presidents and JCI Board members will have a very busy time: many important issues will be discussed and voted upon. Following, are the highlights for National Presidents and JCI Board members at the 1995 JCI Glasgow World Congress:

✔ **JCI Executive Committee and Board of Directors Meeting.** Friday and Saturday, November 3 and 4, respectively. National Presidents and candidates for EVP are welcome as observers.

✔ **Candidates Training.** This session was reduced to one day only and will be on Saturday, November 4. Attendance is mandatory for all candidates for JCI Vice President.

✔ **Welcome Party.** Saturday, November 4. Open to all delegates.

✔ **Opening Ceremony.** Sunday, November 5. Please wear tuxedo or national costume dress. Presidential Reception will follow the ceremony.

✔ **Area NOM Presidents Meetings.** Monday, November 6. National Presidents are to report on the results of their NOMs.

SUCCESS through E·N·T·E·R·P·R·I·S·E

✔ **General Assembly.** Monday, Wednesday, Thursday and Friday, November 6, 8, 9 and 10. Many important issues will be discussed and voted on, such as Constitutional Amendments, Strategic Planning Committee Report, 1996 Budget and Plan of Action, election of the 1996 JCI Board of Directors, 1997-2000 JCI Major Emphasis Theme, and many other resolutions and proposals.

✔ **National Parties.** Every night. National Organizations welcome all delegates to their parties, presenting traditional food, drinks and music.

✔ **TOYP Ceremony.** Tuesday, November 7. JCI's recognition to the Ten Outstanding Young Persons of the World; an impressive and inspiring ceremony.

✔ **Awards.** Friday, November 10. Ceremony to recognize the outstanding projects and efforts made by chapters, members and National Organizations.

✔ **Presidential Banquet and Ball.** Saturday, November 11. Opportunity to greet the new World President and bid farewell to many friends. See you next year in Pusan!

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-Paul Michel, 1995 JCI Vice President

MAN IN THE CITY



Of all the schools we may have attended, Junior Chamber will remain the most inspiring, because it is a genuine "School of Life." It is an institute in which we can discover and develop the potential of our resources and energy, not just for personal benefit but for the welfare of our life comrades.

Each of us (as a "Man in the City") who has learned leadership skills, service to the community, and the ramifications of positive change, has the responsibility to apply this knowledge to the betterment of our human and earthly environments.

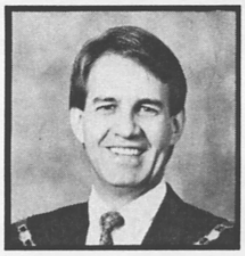
So many improvements remain to be made! As leaders we must select the projects that will usher in the changes inherent in the new millennium, projects that can readily be modified to accommodate the realities of the future.

The founders of our movement—the Young Citizens—set the cornerstone of our "City"; now *we* must throw ourselves into the spade work, responding to the appeal of JCI World President David Oji to go *One Step Ahead!*

With best JC regards.



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.

Mario Pretorius, National President
Junior Chamber South Africa

The *M*-Plan—*M*aximum *M*ember *M*otivation

Objective: The M-Plan was designed to illustrate the essence of stimulating Junior Chamber interest in members and prospective members. It serves as a guide for the LOM executive when organizing events other than general business or project meetings, but can also apply to these.

The Four *M*-Plan Areas:

1. Understand the *M*ission. Each prospective and existing member must understand our Mission and have the motivation to help fulfill it. There are up to three variants of the Mission: the JCI Mission, the NOM mission—that adheres to the JCI Mission, and the LOM mission—that adheres to the missions of both the NOM and JCI. The NOM and LOM missions should work in conjunction to implement the JCI Mission.

2. Organize *M*eaningful Events. The more interesting or exciting the event, the more likely the member or prospective member is to attend. JCI competes with many distractions—TV, social and family activities, etc.—so our events must be unique to assure member attendance.

A prospective member is more attracted to an event than to the organization initially. Once he or she understands the Mission and joins, we must keep him or her motivated to fulfill the Mission.

3. *M*anage Expectations. It is vital that the executive properly manage the expectations of the member. JCI provides many avenues through which a member can fulfill the Mission. If the member's expectations are met, his or her motivation to fulfill the Mission will remain high.

