

KENTUCKY KERNEL

CELEBRATING 36 YEARS OF INDEPENDENCE

UK ranks in top 20 for faculty scholarly activity

By Juliann Vachon
news@kykernel.com

The University of Kentucky ranked among the top 20 public research universities in a new national ranking based on faculty scholarly activity.

UK tied with the University of California at Davis for 19th among public universities in the 2005 Faculty Scholarly Activity Index, which will be published in the Jan. 12 edition of The Chronicle of Higher Education.

Two UK doctoral programs ranked first in their fields among large public

university programs: Hispanic studies and plant pathology.

"This new methodology for ranking institutions of higher learning underscores the importance of faculty scholarship and demonstrates the breadth and depth of quality at the faculty and departmental levels at the University of Kentucky," said UK Provost Kumble Subbaswamy in a news release.

Rankings were based on books and articles published by faculty and citations of faculty research in journal articles, Federal grants, honors and awards

received by faculty members were also taken into consideration.

David Smith, chair of the plant pathology department, said while he was not entirely surprised with the ranking, he considered it a compliment to the program that will help it in the future.

"We hope this ranking will help us compete for students and faculty against older, more established programs," Smith said. "It is very valuable to us in that regard."

The index listed five other UK departments in the top 10 of their respec-

tive fields, with anatomy ranking third, nursing ranking ninth, counseling psychology ranking ninth, educational psychology ranking 10th and entomology ranking 10th.

Subbaswamy said while faculty scholarship and productivity are important in building a top public research institution, they are not the only factors being utilized in UK's push for top-20 status.

"We must also continue to be focused on building the quality of our student body, improving graduation rates and lowering student-faculty ra-

tios," Subbaswamy said. "In other words, being a top-20 public institution requires being top-20 in everything that we do."

Academic Analytics created the system that ranks 7,294 individual doctoral programs in 104 disciplines at 354 institutions.

The top five public universities were the University of California at San Francisco; the University of California at Berkeley; the University of Wisconsin at Madison; the University of Washington and the University of Virginia.

The Study moves to South Campus

By Kristin Bednarski
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Although there are no finals to cram for this week, students could find themselves redirected to The Study's new location. Academic Enhancement's Peer Tutoring Program, more commonly known as "The Study," has relocated to the third floor of the Commons Market on South Campus.

"We relocated due to the rapid growth of The Study in the basement of the (W.T. Young) library," said Karin Lewis, director of Academic Enhancement. "We have grown so much the library could not offer us more."

The Study has been in existence for three years and since then has moved from a small room on the fifth floor of the library to the basement and now to its new location above the Commons.

The Study offers a variety of services to students including individual academic consultations, presentations to organizations and classes, and master student seminars one night a week. It also allows independent study and is open from 10 a.m. to 10 p.m. Monday through Thursday and 6 p.m. to 10 p.m. on Sunday.

"Students may get their syllabus and realize they need to manage time, so they schedule a consultation," Lewis said. "We get B-plus students who want to make As, students who come in early and want a jumpstart on a course, and the occasional panicked student who comes in just before a test."

The new location above the Commons has

"The new location is much more conducive. Come early and come often."

KARIN LEWIS
director of Academic Enhancement

See Study on page 8

Police up patrols on Maxwell

By Alice Haymond
news@kykernel.com

Extra police forces are patrolling the area near East Maxwell Street and Stone Avenue after recent incidents of assault and robbery.

A resident in the area was assaulted in a parking lot outside 231 E. Maxwell St. Monday at 2:30 a.m. Another person was robbed during the day on a front porch on Stone Avenue.

In response to these incidents, landowner Barbara Thomason called the police department and requested more patrols in the area. She also warned her tenants about the incidents in an e-mail and advised them to stay inside when it's dark and to keep all doors and windows locked.

Captain Mark Barnard of Lexington Police Department's Division of Patrol said he received Thomason's request and has sent more officers into that area.

"The officers will drive through more often," said Barnard. "They'll start to emphasize more visibility in the area."

Sending extra patrols to a certain area is a very common solution to problems like this.

"We send out extra patrols everyday to different areas in town," Barnard said. "Extra patrols are sent either because someone has requested them, as in this case, or because the department has noticed a pattern of crime in a certain area. Barnard said he has not noticed a particular pattern of crime in this area."

First issue free. Subsequent issues 25 cents.

GREENHOUSE AFFECT



PHOTOS BY ALLIE GARZA | STAFF

Senior lab technician John Connelley works on a form of crossbred wheat plants yesterday afternoon. Through the Plant and Social Sciences Wheat Breeding Program, Connelley and others breed new lines of plants in the greenhouses located on Huguelet Drive.



John Connelley ties a new line of wheat to a piece of bamboo in order to help them stand straight yesterday afternoon at the campus greenhouses on Huguelet Drive.

A new line of wheat that could affect future farmers grows inside greenhouses on UK's campus with the help of students and faculty researchers. The crossbred wheat could eventually be planted throughout the state. The research is part of the Plant and Social Sciences Wheat Breeding Program.

UK study: numbers of local smokers down following ban

By Jill Laster
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A study by the UK College of Nursing has reported a 31.9 percent decrease in adult smoking since Lexington's smoking ban passed in 2004.

The study was performed by Dr. Ellen Hahn, a professor in UK's College of Nursing and Public Health, along with statisticians Dr. Mary Kay Rayens and Mei Zhang.

Rayens said while she wasn't surprised that there was a decrease in the number of smokers in Fayette County, she was surprised by how steep the decline was. Rayens credits the decrease in adult smokers in large part to the smoking ban, which was enacted in April of 2004. The smoking rate declined from 25.7 percent pre-ban to 17.5 percent post-ban, according to the Behavioral Risk Factor Surveillance Survey data from 2001 to 2005, accounting for the 31.9 percent decrease in the population overall.

"I think it's great," Rayens said. Rayens supports the Lexington ban on smoking in public places, she said, be-

cause she does not want her two small children exposed to smoke.

Lexington's smoke-free law prohibits smoking in enclosed public places, as well as businesses, with few exceptions. Hahn said Lexington's smoke-free law helps the city's residents lead healthier lives.

"Smoke-free laws change the societal norm and make it easier for smokers to quit," Hahn said in a news release.

UK is also tightening restrictions for on-campus smoking, UK's smoking ban, which the Board of Trustees passed in November, forbids smoking in university-owned or -operated buildings as well as within 20 feet of entrances, windows, exits and air-intakes.

However, UK does not have a central enforcement for the smoking ban. Instead, individual departments are expected to comply with the regulation since different buildings have different parameters, said UK spokesman Jay Blanton.

Scotter White, an engineering freshman, said he hasn't had many problems

See Smoking on page 8

Business college offers 'mini MBA'

By Kenny Colston
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UK's Gatton College of Business and Economics will be opening its doors in February to more than just the normal business and economics students.

The college's new program, the "certificate in business administration," is geared toward UK students in other graduate or professional programs who want to learn more about business practices and is also open to the public.

"The program is designed for anyone looking for business training," said Paul Jarley, associate dean for faculty and special programs. "It's for graduate or professional students as well as anyone who has administrative duties."

The program will run every Thursday night from 5:30 to 8:30 p.m. for 10 weeks starting on Feb. 1. Each night will focus on one topic, such as organization or accounting.

"(The program) is really a hands-on training," Jarley said. "This is for practicing managers for use right now."

The cost for the program is \$750. So far, 25 people have enrolled in the program.

"We really have a mix of people enrolled," said

See Gatton on page 8

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the DISH

THE END OF THE AFFAIR

The relationship that helped end Kate Hudson's marriage fizzles out over distance, mistrust and Owen Wilson's refusal to commit

But instead of throwing herself a pity party, Hudson chose to skip Aspen and host the New Year's bash instead. "She's single now, so she decided to change things up," says a source. On top of that, "she's asked her friend to hook her up on dates," says another pal. "She wants someone like Joaquin Phoenix — smart and intense, but funny." Enter Irish singer Damien Rice, whom Hudson brought to a December 9 birthday party for director Brett Ratner's grandmother at his Beverly Hills home. They left separately, but a Hudson friend assures, "She is exploring everything while trying to get over Owen." (Hudson's rep did not respond to a request for comment; Wilson's rep had no comment.)

When Hudson went to Australia on October 25 to film the comedy *Fool's Gold* with Matthew McConaughey, Wilson — who was shooting his comedy *Drillbit Taylor* in L.A. — abruptly canceled a planned visit and was seen flirting with women at places like the Playboy Mansion in Beverly Hills, where he had his arm around actress Amber Hay, and the Martini Ranch bar in Dallas. (Hudson's estranged husband, however, traveled Down Under in November as the guests danced to party music, sipped champagne and snacked on chicken fingers amid balloons and streamers till at least 5 a.m. (Timberlake, who arrived without Cameron Diaz, manned the bar for much of the night, then ended up being thrown into the pool, Hudson hosted with gusto. "She walked around and made sure everyone was having fun," an eyewitness tells Us. "She was in a great mood." And as the clock struck midnight, she leaned over to kiss her girlfriends, including best pal Sara Foster, an actress.

And what of her recent fling, Owen Wilson? So 2006, Us has learned that Hudson, 27, and Wilson, 38, had ended the brief but torrid affair that first came to light when Us broke the news concurrent to Hudson's separation from Black Crowes frontman Chris Robinson, 40, on August 14. "They have definitely cooled off," a source close to the actress tells Us. "She adores him and wishes it had worked out. But it didn't." Seconds a Wilson source, "Owen is calling girlfriends to tell them he is single." According to multiple sources, things ultimately went sour because the lifelong bachelor could not commit himself — or his time.

LIVE PATIO MUSIC UNDER NEW OWNERSHIP

Horoscopes

By Linda C. Black

To get the advantage, check the day's rating: 10 is the easiest day, 0 the most challenging.

Aries (March 21 - April 19) Today is a 6 — It's unlikely you'll get everything you want if you go after it all by yourself. So relax, and let somebody else go and get it for you.
Taurus (April 20 - May 20) Today is an 8 — Proceed to take care of whatever issues you've been contemplating. Move quickly now, while the time is right. Put your plan into action.
Gemini (May 21 - June 21) Today is a 7 — You're lucky, especially if you're working with a good

advisor. Don't even try to come up with all the answers on your own.
Cancer (June 22 - July 22) Today is a 7 — Matters seem to be going well, all things considered. Continue to fix up your own place before taking on new projects.
Leo (July 23 - Aug. 22) Today is a 7 — Your luck improves dramatically as you improve your own skills. Winning in just about everything gets a lot easier, too.
Virgo (Aug. 23 - Sept. 22) Today is an 8 — Shopping should go well, especially for household items. You could find an excellent deal in real estate too, if you want some.
Libra (Sept. 23 - Oct. 22) Today is a 7 — The subject that was confusing not very long ago is beginning to seem very easy. It's amazing how that happens.
Scorpio (Oct. 23 - Nov. 21) Today is an 8 — You're still gaining money without doing any more work. Obviously, you have a system figured out that works for you.
Sagittarius (Nov. 22 - Dec. 21) Today is a 7 — Your honesty is appreciated now. As you well know, that isn't always the case. So educate them clearly, simply and with confidence.
Capricorn (Dec. 22 - Jan. 19) Today is an 8 — You'll be asked to reveal some things you've kept private, to advance your career. The higher you go, the more transparent you'll have to become, so keep it clean.
Aquarius (Jan. 20 - Feb. 18) Today is a 7 — You need to hang out for a while with people who will renew your sense of humor. You need psychic rejuvenation. Do something downright goofy.
Pisces (Feb. 19 - March 20) Today is a 7 — You have hidden resources you may have forgotten about. Some of them may be stuff that's greatly increased in value.