4. *M*easure Results. We often take for granted that members are happy and motivated, but we need to measure each event to determine its effectiveness in meeting the Mission and the expectations of the member. Ask yourself, "Based on this event, if I were a new member, would I return to Jaycees with some friends?"

Members want to grow. Comfort zones are more easily expanded by a challenge in a secure environment, and Junior Chamber is that secure and supportive environment. Also, the challenges must be progressively demanding, or members will lose motivation and leave.

Conclusion. The M-Plan is an effective guide to help chapter executives understand the importance of member expectations in the accomplishment of the JCI Mission.

THE VIRTUES OF OPTIMISM

Adapted from an article by Martin E. P. Seligman, Ph.D., University of Pennsylvania, published in Bottom Line Personal, *August 1, 1995*

Life inflicts the same setbacks and tragedies on optimists as it does on pessimists. The difference is that optimists weather them better than pessimists do.

Optimists bounce back from defeat by understanding the importance of learning from past setbacks and using the information to move forward. Pessimists simply give up. However, there is some good news: Optimists are not born, they are made. Here is how to overcome the trap of pessimism:

1. KEEP AN ADVERSITY LIST.

Adversity is almost anything that gets in your way—a leaky faucet, a frown from a friend, a crying baby, a large bill, or your spouse's inattentiveness.

By recording in a notebook the negative events you experience each day, you can view them objectively.

▶ ***Describe* what happened rather than *evaluate* the event.**

By describing it, you can study the event rather than relive it emotionally. Reflective explanations are usually distortions of the truth, produced by the memory of unpleasant experiences of the past.

Once you have started recording the negative events you experience, review your notes weekly. Look for patterns that cause you to come undone.

2. DISTRACT YOURSELF FROM YOUR PESSIMISTIC BELIEFS.

Now that you have identified your negative beliefs, teach yourself to *think of other things* whenever those beliefs come to mind.

▶ **Redirect Your Attention.**

a. Snap a rubber band on your wrist or splash cold water on your face, saying *Stop*! Actors do this when they must switch quickly from one emotion to another.

b. Pick up a small object and study it *intently* for a few seconds. Handle it . smell it tap it to see how it sounds. Concentration on the object will shift your attention.

3. ARGUE WITH YOURSELF.

By disputing negative beliefs that follow your encounters with adversity, you can change your reaction from dejection and surrender to good cheer and activity. Confronting fatalistic beliefs this way will be a dependable remedy.

—FROM NEGATIVE TO POSITIVE—

Teaching yourself to confront negativity is a sound first step. The next move is to turn a pessimistic outlook into an optimistic one.

1. REVERSE A NEGATIVE BELIEF BY SHOWING YOURSELF IT IS INCORRECT.

Most of the time you will have facts on your side, since pessimistic reactions to adversity are frequently overreactions. You adopt the role of detective and ask, *What is the evidence for this belief?*

For example, a woman studying for a master's degree was very disappointed in her first exam grade, believing it to be the worst in the class. Then she discovered that others did not do well, either. Learned optimism begins with facts.

2. REALIZE THAT WHAT HAPPENS TO YOU HAS MANY CAUSES.

Much pessimistic thinking consists of focusing on the most dire of many causes, whether of not facts support it. If there are multiple causes, why focus on the worst one? Ask yourself, *Is there a less destructive way to look at this?*

Your job is to undo this destructive habit by becoming skilled at generating alternatives.

3. REALIZE THAT THE FACTS MAY NOT BE ON YOUR SIDE.

Of course, the negative belief you hold about yourself may be correct! Then you must down-grade the perceived tragedy to soften its impact and importance. Even if your belief is correct, ask, *What are the implications?* If they are really that severe, repeat the search for evidence.

4. CONTINUALLY QUESTION THE USEFULNESS OF DWELLING ON NEGATIVE BELIEFS.

People often get upset when world situations appear unfair. This sentiment is understandable, but holding that belief may in reality cause more grief.

Frequently it is better to get on with your day without questioning and disputing the accuracy of your beliefs. The question you should ask is, *Is it functional for me to think about it right now?* If the answer is *no*, use the distraction technique.