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Attention: Pre-Pharmacy Students

Pre-Pharmacy Club Meeting

Tuesday, January 16
 6:30pm-8pm
 College of Pharmacy, Room 220
 Topic: **Community Pharmacy Residency**
 Speaker: Dr. Bridger DeName
 All majors welcome! No membership required.

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2007 Summer Undergraduate Research & Creativity Grants

Applications are now being accepted for Summer Undergraduate Research and Creativity Grants. Approximately 15 grants up to a maximum of \$2,000 each will be awarded. Funds may be used as the recipient chooses. Don't miss out on this great opportunity.

Eligibility: Any UK undergraduate in good academic standing returning to UK in the fall of 2007 who has a UK faculty sponsor may apply. Both individual projects and joint ventures have been endorsed by the selection committee, which is also interested in funding interdisciplinary efforts.

Applications: Visit the eUreKa! website for registration materials and guidelines at www.uky.edu/EUREKA or pick up applications in the eUreKa! office in 115 Bowman Hall.

Application Deadline: February 9, 2007 (applications should be submitted to the office of eUreKa!, 115 Bowman Hall).

Questions: contact Evie Russell (859) 257-6420 or email: evie.russell@uky.edu

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Women look for rebound against Tide

By Eric Lindsey
sports@kykernel.com

After a bumpy first month of the season, the women's basketball team has found the answers to their early season struggles, starting with their defense.

Despite falling to No. 6 Ohio State on Saturday, the Cats have held nine straight opponents to 55 points or less and in doing so forged an 8-1 record over December and January, falling only to the Buckeyes on Saturday.

"Defense is something that I stress every day in practice and it's part of my coaching philosophy," said head coach Mickie DeMoss at yesterday's team press conference.

The Cats have turned up the defensive pressure of late, holding opponents to just 34.6 percent shooting from the field this year.

DeMoss credited the defensive improvement to the discipline and hard work her team has put in at practices.

"We were fouling too much earlier in the year," DeMoss said. "We were putting people at the line too much and that's something we've worked on in practice; is staying disciplined in our defensive system and not fouling so much."

Looking to build upon that momentum, UK (12-4, 1-0 Southeastern Conference) will take on Alabama (10-7, 0-2) tonight in Tuscaloosa, Ala.

DeMoss is hoping her team will continue their solid defense, which is holding opponents to 53.5 points per game, good for second best in the SEC.

"We've made a commitment to the defensive end," DeMoss said. "And we're smarter on the defensive end."

Carrying the Cats offensively has been junior Sarah Elliott.

During the recent three-game stretch Elliott, scored a team-best 16 points per game and added nearly 2 blocks per contest.

Elliott, alongside senior center Jennifer Humphrey has proven to be a strong presence inside where DeMoss believes the game could be decided.

"Sarah and (Humphrey) play extremely well together," DeMoss said. "They have a feel for each other."

While the Cats have picked it up on both ends of the floor, the Crimson Tide have had their fair share of offensive problems.

The Tide score just 66.7 points per game — the second worst in the SEC — but have seen vast improvement under second year head coach Stephany Smith, who has already surpassed last season's win total of nine.

"They are in a rebuilding situation and putting together a solid team and a solid program," DeMoss said. "I think any time you go on the road in the SEC, it is going to be a challenge."

Even though the Cats are riding a defensive high, DeMoss downplayed any hint that the Cats are hoping to add to Davis' turnover total and added that Davis is probably using this game as extra motivation, being from Lexington.

Either way, DeMoss would like nothing better than to notch a victory tonight and improve to 2-0 in the SEC, she said.

"Last time we were down there (Tuscaloosa), we lost a heartbreaker in overtime, so it would be good to go down there and get a 'W.'"

Little to return for senior season

By Chris Miles
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Junior UK tailback Rafael Little announced yesterday that he would stay at UK to finish his senior season, foregoing this year's NFL draft.

This season, Little was the team's leading rusher with 619 yards, averaging 5 yards a carry, and helping the Cats to one of their best seasons with an 8-5 record and their first bowl victory since 1984.

"I have a lot of things to improve on," Little said in a statement about his decision yesterday. "I enjoy all our coaches and my teammates. I've had a great time at UK and I'm excited about the (upcoming) season. And, it will help me get my degree."

Little played in nine games this season, missing four with a knee injury. In his returning game against Vanderbilt he had 246 rushing and receiving yards.

In his 2005 sophomore season, Little led the Southeastern Conference in all-purpose yards and punt returns. He rushed for 1,045 yards and led the team in pass receiving.

So far, Little is sixth on UK's all-time career rushing list with 1,983 yards and is fifth in all-purpose yardage with 3,856.

"Obviously, we're pleased to have Rafael back," Coach Rich Brooks said in a statement yesterday. "He needs, and we need to help him, strengthen his position for next year's draft by working on the things he needs to improve."



Little

Cats extend winning streak to 9

By Jonathan Smith
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They're almost there. The floor shooting was there, 28-of-51 for 54 percent, compared to Auburn's 19-67, 28 percent night.

The 36 points in the paint and 19 assists were also there.

But, accompanying the pluses were the minuses. UK committed 19 turnovers and missed 12 free throws.

Despite those lingering problems, the Cats put together another just-about-complete effort in an 84-57 win over Auburn in front of 23,856 fans at Rupp Arena.

"We're very close," said junior guard Joe Crawford. "We're putting good games together, we've just got to continue our play and be smarter."

In the opening minutes of the game, the Cats seemed on their way to an emphatic win in their Southeastern Conference home opener.

UK jumped out early on Auburn, and never looked back, running out to a 12-2 lead after Ramel Bradley hit a 3-pointer with 16:29 left in the half.

The quick start was keyed after knocking down 5-of-6 shots, four Auburn turnovers and an almost eight minute scoring drought for the Tigers.

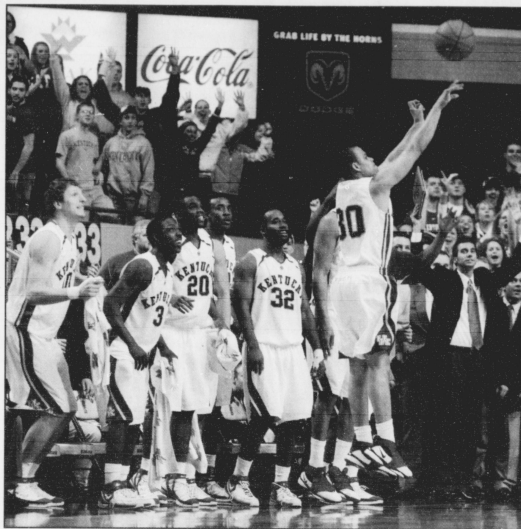
"When you're making shots," said head coach Tubby Smith, "it puts a lot of pressure on the opposing team to make shots."

The Tigers had their chances to rally, in large part to 10 first half UK turnovers, but failed to get any closer than six points.

Many of Auburn's chances came after missed shots, as they turned nine offensive rebounds into seven second-chance points.

UK went on a 13-2 run to end the half, sparked by six points from Joe Crawford.

Recently, Crawford was urged by Smith to be more aggressive. His 21-point night — the game high — follows a season high 23-point outing on Saturday against Ole Miss.



ANDREW HUGGINS | STAFF

Freshman guard Dwight Perry, cousin of senior forward Bobby Perry, is cheered on by his teammates as he attempts his only shot of the game. Perry missed the shot but made a basket in the final moments of the game that referees ruled was shot after the buzzer. The Cats are 2-0 in the Southeastern Conference following the win.

Crawford said the urging has made a significant impact on his game.

"I feel a lot better about myself," Crawford said. "I'm more confident, and I'm starting to play the way I think I can play."

Auburn picked up its shooting to start the half, but the Cats matched them on almost every possession.

Twice in the second half, Auburn pulled within 13 points, but Bobby Perry scored following both possessions — the first on two free throws, the second on a 3-pointer — to extend the

lead. The Tigers never got any closer, as the Cats went on a 21-8 run in the final five minutes to ice the game.

"We were just not very good offensively," said Auburn head coach Jeff Lebo. "We had some defensive adjustments that were pretty good, but we just couldn't get out of that first half which was just atrocious."

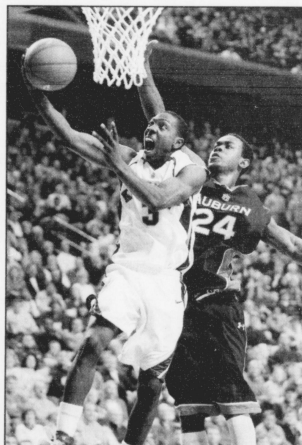
Perry shot his way out of his seemingly season long shooting slump, scoring 12 points on 4-for-7 shooting from the field, including 2-4 from 3-point range.

"I knew Bobby was going to get out of his slumping sooner or later," said Ramel Bradley, who recorded his first career double-double with 18 points and 11 rebounds. "He knocked down some shots today."

The win was UK's ninth in a row, and perhaps its best performance of the year.

"I just feel like if we stay within ourselves, stay together as a team, continue to get better and continue to win games...we're going to continue to improve as a basketball team," Bradley said.

Early wins should help Cats come March



ED MATTHEWS | STAFF

Junior guard Ramel Bradley beats Auburn junior forward Juan Prowell to the basket. Bradley finished with 18 points and 11 rebounds, his first career double-double.

Just beat you're supposed to beat.

Florida proved it last season. In the survive-and-advance world of college basketball, it doesn't take a full season of dominance to make a tournament run in March.

The Gators beat the teams they should have beaten early in the year, gritted to a conference record, and got hot at the right time. There wasn't a great deal of glamour to Florida's regular season, but the Gators had improved enough by tournament time to win the whole thing.

This isn't to say UK's 86-57 win over Auburn inspired national championship dreams in the eyes of on-lookers, but it does prove that in the marathon that is the college basketball season, the best teams don't have to sprint to No. 1 and stay there. More important is just continuing at a steady, win-more-than-you-lose pace until elimination time. The Cats, winners of nine in a row (in case you've been away for the last month), are doing that.

"The main thing we're doing good is we're focusing in," said Ramel Bradley, who played one of his best games at the point and earned his first

career double-double. "We're just worrying about the next team we play. We're just trying to get better every time out."