5. BRING YOUR THOUGHTS AND BELIEFS INTO THE OPEN WHERE YOU CAN DEAL WITH THEM.

Choose a trusted coworker, spouse or patient friend with whom you can practice. Tell him or her about the kinds of criticism you routinely use against yourself. The person's job is to hurl at you the negative thoughts and beliefs you usually heap on yourself. *Your* job is to challenge each criticism aloud to vanquish them.

Use every argument you can. Once you have convinced yourself and your friend that you have plausible justification, go on to the next criticism. After 20 minutes, switch roles.

JCI PRESIDENT'S TRAVEL

OCTOBER
16-27 At home
27-30 Finland–National Convention

NOVEMBER
01-13 Scotland–50th JCI World Congress

DECEMBER
14-16 Coral Gables–Handover meeting at WHQ



CONTENT OF THE OCTOBER 15 MAILING:

- ☐ Leader Newsletter
- ☐ One Step Ahead Newsletter
- ☐ 100% Efficiency Chart
- ☐ Directory Updates
- ☐ Directory Information Form
- ☐ One-Hour Junior Chamber Seminar
  Junior Chamber Vision, Mission and Values
- ☐ NGO Newsletter
- ☐ UNICEF Representative letter

TENTATIVE CONTENT OF THE DECEMBER 1st MAILING:

- ☐ One Step Ahead Newsletter
- ☐ 100% Efficiency Chart
- ☐ 1995 100% Efficiency Chart and Rules
- ☐ 1996 Draft Mini Directory
- ☐ Summary of the results of the 1995 Glasgow World Congress.
- ☐ 1996 JCI Plan of Action
- ☐ Strategic Planning Committee recommendations approved

DEADLINES AND EVENTS

OCTOBER 24
World Peace Day

OCTOBER 31
- 1996 Membership Registrations due from all National Organizations
- Last date for receipt of newsletters, membership increase, and reports of training schools conducted at national levels for the 100% Efficiency Program

NOVEMBER 3
Executive Committee Meeting at the JCI Glasgow World Congress

NOVEMBER 4
- Board of Directors Meeting at the JCI Glasgow World Congress
- Final deadline for payment of dues to obtain full voting rights at the 1995 JCI Glasgow World Congress General Assembly

NOVEMBER 5–12
- 50th JCI World Congress in Glasgow, Scotland
- AJA, APDC, ADC and AEP Meetings
- SPC Meeting
- 1996 JCI Executive Committee and Board of Directors Meeting at the JCI Glasgow World Congress

DECEMBER 1
JCI World Headquarters issues the 1996 dues invoices to all National Organizations.

DECEMBER 11
World JCI Day

DECEMBER 31
- Last date for receipt of 1996 Directory Information for the 100% Efficiency Program
- Last date for receipt at the JCI World Headquarters for bids for the 1998 JCI Area Conferences.

JANUARY 22 - 26 (TENTATIVE)
1996 JCI Board of Directors Meeting at the World Headquarters.

JANUARY 31
Last day for receipt at JCI World Headquarters of the 1995 Plan of Action and Budget from National Organizations for the 100% Efficiency Program.