Now, Auburn didn't look good. At all. The Tigers shot only 7-for-31 in the first half — "(It) was atrocious," said Auburn coach Jeff Lebo — and didn't fare much better in the second. At one point, before some guy named Kelvin Lewis — who had only scored 16 points all season — made four 3-pointers in the second half, Auburn was three-for-21 from beyond the arc.

But how much of that was Auburn's lack of talent and how much came from solid defense by UK? It's easy to blame Auburn's offensive struggles on the Auburn, but give credit to the Cats for mixing up zone and man-to-man defense and forcing the Tigers into a dismal 3-point-shooting (and offensive) performance.

"A lot of why we struggled was because of their defense," Lebo said. Just as it wasn't hard to detract from the football team's performances by questioning the quality of the teams it beat, you could do the same with the basketball team. But a nine-game winning streak is hard to do, no matter who's on the schedule. The "tough" games will come — two with Florida, two with Tennessee, LSU — and we'll find out in February if this team is worthy of being mentioned among the nation's elite.

But for now, the Cats have proven they are good enough to beat everyone they're supposed to beat. And for now, that's good enough.



CHRIS DELOTT
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columnist

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FEATURES

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ONTAP | For the week of JAN. 11 - JAN. 17

TONIGHT

Hillbilly Thursday
8 P.M., SOUTHGATE HOUSE, NEWPORT.
ADMISSION IS FREE.

FRIDAY, Jan. 12

Crop Circle w/ Club Dub
9 P.M., THE DAME. TICKETS COST \$5.
Sounds like — Outkast, Parliament

Rumpke Mountain Boys w/ JP and the Chatfield Boys
9 P.M., SOUTHGATE HOUSE, NEWPORT.
TICKETS COST \$8.
Sounds like — Jethro Tull, The Allman Brothers

Winds of Thor, a tribute to Led Zeppelin
9 P.M., MADISON THEATRE, COVINGTON.
TICKETS COST \$5.
Sounds like — Led Zeppelin

God Forbid w/ Goatwhore, Mnmic and Arsis and Human Abstract
7:30 P.M., HEADLINERS, LOUISVILLE.
TICKETS COST \$15.
Sounds like — Lamb of God, As I Lay Dying

SATURDAY, Jan. 13

The Scourge of the Sea w/ Petticoat Petticoat

9 P.M., THE DAME. TICKETS COST \$5.
Sounds like — The Decemberists, Yo La Tengo

Wojo w/ The Libertines and Pike 27
10 P.M., SOUTHGATE HOUSE, NEWPORT.
TICKETS COST \$5.
Sounds like — The Strokes, The Vines

MONDAY, Jan. 15

Open Mic Night
9 P.M., THE DAME. ADMISSION IS FREE.
The Fray
7:30 P.M., TAFT THEATRE, CINCINNATI.
TICKETS COST \$30.50.

Sounds like — Third Eye Blind, Something Corporate

TUESDAY, Jan. 16

Lowbrow Nobility w/ Electric Marmalade
9 P.M., THE DAME. TICKETS COST \$3.
Sounds like — The Black Crowes, Cream

WEDNESDAY, Jan. 17

The Rudies
9 P.M., THE DAME. TICKETS COST \$3.
Sounds like — Bob Marley, The Specials



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ALCOHOL RESEARCH STUDIES AT UK

- UK's Alcohol Research Center in the Department of Psychology is conducting a number of studies involving the effects of alcohol on behavior
 - Participants should be between 21-35 years of age for alcohol studies
 - Participants ages 18-20 are also needed for other studies not involving alcohol
 - Healthy male and female social drinkers are needed
 - Participants will be financially compensated for their time
 - Entertainment, food and beverages are provided after the study in a comfortable setting
- Call 257-3137 for more information

BACK TO THE BOOKS



Kristin Harrington, a junior accounting major, and Greg Curtin, an international economics major, shop for books at Kennedy's Bookstore yesterday, the first day of classes for the majority of UK students.

My Morning Jacket reaches maturity with 'Okonokos'

By August Brown
LOS ANGELES TIMES

Recording a debut live album is hard enough for a young rock band. The mix must be perfect, the banter tastefully spontaneous, and there are no mulligans on nailing the big falsetto moment. But when the spaced, soulful My Morning Jacket took the stage in November 2005 at San Francisco's Fillmore Auditorium beneath hanging foliage and a dizzying light show to record its live double-album "Okonokos," no one who saw the performance would have guessed that singer-guitarist Jim James was fighting off a lung infection.

"A couple of us were sick that night," James said recently. Bassist Two-Tone Tommy "had the flu, and I had what turned out to be pneumonia. I was out cold for a few months after the show. There were subtle differences in my voice that I wouldn't have chosen but now

I love." Respiratory illness aside, "Okonokos" and the accompanying DVD cemented what had become conventional wisdom to audiences at the group's recent shows. The Louisville, Ky., band has grown from a furry cult act often (and mistakenly) stereotyped as deep-fried Southern stoners into one of the tightest guitar rock acts in America, and a must-have name for any summer music festival worth its sunburns.

The five-piece group responsible for "Okonokos," and its most recent full-length "Z," is a second incarnation of sorts for My Morning Jacket. The band had released two albums, "The Tennessee Fire" and "At Dawn" on indie label Darla Records and a third, "It Still Moves," on ATO/ROCA. Defined by James' plaintive, lonely wail and thick washes of reverb, the band was quickly praised and lumped in with Kings of Leon, Drive-By Truckers and other Americana acts deemed New Skynyrd by

critics. That the band recorded in a converted grain silo provided an easy source of rustic metaphors that missed all the smoky R&B and experimental Pink Floyd panoramas that the band alluded to live and on record.

"The Southern rock thing annoys us," James said. "We're from Kentucky, and we have beards and long hair, but if someone wanted to judge us, they'd have to admit that we're not just one kind of band, we try everything."

But after the departure of the keyboardist and the lead guitarist (replaced by Bo Koster and Carl Broemel), those wide-ranging influences came to define the band's 2005 follow-up "Z," which ditched the grain silo in favor of roller-rink soul and sharper, more inventive pop instincts.

It was a nearly flawless album, except that their record label's parent company, Sony, embedded it with hidden spyware, which left anyone who

played the album on a computer vulnerable to hacking, identity theft and monitoring by outside parties. The label recently reached a class-action settlement recalling and exchanging those albums, which included records by Foo Fighters, Alicia Keys and others. But for a left-of-center rock band whose livelihood depends on fan loyalty, such a blow to an audience's trust could have been devastating.

"They learned their lesson the hard way," James said. "They told us that it wouldn't mess with your computer. We (protested) when they tried to put that stuff on there, but we felt helpless. Labels should want to sell an artist, not make people scared because a record will screw up their computer." The band's management burned clean copies of the album to mail to anyone who complained. But the damage to "Z" was done. "Z" sold 186,000 copies, but the band had to earn back the respect of its fans.

Did 'Freedom Writers' get it wrong?

By Gina Piccolo
LOS ANGELES TIMES

HOLLYWOOD — Woodrow Wilson High School in Long Beach, Calif., is one of its school district's jewels. Situated near million-dollar homes, it's considered a "learning academy" where uniformed students study classics and other vice to make its waiting list.

But in the new Hilary Swank film "Freedom Writers," that same school is portrayed as a beaten-down inner-city nightmare, run by bitter burned-out teachers and populated with well-armed students. "Anybody who knows Long Beach knows the high school is nothing like that," said Long Beach Unified School District Superintendent Chris Steinhauer.

Despite that, Steinhauer considered the film uplifting. But other Long Beach residents — like the subjects of other true-life stories — are appalled at the Hollywood version. They aren't happy with its por-

trayal of the true story of Long Beach teacher Erin Gruwell and her at-risk students, saying it offers an oversimplified, insulting narrative about the community: poor racial minorities triumph over lazy, jealous teachers and The Man.

The Freedom Writers — Gruwell's 150 students who named themselves for the civil rights group — included Caucasian and middle-class students, the critics point out. One was the popular football quarterback. Wilson High's students also came from affluent Eastside neighborhoods with waterfront mansions, and plenty of teachers at the high school helped Gruwell and her cause.

"People who are making comments don't know the true story."

ERIN GRUWELL
Long Beach teacher

Gruwell and writer-director Richard LaGravenese stand by the film, which opened Friday to a modest \$9.7 million. They spent six years crafting the screenplay, with Gruwell and her students guiding LaGravenese's drafts. Much of it was taken directly from "The Freedom Writers Diaries," a collection of excerpts from the students' journals that offers an

often wrenching account of their home lives.

Gruwell and LaGravenese stress that the movie takes place from 1993 to 1998, when Long Beach and Wilson High were much tougher than they are today. Gruwell says her classes were as they appear in the film: predominantly made up of blacks, Hispanics and Asians. The white, middle-class students, Gruwell says, only joined after word spread of her teaching methods. As for the gritty look of the film, Gruwell says that the classroom in the movie is an exact replica of the one filming couldn't take place at Wilson because the school district demanded too high a location fee from Paramount Pictures. Two Los Angeles schools — Hamilton and University high schools — were used instead. (Paramount declined to comment.)

"People who are making comments don't know the true story," Gruwell said. "When you take a subject matter of intolerance, we had to look at every single angle of a story to bring it to life. When it comes to complexities of race, people need to talk about the fact that this is an enormous city that has been compartmentalized."

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If you are interested, please apply on-line at <http://www.uky.edu/HR/UKjobs/> and attend the mandatory Tutor Orientation on Thursday, January 11th at 6:00 pm in the CATS quiet study, Room 123 located in Memorial Coliseum.

Pays \$8/hr plus an opportunity for pay increase based on performance. Pay for tutoring and preparation time.

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- Commemorative Program - 11am,
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Heritage Hall

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The Opinions page provides a forum for the exchange of ideas. Unlike news stories, the Kernel's unsigned editorials represent the views of a majority of the editorial board. Letters to the editor, columns, cartoons and other features on the Opinions page reflect the views of their authors and not necessarily those of the Kernel.

UK must minimize chief search delay, avoid past mistakes

The search for a new UK police chief has hit another snag, bringing back to the forefront the importance of not only being expedient in making a choice, but also of taking great care in the candidate chosen.

With the retirement of current UK Director of Public Safety Ken Clevidence, the chief search has been put on hold once again. UK set out in its search in 2004 when then-chief Fred Otto III resigned a month after being reprimanded for having a UKPD employee help him with coursework for his doctoral degree at Eastern Kentucky University.

McDonald Vick, North Carolina Central University's chief of police was hired in February 2006 but the search had to be restarted when chief McDonald Vick resigned in July of that year two days after court documents revealed he paid an employee \$25,000 to drop a sexual harassment suit.

Clearly, the police chief's position must be filled soon for UK's police department to function at its full efficiency. Without a chief, the department is severely limited in the decisions that can be made and the actions that can be taken, particularly in the long term. This, along with the current worries over crime around campus and the shorthanded situation the department finds itself in are major reasons for UK to find and appoint a chief in the very near future. This would stabilize the department and improve the department's ability to function and plan for the future.