Junior Chamber International

1995 - 100% Efficiency Program - As of October 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		10	7	7			64
Austria	10	10	10	10		10					50
Bahamas	xxxx	xxxx	xxxx	xxxx							
Belarus	10	xxxx	xxxx	xxxx		10					20
Belgium	10	10	10	10	10	10	7	10	10	10	97
Benin	10	10	10	10	7	10	7		10		74
Bermuda	10	xxxx	5	5		10					30
Bolivia	10	10	10	10	7	PP	7	7			61
Botswana	10	10	10	10	7	PP	7	7			61
Brasil	7	10	7	10		10	7				51
BJC	10	10	10	10		10	7	7			64
Burkina Faso	5	5	7	7		10	7				41
Cameroun	10	7	xxxx	xxxx		PP					17
Canada	10	10	10	10	7	PP		5	10		62
Catalonia	10	10	10	10	7	10	7	7	10		81
Chile	10	xxxx	xxxx	xxxx			7				17
ROC	10	7	10	10		PP	7	10			54
Colombia	10	10	10	10	7	PP	7				54
Congo	xxxx	xxxx	xxxx	xxxx		10	7				17
Costa Rica	xxxx	xxxx	xxxx	xxxx							
Cote D'Ivoire	10	10	10	10		PP	7	7	10		64
Czech Republic	xxxx	xxxx	xxxx	xxxx							
Denmark	10	10	10	10	7	10	7	10	10		84
Dutch Caribbean	10	10	10	10	7	10	7				64
Ecuador	10	10	10	10		PP	7	5			52
Egypt	10	xxxx	xxxx	xxxx							10
El Salvador	7	10	10	10		PP					37
Estonia	10	xxxx	10	xxxx		10		7			37
Fiji	10	10	10	xxxx		PP					30
Finland	10	10	10	10		10	7	10			67
France	10	10	10	10		10	7	10			67
Gabon	10	xxxx	xxxx	xxxx		PP					10
Germany	10	xxxx	10	10		10	7	10			57
Ghana	10	10	10	10							40
Greece	10	10	xxxx	xxxx							20
Guineé	10	xxxx	xxxx	xxxx		PP					10
Honduras	10	xxxx	xxxx	xxxx		PP					10
Hong Kong	10	10	10	10	7	10	7	10			74
Hungary	10	10	10	10	7	7	7	7			68
Iceland	10	10	10	10	7	10		10			67
India	10	10	10	10		10	7	10	10		77
Indonesia	7	7	10	xxxx	7	10					41
Ireland	10	10	10	xxxx		10	7				47
Italy	10	10	10	10	7	10	7	7	10		81
Japan	10	10	10	10		10	7	10			67
Kenya	10	10	10	10	10	10	7	10	10	10	97

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
Korea	10	10	10	xxxx		PP	7				37
Latvia	10	xxxx	xxxx	xxxx		10					20
Lithuania	10	xxxx	xxxx	xxxx		10					20
Luxembourg	10	xxxx	xxxx	xxxx		10					20
Macau	7	7	7	5	5	10	7				48
Madagascar	10	10	10	10		10		5			55
Malawi	xxxx	xxxx	xxxx	xxxx		PP					
Malaysia	10	10	10	10	7	10	7				64
Malta	10	10	xxxx	xxxx							20
Maroc	xxxx	xxxx	xxxx	xxxx		PP	7				7
Maurice	10	10	10	10	7	7		10			64
Mexico	10	10	10	10		PP		5			45
Monaco	10	10	xxxx	xxxx		10		7			37
Mongolia	xxxx	xxxx	xxxx	xxxx							
Nepal	10	10	10	10		PP		7			47
Netherlands	10	10	10	10	7	10	7	10			74
New Zealand	10	10	10	10	7	7	7	10	10		81
Niger	xxxx	xxxx	xxxx	xxxx							
Nigeria	10	10	10	10	7	10	7	10	10		84
Norway	10	xxxx	10	10		10	7				47
Pacific	xxxx	xxxx	xxxx	xxxx							
Pakistan	10	10	10	10	7	10	7	10	10		84
Panama	10	10	10	10	7	10	7	10			74
Paraguay	10	10	10	10		10	7				57
Peru	10	10	10	10	7	10	7				64
Philippines	10	10	10	10	7	7	7	10	10		81
Poland	10	10	10	10	7	10		7			64
Puerto Rico	xxxx	xxxx	xxxx	xxxx		PP		5			5
Rep. Dominicana	10	10	10	10	7	PP	7	5	10		69
Romania	10	xxxx	xxxx	xxxx		PP					10
Russia	10	xxxx	10	10		PP					30
Scotland	10	10	xxxx	xxxx		10	7				37
Senegal	5	10	xxxx	xxxx		PP					15
Singapore	xxxx	xxxx	xxxx	xxxx		10	7				17
South Africa	10	10	10	10	7	10		5	10		72
Sri Lanka	10	10	10	10	7	PP					47
Suriname	10	10	10	10		10		5			55
Sweden	10	10	10	10	7	10	7	10			74
Switzerland	10	10	5	5	7	10	7	5			59
Thailand	10	10	10	10		10	7				57
Togo	5	10	5	xxxx		PP	7				27
Tunisia	10	10	10	10		PP	7	5			52
Turkiye	10	10	10	10	7	10		5			62
United States	10	10				PP	7	5			32
Uruguay	xxxx	xxxx	xxxx	xxxx							
Venezuela	10	10	10	10			7	5			52
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	7	PP	7	10	10		74