Though it is imperative that a police chief be appointed with all due haste, UK officials must also tread carefully so as not to repeat past mistakes in searching for a new chief. The fact that the Austin, Texas search firm Waters-Oldan

KERNEL EDITORIAL

recommended that this information also be withheld from the hiring committee — and UK President Lee Todd — is the source of a particularly painful lesson: UK needs to properly research the people it hires instead of relying on someone else to do the work. By keeping the process as open and transparent as possible, UK minimizes the chances that it will hire someone of compromising character.

Last, but certainly not least, is the fact that UK's attention might best be directed not outside, but into the ranks of its own police department. Monroe was the runner-up in the search for Vick and his qualifications and experience make him one of the best candidates for the job. His peers seem to agree.

"I'd love to see someone from within the department chosen as police chief, but it's not going to happen," said Capt. Kevin Franklin of UK Police, in a story in Monday's Kernel. "Generally their (administrators') rationale is if they do national searches they get better people, and I'm sure sometimes they do. That's just the way it is and the way it's always been. "I believe he (Monroe) could do it and I think he deserves it, but it's not up to me to make that decision."

It's certainly reasonable that UK officials would like to hire a director of Public Safety before hiring a police chief in order to have one more qualified voice in the selection of the chief. Yet, it is a decision that must be made as soon as possible without sacrificing the quality of the person hired and without repeating potentially disastrous mistakes.

Giving The Study more space a smart move by UK officials

While the University Commons on South Campus is mainly known for blood drives, the ResNet office and a smorgasbord of food, it will soon offer students another service, thanks to the relocation of The Study.

The Study is a university-run facility for students to get help with assignments, projects, study skills and organizational habits.

After starting three years ago on the fifth floor of the W.T. Young Library with minimal room, The Study moved to the basement of the library where it was clear once again that there was not enough space to accommodate all of the students needing tutoring.

Academic Enhancement officials and The Study have made the right choice by moving into a more spacious third floor room in the Commons.

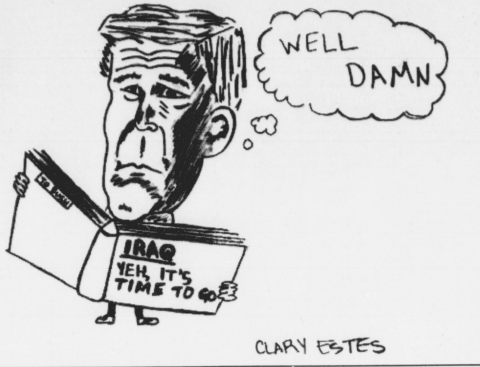
In today's Kernel, Karin Lewis, director of Academic Enhancement, said more than 8,000 students used The Study last semester and she expects this number to keep growing.

KERNEL EDITORIAL

While the Commons may be less accessible than Young Library for commuter and North Campus students, the new location will provide additional space for students and tutors, according to a Kernel article.

Free tutoring service and a study area are things that should be provided by the university, and allowing more students to be able to use this facility should help UK's academic goals. With larger freshmen classes, UK facilities such as The Study will have to continue to expand with the student population.

Making study areas a priority on campus is essential to students' success, as well as helping with the overall top-20 goal and UK students should take pride in the larger and improved facility now offered. We applaud UK's administration for the attention given to this facility and hope that administrators continue to devote their attention to benefiting students in similar ways.



CLARY ESTES, Kernel cartoonist

News Web sites, stick to your day job — reporting news

The main reason most of us visit a news channel Web site any time of the day instead of just reading the daily newspaper is our expectation that the news channels update their Web sites at least every hour. Well, they are getting too good at doing that.

The result is a Web site with lead stories full of weird nonsensical incidents, polls and innovative crime techniques. The following are a few headlines from CNN's Web site over the past several weeks:

■ A big snake found dead.
■ Mom microwaves baby.
■ Poll: Sexiest politician of all time.
■ A shopper finds tomato sauce in place of a Sony camcorder.
■ Granny fights carjacker with a gas hose.

And the list continues. Clearly it seems the focus of news channels including CNN, CBS and Fox News is to compete among themselves and win the highest number of 'clicks' award, in the process making

more money for ads displayed on their homepages. The essential job of keeping visitors posted of the important and significant happenings in the world has become obsolete.

Of course they have one or two important news as headlines. But the rest of them are more along the lines of what I sampled. More often is the case when the news is not as cheesy as one of those shown above but is perceived more 'interesting' to the majority of the readers.

"What good is a news Web site that is more like an online tabloid, catering only to the interests of a certain segment of readers?"

It is OK if they spice it up a little bit; but what good is a news Web site that is more like an online tabloid, catering only to the interests of a certain segment of readers instead of enlightening all segments with real news of the world?

Readers could get a clearer picture of what is happening in the country and in the world instead of getting the feeling like they're watching Comedy Central standup. An interesting observation I made

is that these Web sites actually have the real news too. But they are piled up somewhere and are only reachable by following several links starting from one of the most inconspicuous places on the homepage. So unless one is patient enough to dig through all the popcorn news, one would end up reading some comedy excerpts and/or sex scandal details and would leave the Web site with a silly grin.

The news channels should realize that teenagers and youth who visit their Web sites are the next generation. It is one of their major responsibilities to keep that segment of readers well-informed about problems and conflicts the world is facing everyday, advancements in science and technology and innovations in art and literature.

Instead they fool around with their minds, filling them with all impertinent, and at times disturbing, incidents thus negatively influencing them on a daily basis and thus rendering them clueless as they step into the society as responsible adults. A considerable change in their policies and their willingness to give up a portion of their humongous profits can really help the situation.

Ramakanth Kavuluru is a computer science graduate student. E-mail opinions@kykernel.com.

LETTERS TO THE EDITOR

MLK memorial project worthwhile

More than anybody in American history, Dr. Martin Luther King Jr.'s life of good works made the American dream possible for all people of every race.

That dream was rooted in the words of our Founders: "We hold these truths to be self-evident, that all men are created equal, that they are endowed by God, Creator, with certain inalienable Rights, that among these are Life, Liberty, and the pursuit of Happiness."

Until Dr. King came along, those words were just high-sounding rhetoric.

Dr. King was instrumental in freeing white Americans from the shackles of prejudice, discrimination and segregation. His committed-to-justice life produced hope and opportunity for all oppressed minorities.

He knew that "Life, Liberty, and the pursuit of Happiness" was unattainable for anyone if any segment of society was denied access to the Dream.

Martin Luther King Jr.'s life merits the National Memorial that is going to be built to honor him in Washington, D.C.

America owes a huge debt of gratitude to the 20th Century's Great Emancipator.

Paul L. Whiteley, Sr.
Louisville

Wishes for continued success

I was proud to get the distance to get to Nashville and support our Cats. Thanks to the team and Coach Brooks for an exciting end to a great year for UK football. Keep it up, please!

Kristin Durbin
UK Class of 2003

GSC will aid grad students and broader UK community

Blair Thomas' article on the Graduate Student Congress, which appeared in the Kernel's Dec. 8 issue, highlighted sev-

eral issues facing the GSC, including the allocation of student fees.

The role of the GSC is to represent graduate student needs and interests in the broader university community. We are continuing to identify those needs and the mechanisms best suited to meet them.

As an organization, we seek to address those needs as members of a larger community with a respect for overall university goals.

Requests for changes to student fee allocation or similar measures, while having been broached by some members of the Congress, have not been decided upon.

Should such requests be made and approved, it does not automatically mean programs such as Women's Place, which serve both undergraduate and graduate populations, would be jeopardized; nor does it mean that programs, which may appear to serve only undergraduate students, be challenged either.

We are excited about the encouragement and feedback that the GSC has received from graduate and undergraduate students, faculty members, and the administration. We will continue to seek the input of all interested parties as we make decisions in the future.

Rebecca d'Angelo

Graduate Student Congress Representative, Graduate Center for Gerontology

UK Basketball fans, stay positive and support your team

I've been a Kentucky Basketball fan my whole life — born and raised. The great thing about being a Kentucky Basketball fan is you know in every game, you have a great chance to win.

With that said, I don't understand the negativity of some fans. Booing Shera Thomas? Grumbling after one mistake by a player? Yelling at Tubby for his substitution patterns? That's not the way it should be.

Kentucky fans are not fair-weather fans. Kentucky fans should be and always have been positive and supportive. One bad year of basketball should not change that.

Chris Leopold

undecided Freshman

Note to Readers

Unsigned editorials reflect the views of the Kernel Editorial Board. They are written independently of the Kernel's news coverage. Columns, letters and cartoons reflect the views of their authors.

Submissions

Send a guest column or letter to the editor to Opinions Editor Wes Blevins. Please limit letters to 350 words or fewer. Be sure to include your full name, class and major with all submissions.

E-mail opinions@kykernel.com

Cartoonists Needed

The Kernel is looking for new cartoonists to draw for the Opinions page on a regular basis. Cartoonists of all interests will be considered, but The Kernel especially seeks those who have an interest in local issues.

Contact Wes Blevins at opinions@kykernel.com

HAVING A BALL



Grant Peters, 8, tosses a football outside the Singletary Center for the Arts yesterday afternoon while waiting for his piano lesson to begin.

ALLIE GARZA STAFF

GATTON

Continued from page 1

Connie Blakemore, assistant director and administrative coordinator. "It's a real mix of students and business people in Lexington."

Blakemore said the group of 25 includes a faculty member from UK's dental school and several UK pharmacy students, among other students and professionals.

"This is to help people who don't have time to get a degree," Blakemore said. "You

can take (the 10-week class) after your other classes or after work."

Joe Labianca, a Gatton-endowed associate professor of management, has the task of teaching the first session. Labianca sees the program as sort of a mini-MBA program that enrolled students can "dip their toes in."

"The program will hit on all topics that a normal MBA program would," Labianca said. "While participants in our program shouldn't be able to do everything we hit on, they need to at least have an understanding."

Labianca said he sees the program as an urgent need, especially for any students who work in medicine.

"It makes sense for people with medical backgrounds to take this program," he said.

"As the baby boomers get older, the medical profession will have to keep expanding like it is now and with that expansion, more people in medicine must have skills you can only learn from business."

With the need created by the medical community, Labianca thinks the program will expand after its first 10-week start.

"This needs to be an ongoing program," he said. "And hopefully one day people will come to us and say that we need to expand our services even further."

For more information, call (859) 257-8747 or go to the program's Web site (<http://www.gattonibmc.org/Cert-BA.html>).

STUDY

Continued from page 1

several perks for students around campus. There is a large study area for tutoring and individual study as well as offices.

"Starbucks has agreed to be open during our tutoring hours so students can eat and drink while they are studying, unlike in the library," Lewis said.

Lewis said over 8,000 students visited The Study last semester.

"Every person that comes in (comes) back an average of three more times," Lewis said.

Ben Elche, an international economics junior, visited The Study at the old location.

"I went to The Study last semester, and I liked it," Elche said. "I went for Math 123. I came in before tests and had a friend who tutored."

Sharon McDonald, a freshman French major, went to the

study at its old location and said relocating The Study could be beneficial.

"I went to the study in the basement and I thought it was really noisy and hectic," McDonald said. "I wish it were centrally located but if it is bigger, then it might be worth it."

The project to relocate The Study gathered support from Provost Kumble Subbaswamy and Student Government, Lewis said.

"The real tribute is to Provost Subbaswamy who quickly endorsed the move and expansion, showing his commitment to undergraduate needs," Lewis said.

The study will be up and running on Tuesday, Jan. 16.

"We encourage students to visit," Lewis said. "The new location is much more conducive. Come early and come often."

SMOKING

Continued from page 1

adjusting to the new rules because there is no strict enforcement.

White said he hasn't heard much about the ban for smoking on campus or seen many people change their habits since the requirement was enacted in November.

"If they wanted to enforce it and actually make people listen, they should do more," White said.

Some students said they

were unaware there was a rule prohibiting smoking within 20 feet of buildings. Electrical engineering sophomore Muhamed Begovic said he didn't know about the rule, but thinks it is "stupid."

"I don't think it's going to make a difference 10 feet away or 20 feet," Begovic said.

Matt Bowman, a political science junior, said while he supports a smoking ban in Lexington, he doesn't think the UK ban will make a difference to smokers.

"College students are going to do what they want," Bowman said.

House approves raise in minimum wage

By Jonathan Weisman THE WASHINGTON POST

WASHINGTON — The House overwhelmingly approved the first increase in the federal minimum wage in nearly a decade Wednesday, boosting the wages of the lowest paid American workers from \$5.15 an hour to \$7.25 an hour over the next two years.

The 315 to 116 vote could end Congress' longest stretch without a minimum-wage increase since the mandatory minimum was created in 1938. In that time, inflation has depleted the value of the minimum wage to the lowest level in more than 50 years.

Senate Democratic leaders promise to press for a vote on minimum-wage legislation of their own before the end of the month. Unlike the House-passed bill, the Senate's will include small-business tax cuts that Democrats believe are necessary to placate Republicans and the business community and win the 60 votes necessary to break a possible filibuster.

"On Monday, we commemorate the life of a great American, Dr. Martin Luther King, Jr. and Dr. King once said: 'Equality means dignity. And dignity demands a job and a paycheck that lasts through the week,'" said House Majority Leader Steny Hoyer, D-Md. "Today, we heed those words."

The minimum-wage vote followed House action on Tuesday approving legislation

to implement many of the remaining anti-terrorism recommendations of the Sept. 11 commission. The House launched its legislative blitz last week by tightening its rules on lobbying and imposing new controls on deficit spending. In all four tallies, Republicans who held in lockstep during their 12 years as the majority party went over to the Democratic side in droves.

Democrats used the minimum-wage issue effectively during last year's midterm campaign, and vowed to approve an increase if they won control of the Congress.

Republican leaders, backed by small business lobbyists and restaurant groups, argued fiercely that an increase in the minimum wage would cripple the economy and must be accompanied by significant tax cuts for small businesses to ease the blow to small businesses. Rep. John Kline, R-Minn., predicted a wage hike "will leave recent economic growth dead in its tracks."

But with Democrats' ascendant, such arguments did not go far — especially now, when a tight labor market has boosted incomes and rendered the minimum wage almost irrelevant in many states. Eighty-two Republicans joined 253 Democrats to approve the minimum-wage increase. More surprisingly, 54 Republicans abandoned their leadership and voted with the Democrats on a procedural motion that would have forced House leaders to add business tax breaks to the bill.

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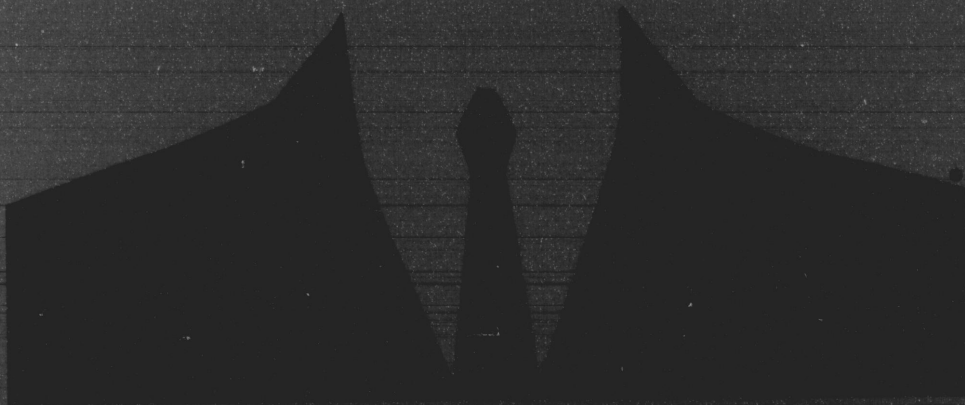
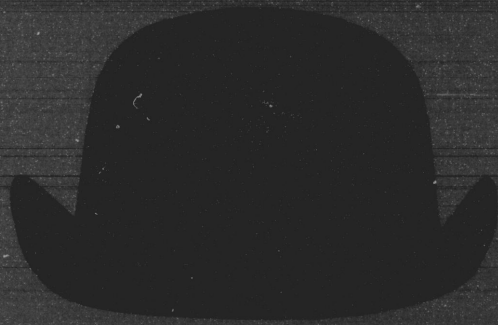
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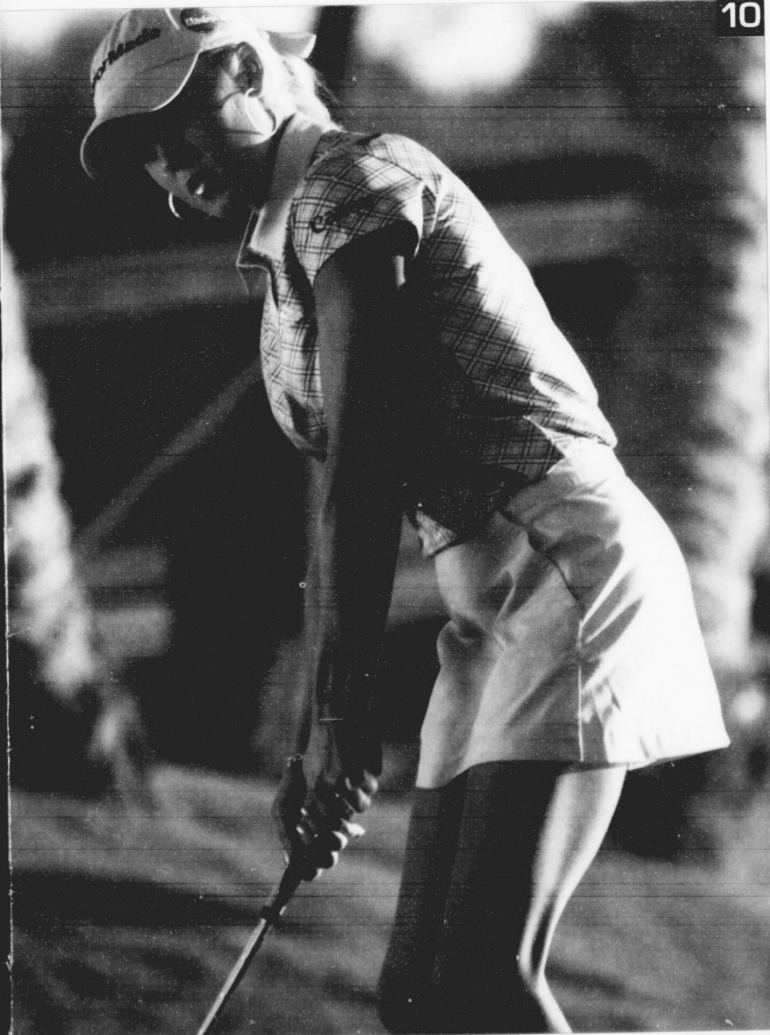
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words from the editor

Are You Feeling Stressed Out?

A new nationwide survey of 1,000 college upperclassmen reveals that 90 percent of them feel stressed about their financial situation. On average, college graduates today can expect to owe \$19,000 in student loans and nearly \$3,000 in credit card charges. No wonder they're stressed.

You can read our story about the survey findings on page eight of this issue. One of the main reasons why students run into financial troubles is that they don't do a good job of tracking their spending.

I'm not talking about writing down every penny you spend each day for the rest of your life. That's not a very realistic plan. You can still get good results by figuring out how much money you spend each month in any one category. For example, once you know that you're spending \$100 each month on fast food, then you can make a decision on whether or not you can afford to keep spending that much.

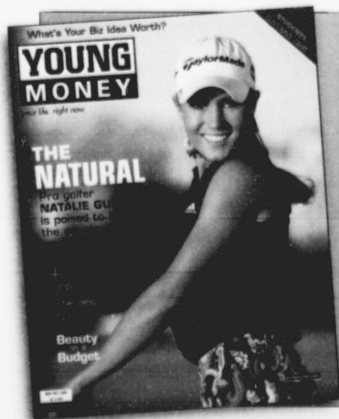
You'll probably have to track all your expenses for a few weeks until you have a simple budget. Simply write down how much you think you are spending per month in each category (rent, utilities, food, entertainment, gas, clothes, etc...), then compare it to your actual expenditures later. You may find out you're spending more/less in one area than you had expected.

Another good way to track expenses is by opening a checking account and learning how to balance your checkbook. Balancing a checkbook may be tedious work, but it beats bouncing checks and getting into trouble with the bank. Many banks charge a fee for each bounced check, which makes it even more difficult for students to get out of the red.

If you have a credit or debit card, take a few minutes each month to check your statement. Don't accept every item listed as fact. Banks do make mistakes! Check every statement for correct information, including purchases, credits and payments. Act quickly to correct any errors.

Don't find yourself staring at an empty wallet and wondering where all your money has gone. Keep track of your bills and learn how to balance a checkbook. Thinking about finances may not sound sexy but neither is being too broke to go out on a date.

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YOUNG MONEY

Published by:
InCharge® Education Foundation, Inc.
PRESIDENT Rebecca E. Stiehl

YOUNG MONEY® magazine
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ISSN-1098-8300

youngmoney.com

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For address changes, new subscriptions
or renewals, write to:

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2101 Park Center Dr., Suite 310
Orlando, FL 32835
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Visualize Interview Success

By Marky Stein
The Interview Expert



Golf superstar Tiger Woods incorporates visualization into his pre-swing routine. Phil Jackson, head coach of the Los Angeles Lakers, implores his players to visualize victory before games. And swimmer Michael Phelps employed visualization and relaxation techniques before his 2004 Summer Olympics races.

So if your career gold medal is a better job, visualizing your interviews in advance could be worth trying.

THE POWER OF POSITIVE THOUGHTS

Many of us have visualized worst-case interview scenarios. It's not unheard of for people to have nightmares about upcoming interviews. According to Lynn Joseph, vice president of Parachute, an outplacement company in Point Richmond, Va., that power can be harnessed in a positive direction to get what you want from an interview. [Note: The author is also employed by Parachute.]

Athletes, entertainers and salespeople have been using visualization for decades. Now job seekers are using this technique too.

The Journal of Consulting Psychology outlined an experimental study of visualization techniques. One group of job seekers received traditional career counseling and interview coaching. Those in the second group were exposed to the same career counseling and interview training, but these job seekers also learned to use visualization techniques related to these subjects.

Two months after the training, 21 percent of those in the group who did not use mental imagery found new jobs. But 66 percent of those who used this technique were employed within two months.

TRAIN YOUR MIND

What distinguishes good visualization techniques from a passing daydream is that you purposefully program your mind to visualize only the positive things you want to happen.

Follow these steps to seize the power of your imagination and program yourself for a successful interview:

► Lie down comfortably in a quiet room. Close your eyes, and use each breath to relax your body from head to toe.

► Imagine yourself preparing for the interview on the morning it will take place. When you visualize getting to the employer's office, use your senses to imagine the colors, light, shadows and objects in the room. In your mind, hear the interviewer's voice when he greets you. Notice your emotions are calm and confident as you shake hands.

► When you meet the interviewer, imagine you are smiling warmly, and he is smiling back at you. As the interviewer begins to ask questions, imagine you answer them spontaneously and easily. You feel confident and comfortable. Ideally, at the end of the interview, you might imagine hearing the interviewer say something like "You're hired" or "Welcome aboard!"

The more you use your imagination in this way, the better you'll get at effective visualization.

MAKE VISUALIZATION WORK FOR YOU

Cynthia, a financial analyst who was terrified of interviews, started using mental imagery to prepare herself for them. "Before I used the imagery, I felt like a scared puppy," she told me. "Now I feel like a lion." Cynthia got a job with a higher salary than she had imagined.

Brenda, a triathlete who used to cross the finish line in about the 20th percentile, now says, "If I practice visualizing a 'win' for about a week before the race, I'm ensured a third or even second place." Even the NFL's San Francisco 49ers and the US Olympic gymnastic teams make mental imagery a compulsory part of their training programs.

You have nothing to lose by trying this technique at job interviews — and you might just find it works. Imagine that.

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» GETTING A JOB IS A JOB

How much do you really know about getting a job?



By Jacquelyne M. Williams
University of Memphis

Is it all about going to every restaurant, mall or grocery store within a mile of your home and filling out an application? Do you send out the same résumé, with only the names changed to protect the innocent? Or are you one of those lucky ones who will have the job come to you (hint, daddy's connection)?

Well, it doesn't work that way because getting a job is a job. If you want to make some money, then you need to get down to business.

WHERE TO START

Start with you. You know yourself better than any employer could ever know you. If you're a people person, don't apply for a job as a ticket taker in a parking garage; you'll go nuts. If you're the quiet type, don't apply for a job in the emergency room; stress will be your best friend. You'll need to adapt, not the other way around.

Know what you want. Are you heavily involved in church or a fraternity? If there is an activity that is dear to you, taking a job that will leave little to no time for it will have you calling in or not showing up for work. Don't let that be how an employer (and future reference) remembers you.

Stay busy. Lying in bed will not get you hired. When I left my previous job, I was hurt by the way things ended, but to keep from dwelling on it I got busy. I spent more time with my nephew and volunteered to help clean the church I attend. Being around others keeps your mind clear to concentrate on the future, not the past.

Now that you're ready, let people know you're looking for work. That's how Jeremy

Webster, a nursing student at the University of Memphis, was able to land his job in one of the campus' computer labs. "I heard about it through other students and faculty," he said.

WHERE TO LOOK

Visit the career center on campus. Not only are they linked to many job sites, such as MonsterTrak.com or CareerBuilder.com, but they also receive part-time and full-time job openings from different industries in the area, test interviewing skills, help with résumé writing and much more.

Check out local newspaper classified ads. If you live near a metropolitan area, consider looking there for employment. But you need to think long and hard about this; travel burnout could have you throwing in the towel within six months.

Keep track of all the companies you apply to. Write down the name, address, phone and fax numbers, contact person and other information. That way when they call you for an interview, you won't be caught off guard.

INFORMATION NOT TO GIVE

Keep in mind what questions are illegal or inappropriate. "Questions about gender, race, or marital status are all illegal," said Robin Ryan, career counselor and author of "Winning Résumés." If you are asked these questions during an interview, Ryan suggests you answer them quickly. Remember that you have another choice and that's not to answer them at all. She also advises applicants not to provide their Social Security numbers, especially with the rise of identity theft.

When asked why you left your previous employer on an application, just leave that space blank, suggests Ryan. "No one cares," she said. "List your accomplishments or your previous jobs." At the interview is where you explain what happened at your last job.

SO YOU GOT AN INTERVIEW

Locate the business the day before the interview. You have been selling yourself from the time you filled out that application or sent that résumé. Being late to the interview is a green light for the interviewer to not buy what's being offered; you. Get there ten minutes early, stop at the restroom and make sure you are all pulled together.

You'll notice during the interview that there's an elephant in the room that neither you nor the interviewer wants to acknowledge. That elephant is named salary requirement. When asked about salary requirements, be honest and realistic. If you need X amount of dollars to live the life you're accustomed to, then state it, but don't ask for an amount that will allow you to upgrade from a Ford Escort to a Hummer.

When will the hiring decision be made? If they do not tell you at the end of the interview, then you can expect to know within two business days. But as Ryan said, "If they want you, they'll call."

Finally, write a thank you note before the interview and then drop it in the mail immediately after leaving. Let them know you are still interested in the position. ¹⁰⁸

2006 Summer Lives

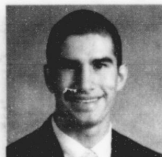


CONGRATULATIONS to the Northwestern Mutual 2006 summer sales contest qualifiers!

These students qualified from among
1,600 students nationwide.



Deji M. Akintoye
Milwaukee University of Pennsylvania
The Early Agency
Michael J. Masterton, managing director



Juan Barron
Univ. of North Carolina at Chapel Hill
Carolina Country Group
James Huchabee IV, CLU
managing director



Erica R. Becker
University of Wisconsin - Whitewater
The Koenig Group



Bethany Naomi Blomquist
University of North Dakota
The Northwestern Mutual
Financial Network - Fargo
Carmen R. Rane, managing director



Mia Jameson Brooks
Southern Illinois Univ. - Edwardsville
The Grady Group
Matthew J. Fischer, CLU, ChFC
managing director



Jeremy Renee Buchanan
University of Louisville
The Kentucky Southern Indian Group



Galen Jon Christensen
University of St. Thomas
The Bohannon Group



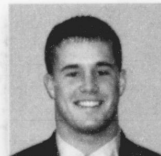
Gregory Douglas Coburn
Texas A&M University
The Texas Financial Group - Dallas



Catelyn R. Decastro
Saint Annes College
Northwestern Mutual Financial
Network - Providence



Bryan Shane Dillon
Colorado State University
Duningham Financial Group
Ryan R. Toller, CLU, ChFC
managing director



Christopher James Dorsey
Univ. of Illinois at Urbana - Champaign
Wright Financial Group, Inc.
Brett Shunk, CLU, managing director



John Carter Edwards
Univ. of North Carolina - Wilmington
Carolina Country Group
Charles J. Swanson, CLU, ChFC
managing director



Erik J. Eggert
North Dakota State University
Northwestern Mutual Financial
Network - Fargo



Justin John Fenton
University of Minnesota
Columbus Resource Group



Richard P. Givoni
University of Massachusetts - Amherst
The Zurich Financial Group
Kathleen Mary Kane, managing director



Lindsay Margaret Genesi
Pennsylvania State University
Central Pennsylvania Group



Charles T. Gerace II
University of Illinois at Urbana - Champaign
The Russo Financial Group



Thomas John Gilboy
Univ. of Illinois at Urbana - Champaign
The Ethier Financial Group
James L. Harveman Jr.
managing director



Johan L. K. Gierwick
St. Cloud State University
Columbus Resource Group
Terence R. Mc Tighe, CLU, ChFC
managing director



Jesse J. Goodall
University of Pittsburgh
The Female Agency



Sarah J. Green
Morehead State University - Morehead
The Northwestern Mutual Financial
Network - Fargo



Jason Lee Gunn
University of Louisville
The Kentucky Southern Indian Group



Jon Ryan Hebb
Illinois College
Wright Financial Group, Inc.
Brett Shunk, CLU, managing director



Aaron W. Hollister
Western Michigan University
Western Michigan Group



Michelle Nicole Jarosick
University of Denver
Columbus Resource Group
Jeffrey J. Mandarini, CLU, ChFC
managing director



Erika Therese Johannick
University of North Dakota
The Northwestern Mutual Financial
Network - Fargo
Carmen R. Rane, managing director



Larwin W. Kauffman
University of Minnesota
Columbus Resource Group
Terence R. Mc Tighe, CLU, ChFC
managing director



Travis Mark Knutson
Dakota State University
The Lowery Financial Group



Ryan C. Lamp
University of Wisconsin - La Crosse
Schweninger Financial Group
John R. Swacko, CLU, ChFC
managing director



Tyler J. Layne
Northwest Tennessee University
The Rice Group
Karin Stens Roghagen
managing director

Contest Winners



William Li
Miami University
The Maker Group



Matthew Edward Lysak
Mount Union College
Fairfield Financial Group
Raymond N. Lufkin, CLU, ChFC,
managing director



Bradford J. Martindale
Ohio State University
Fairfield Financial Group
Raymond N. Lufkin, CLU, ChFC,
managing director



Aaron D. McCormick
University of Wisconsin - Whitewater
Schweitzer Financial Group
John R. Goswami, CLU, ChFC,
managing director



Michael C. McNulty
University of Connecticut
Schweitzer Financial Group
John R. Goswami, CLU, ChFC,
managing director



Daniel C. Meade
Eastern Kentucky University
The Kentucky - Southern Indiana Group



Robert A. Mederzian
University of Wisconsin - Milwaukee
Schweitzer Financial Group
John R. Goswami, CLU, ChFC,
managing director



Paul V. Melenda
Michigan State University
Western Michigan Group
Michael S. Youngland, CLU, ChFC,
managing director



Gary J. Messing
Central Michigan University
The Dean Group
James H. Goodrich, CLU, ChFC,
managing director



Matthew Willis Muesmer
Saint Joseph's University
The Early Agency



Jaymee M. Moore
Anderson University
Northwestern Mutual Financial Network
Northern Indiana
Jeffrey J. Rapp, CLU, managing dir



Robert Joseph Owen
SUNY - Buffalo
The Central New York Group



Erin Christina Potocki
State of North Carolina at Chapel Hill
Carolina Conduity Group
James G. Hukabee IV, CLU,
managing director



Justin M. Rehrman
University of Wisconsin - Green Bay
The Beavers Group
Charles Thomas Jackson, CLU, ChFC,
managing director



Jenna M. Rubie
Anderson University
Northwestern Mutual Financial Network
Northern Indiana
Jeffrey J. Rapp, CLU, managing dir



Kristin Nicole Sayer
University of North Carolina
The Northwestern Mutual Financial
Network - Fargo
Carmen A. Fink, managing director



Michael James Suter
Eastern Texas England College
The Justice Financial Group
Kathleen Mary Kane, managing director



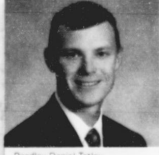
Matthew St. Clair
Miami University
RPS Financial Group



Ray-Ann Joseph Tan
University of Michigan - Flint
The Early Agency



Jordan C. Tavis
Hope College
Western Michigan Group



Bradley Daniel Tetley
Indiana University - Bloomington
The Kentucky/Southern Indiana Group



Jason Justin Wapden
IT Technical Institute
The Beavers Group
Charles Thomas Jackson, CLU, ChFC,
managing director



Andrew James Watkins
Emory University
Carolina Conduity Group
James G. Hukabee IV, CLU,
managing director



Jennifer L. Watroba
University of Massachusetts - Amherst
The Duffen Group



Brandon Edwin Williams
University of Alabama
Northwestern Mutual Financial
Network of Alabama
Doug Carter, managing director



Warren Hanks Wilson
Brigham Young University
McQuinn Financial Group
Cory A. Mahaffey, CLU,
managing director



Danny Wong
Tennessee University
The Justice Financial Group

2006 Summer Lives Contest winners not pictured

Kevin Wheeler Barker
University of Arizona
Northwestern Mutual Financial
Network - Arizona
Keith Kiser, CLU, ChFC,
managing director

Jeremiah S. Becker
Southern Methodist University
Columbus Resource Group
Ronald S. Schmidt, CLU, ChFC,
managing director

Ronnie O. Neal Blue
University of Miami
The Trivantis Group

Stephen Cochran
Baylor University
The Texas Financial Group - Dallas

Tywan A. Cole
University of St. Francis
Northwestern Mutual Financial Network -
Northern Indiana
Jeffrey J. Rapp, CLU, ChFC,
managing director

Dustin S. Detler
Indiana University - Bloomington
The Centennial Financial Group
Philip S. Clark, CLU, managing director

Giancarlo Mc Donnell
The University of Akron
Fairfield Financial Group

Curtis Blake Durbin
University of Kentucky
The Kentucky - Southern Indiana Group
Randy Collins, managing director

Edward Joseph Howard
Widener State University
McQuinn Financial Group
Tyler B. Guipley, managing director

Randall Lee Kaufmann
Baylor Vista University
The Erhard Financial Group
Jeffrey E. Sauer, CLU, ChFC,
managing director

Brian J. Kopp
University of Wisconsin - La Crosse
The Koznick Group

Jose Macedo Jr
Southwest Texas State
The Texas Financial Group
Houston-Austin-San Antonio
Sean Witt, managing director

Karl B. Miller
Northern Arizona University
Northwestern Mutual Financial Network -
Arizona

Mark D. Ormenin
Missouri State University
The Bruce Financial Group

Robert Joseph Phytian
University of North Carolina at Chapel Hill
Carolina Conduity Group
James G. Hukabee IV, CLU,
managing director

Brandon D. Rieck
University of Charleston
The Duffen Financial Group

Robert Joseph Roy Jr
Sacred Heart University
The Starlin Group
Kathleen Mary Kane, managing director

Jack Skilton
University of Missouri - Columbia
The Hempstead Group

Andrew Joseph Stufelman
University of Missouri - Columbia
The Quality Group

Ryan Scott Vangilder
University of Missouri - Columbia
The Hempstead Group
T. Robert Miller, CLU, ChFC,
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Michael David Wittry
Baylor Vista University
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Jeffrey E. Sauer, CLU, ChFC,
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Confessions of a Poor College Student

By Paige Presley
Middle Tennessee State

College upperclassmen hope that sharing their money mistakes will serve as a financial lesson for younger students.

The first year of life as an adult is a tough test that every college freshman must take. For the first time in their lives they must cook and clean for themselves, be responsible with their time, and be able to handle their own finances.

For many, managing their finances is a difficult task simply because there is not a lot of money there to manage. They will usually only be able to work part-time jobs, if any at all, which leaves them with little income. To avoid pressures from lack of funds, students sometimes go to extremes. Some students have been known to skip meals, charge friends for car rides, or even take money for dares.

KeyBank conducted a nationwide survey of 1,000 college upperclassmen in order to help younger students avoid the same money problems experienced by their older peers.⁸ In the survey, juniors and seniors revealed their past financial mistakes and turned them into lessons for present and upcoming freshman.

Many student problems stem from overusing their credit cards, according to Andy Will, an executive vice president at KeyBank. He says that between 35-40% of college freshmen have their own credit cards. Being able to buy things on credit allows people to spend money without immediate consequences. However, it also presents the opportunity to spend more than a budget allows, creating more and more debt.

"Credit card purchases must be paid back," says Will. "Just because money does not slip through your fingers does not mean that you are not spending money."

Nearly 75% of those surveyed admitted they had made mistakes in handling their money. Most felt that overspending on food was the biggest reason, with others blaming overspending on entertainment, cell phone bills, gas, and other expenses adding to their credit card debt. With food expenses being a major drain on their wallets, students explained

that eating out with their friends too often was the major cause.

Along with the questions about their past financial discrepancies, students were asked what specific advice they could give freshmen. Regarding credit usage, more than 40% of upperclassmen said credit cards should only be used for emergencies. Another 40% of respondents suggested that buying items on credit can be done as long as the balance is paid off every month.

"To keep control of credit card debt, know what your spending limits are and track your spending regularly," says Will.

Students were also asked what they would tell freshman about saving money on necessary purchases. Nearly 30% of those surveyed agreed that college students should buy used textbooks instead of new ones. Others said students can save money by not making fast food a staple, avoiding extra fees from debit cards and ATMs, and walking or using public transportation instead of driving.

The single piece of advice that more than half of those surveyed agreed on was that students should get a job while in college because it will help them become more responsible with their money. In addition to the advice that the college juniors and seniors had to offer, freshman can also benefit from reading "40 Money Management Tips Every College Freshman Should Know," a booklet created by the Denver-based National Endowment for Financial Education.⁹

It provides several solutions to problems addressed in the survey. The book stresses the importance of having a financial plan, and then presents ways that students can solve their money problems. Because eating out is one of the biggest strains on students' budgets, they are urged to choose an economical school meal plan that is best for them and sticking to that plan.

The book also addresses credit usage as a spending option by breaking it down into three parts. First, students are encouraged to

build good credit by paying bills early or on time and paying off loans as promised. Second, they should also avoid "credit card pushers" and overspending on credit cards at all costs.

Finally, students should open savings accounts that yield interest and then deposit a portion of money they receive from work or from their parents. The idea of "paying yourself first" refers to putting some amount of money, small or large, from each paycheck into a savings account before paying any other expenses.

"Think about a savings amount that you can stick with," Will adds. "Even if it's not a large amount, starting small is better than not saving." ¹⁰

⁸ 90% of the students surveyed were full-time students while 10% held part-time status.

¹⁰ This booklet can be accessed online at www.scholarshipamerica.org/ss/files/40moneytips.pdf.

YOUNG and BROKE

About a third of students surveyed (30%) said they were unprepared to manage their own money their freshman year.

Three-quarters admitted to making mistakes with their money when they arrived on campus, and the biggest mistakes were overspending on food (22.3%), overspending on entertainment (18.6%), and putting too many purchases on the credit card (13.7%).

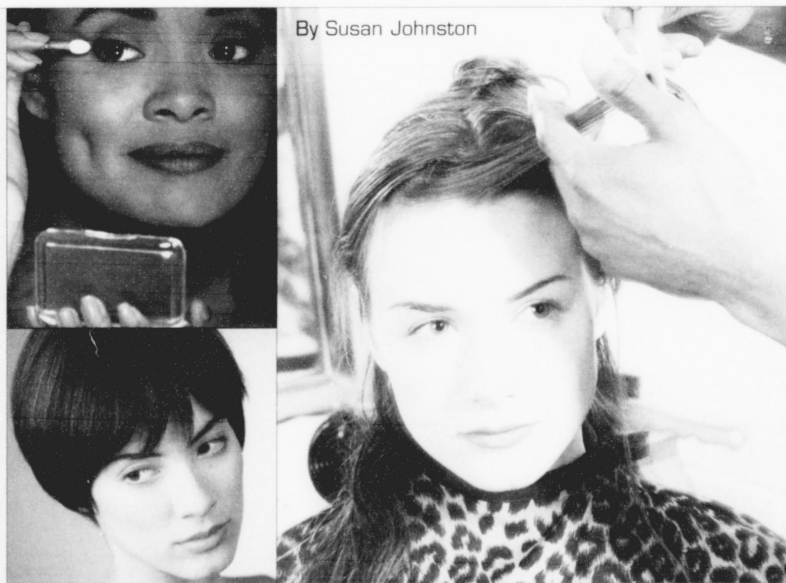
More than 40% of students said they skipped meals some of the time because they ran out of money.

Ninety percent of students reported feeling stressed about their financial situation.

¹¹ Source: KeyBank College Student Survey 2006

BEAUTY ON A BUDGET

By Susan Johnston



Whether you're the kind of girl who likes to roll out of bed ten minutes before class or spends hours achieving that "effortlessly" tousled look, chances are you don't have a ton of money to spend on beauty products. There are a million lotions and potions competing for your money and promising healthier, smoother skin, stronger, silkier hair or longer-lasting lipstick. But which product do you choose? Should you buy into the hype and spend \$30 on a name-brand moisturizer or drop \$3 at the drug store?

Kathryn Finney, style guru extraordinaire and author of "How to Be a Budget Fashionista," revealed a few secrets for saving money but still looking like a million bucks.

Finney has found several inexpensive household products that double as beauty products. For instance, "after a particularly hard night out partying, dip a cotton ball in a small cup of cold milk and place it on your eyes for about five minutes," she says. Also, lemon juice makes a great astringent, tomato paste works wonders on clogged pores and

oatmeal can be used a facial mask (but think twice if you have skin allergies).

Finney's favorite beauty product is a little something called... Vaseline. That's right, plain old petroleum jelly makes a great moisturizer, hair gel, or shoe polish. She even mixes "Vaseline and the leftover stub of an old lipstick" to make lip gloss, which she stores in a plastic contact lens case. Try Baby Vaseline for a lighter, less greasy option.

Other inexpensive beauty products that work double duty include moisturizing sunscreen (essential for healthy skin in sunny climates), conditioning shampoo and a cheap, but flattering shade of lipstick, which, in a pinch, can add a dash of color to cheeks as well as lips. Also, baby wipes offer a cheap, effective alternative to expensive make-up removing wipes.

If you want to feel pampered without the high price of department store make-up and perfume, just ask for some samples, which are great for a weekend trip or for hosting a girl's

beauty night. "The best way to score free samples from a beauty counter is to sort of linger around the counter, trying different products, and asking questions of the sales staff," Finney suggests. Explain that you have sensitive skin or want to try out an eye shadow color on a friend, and the cosmetics staff will be happy to help. Be sure to act and dress like you might actually buy something, or they may think you're just mooching.

Of course, drug store cosmetics have many of the same ingredients as pricier brands. "With the exception of foundation, there's really no difference between drug store make-up and department store brands," explains Finney. "You're just paying more for the packaging with the higher end brands. I have a lot of friends who are celebrity make-up artists and many of their favorite products are drug store based... [including] Wet n Wild Cosmetics [and] Sally Hansen Nail polish."

Finney herself swears by Dove exfoliating moisturizer bar, Oil of Olay facial moisturizer, and

Maybelline Great Lash Mascara, all of which are available inexpensively at your local drug store. Just be careful when buying cosmetics on clearance, as their expiration date may have already passed and their effectiveness worn off.

Another little-known beauty secret is getting a salon-style haircut or facial for a fraction of the regular price. Many salons have training programs that require students get lots of practice under instructors' supervision before they become full-blown stylists. Trainees have already clocked countless hours learning about bangs, brows and braids, so they're often just as good as their higher-paid counterparts but offer much cheaper haircuts (sometimes even free, but please tip them for their time).

Aveda beauty school also offers discounted facials. Call your favorite salon to see if they have a training program. If not, maybe they offer a student special or have a day of discounted haircuts (for instance, if Monday is a slow day for them). If all else fails, splurge on a great haircut twice a year and go for touch-ups at a less expensive salon in between to maintain your look.

And if you're handy enough to do your own hair or know someone who can help, so much the better. While in college and with student loans mounting, Finney "learned how to braid extensions into my own hair, saving me probably thousands of dollars and making me a few bucks on the side." She also let her classmates dye and braid it for her.

Of course, one of the best beauty secrets is actually free: water. Get your eight glasses a day and you're likely to have clear glowing skin and strong, healthy hair. PHOTO: JEFFREY MAYER

For more great ideas on how to look and dress your best, check out How to Be a Budget Fashionista and her blog at www.thebudgetfashionista.com

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feature

NATALIE GULBIS



Photo by John Tspid

By Daniel Jimenez
YOUNG MONEY Managing Editor

Sports Prodigy

In an exclusive interview with YOUNG MONEY, women's golf star Natalie Gulbis speaks about her passion for competition, life on the pro tour and starring in her own reality TV show.

It's very rare for young people to actually live out their childhood dreams. Natalie Gulbis is one of those rare exceptions. Gulbis knew she wanted to be a professional athlete before she had even reached high school. Now Gulbis wants to be the best female golfer on the planet. She may already be the most popular.

Her golf skills and photogenic looks have turned the 23-year-old California native into one of the country's most marketable young athletes. She has already produced two swimsuit calendars, starred in her own cable television reality show and been featured as a character in a Tiger Woods video game.

Astonishingly, Gulbis never took a golf lesson until she turned pro. She started playing golf at age four taught by her father, John, a retired country profession officer who still mentors her career. Gulbis was raised in a working-class family that struggled at times to pay for their daughter's expenses in a sport usually reserved for the well-to-do. Gulbis is proud of how she groomed her game playing at public courses and kindly remembers scanning the newspaper ads for golf course deals and discounts on driving range balls.

But the lack of a privileged upbringing did not slow her down. She was the best player (and only female) on her high school boys' golf team and won several amateur tournaments in her teens. Gulbis received an athletic scholarship to play golf at the University of Arizona where she earned All-American honors as a freshman. She left school after one year to join the Ladies Professional Golf Association tour in 2002.

DID YOU ALWAYS KNOW YOU WANTED TO BE A PROFESSIONAL GOLFER? Yes, I always knew that I loved sports. I used to go out and play the sport with my father. He used to love to play golf. I started playing more competitive golf and started winning more. I think winning definitely gets you to continue to practice and work hard. From about age 10 or 11 on I knew that I wanted to play professionally and I kept working at it until I got here.

>> continued on p. 12



THE NATALIE FILE

Age: 23

Hometown: Las Vegas, Nevada

College: Earned All-American honors at University of Arizona.

Career:

► Scored six top-ten finishes in 2006.

► Named Golf Digest's 2005 LPGA

Most Improved Player.

Passions: Running, fashion, cooking

Philanthropy: Girls, Inc.

Website: NatalieGulbis.com

TELL US ABOUT YOUR LIFE AS A COLLEGE STUDENT. WHAT WERE SOME OF YOUR MOST MEMORABLE EXPERIENCES?

My most memorable experience was definitely playing on a team. I'd never really played on a team before. I'd played on a high school men's team but golf is an individual sport and it was quite a different experience to play on a college team. It's a lot more pressure. Golf is an individual sport so you're playing for yourself. But when you're playing on a team there are other people who are influenced by your scores and your performances. From an academic standpoint it was always a difficult balance trying to balance school and practice and working out. I had a really good year performance wise and academically.

WAS LEAVING SCHOOL TO BECOME A PRO A TOUGH DECISION FOR YOU?

Really, really tough. I loved school. I was a good student and I loved to learn. I wanted to take my golf game to the next level though. I remember making a commitment that the first \$100,000 that I made I would put aside in an account that would be a security in case I ever got hurt or if something happened, then I would be back to school.

YOUR FATHER HAS BEEN A MAJOR INFLUENCE IN YOUR LIFE AND CAREER. DO YOU HAVE ANY OTHER ROLE MODELS YOU LOOK UP TO?

I always looked up to certain athletes. I was a

big fan of [soccer player] Mia Hamm and I used to love anybody that played on the Oakland A's such as Mark McGuire and Jose Canseco. My father used to take me to a lot of professional sporting events. He used to show me what it would be like to be a professional athlete and to play in front of the big crowds and to do that for a living. We used to go to a lot of professional golf events, tennis events and track events so I always loved to follow sports.

WHAT IS YOUR LIFE LIKE AS A TOURING PRO? WHAT'S YOUR FAVORITE PART OF THE TOUR AND WHAT'S THE TOUGHEST PART FOR YOU?

I play probably 35 events a year and travel about 45 weeks or so a year. The highlights are definitely anytime you have the opportunity to win...being in the hunt. I love the competitive aspect of sports and just playing. [My favorite part of] being a professional athlete in general is being around the fans. It's so fun to play in front of big galleries and to meet fans after and sign autographs for little kids. The toughest part is the travel. Travel has gotten so hard now especially with all the new security regulations. Second to that would probably be the time differences when you travel overseas. You miss your family and friends a lot because you're on the road all the time.

YOU SEEM VERY INVOLVED IN EVERY ASPECT OF MANAGING YOUR CAREER. WAS THAT SOMETHING YOU HAD IN MIND ALL ALONG BEFORE YOU TURNED PRO?

No. Not at all. I thought for sure that my only priorities were going to be practicing and playing competitive golf, my nutrition and my workouts. But with golf there are so many opportunities to be involved with different business people. You meet so many amazing people. There will be a time when I'm not going to be able to play golf competitively. I want to be prepared for whatever is going to come after I stop playing golf. I want to take advantage of the opportunities through the people that I've met along the way.

WHOSE IDEA WAS IT TO STAR IN YOUR OWN REALITY SHOW?

It was actually my father's idea. It was right when the reality shows were becoming popular. There were not a lot of athletes doing reality shows and there hadn't been a golfer yet. [My father] and a team of agents and marketing people that were surrounding me at the time came together so we said 'Let's do it. Let's show what it really takes to be a professional athlete and all the interesting opportunities that we get to do away from golf.'

WHAT ARE SOME OF THE CHALLENGES OF DOING THE SHOW? The Golf Channel is actually really

good because they only shoot the reality part of the show when I'm doing something that hasn't already been shown. They'll show me practicing and working out one time then they'll show something different. They may only be shooting a day or two a week. It's a little uncomfortable still at times having the cameras around. You become self conscious when cameras are around but you get over that pretty fast because they have final edit [of the video tapes] and they're just trying to show you in a really good light. We have a lot of fun with it and I've gotten to do some really neat things over the last couple of years. For example, this year my father and I were building a custom motorcycle with Metropolitan Choppers and they ended up showing the whole process. That was a lot of fun for me.


YOU MADE THE JUMP FROM STARVING COLLEGE STUDENT TO FINANCIALLY SUCCESSFUL GOLF PRO. PRETTY

SMOOTHLY. I had a very good team around me. I think that was definitely the key to the successes that I've had off the golf course. They not only surrounded me with [business] ideas like the calendar and a website but they also did a lot of that stuff so I could work on my golf game and still promote the sport.

SAVING THE FIRST \$100,000 YOU MADE SOUNDS PRETTY UNUSUAL FOR A PERSON THAT YOUNG WHO COMES INTO THAT KIND OF MONEY. DID YOU LEARN THAT PRUDENCE FROM YOUR FATHER?

It's definitely from my upbringing. My parents have always instilled a principle that you can't take anything for granted. You never know what's going to happen and you always have to be prepared. I just wanted to make sure that when I did turn professional that if something did not work out that I would still be okay. I would always have something to fall back on and that provided me that security. I also had enough financial security when I turned professional with my sponsors because it's very expensive to travel. Players on tour can spend anywhere from a minimum of \$50,000 or \$60,000 to \$100,000 in travel. You're traveling internationally and staying in a hotel 50 weeks a year. It gets very expensive.

WHAT ARE SOME OF YOUR FUTURE GOALS?

Future goals in golf would definitely be to be the number one player; to work and strive for that and be in the hunt every week. I love to compete. I absolutely love to be in the hunt and have the chance to win tournaments. When you're not in the hunt it makes you want to go back the next morning, get up as early as you can and work to figure out why you weren't in the hunt the week before. 

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Top Five Pitfalls Every New Business Needs to Avoid

By Lisa Butters



Casa Grande Car Wash owners: (left to right) Lisa Mesias, Milben Mesias, Michael Estipona, David Estipona, Daniel Butters, Lisa Butters, Erin Keller and Rodolfo Estipona.

A group of young grads share lessons they learned from opening their first business.

If anyone ever saw my business partners and me together in one room, you would never think that we all owned a car wash. True, we might all be Arizona State University alumni who happen to be related, but it's not every day you see a team of eight real estate agents, engineers, scientists, and cocktail waitresses drawn together to start a company. In fact, none of us had a clue what it took to run a car wash in the first place.

It took an ungodly amount of blood, sweat and tears to get from Point A to Point B, but eventually we got there. Within six months, the team took a struggling car wash and turned it into a passive-income generating asset. Now we're busy opening a second location in Central Phoenix. Although we're still afloat and enjoying life, that doesn't mean we weren't close to drowning in the process. Based on our experience, here are five major pitfalls that every new business owner should try to avoid at all costs.

5) CREATING A BUSINESS THAT CAN'T SURVIVE WITHOUT YOU

Financial guru Robert Kiyosaki sums it up when he relates McDonald's to hamburgers. McDonald's isn't a billion-dollar business because it has the best burgers—it's the system that has enabled the company to become the

largest restaurant in the world. Organizing manuals, procedures, employee handbooks, bookkeeping, marketing, customer service—that doesn't happen overnight—but it's critical to turn all the unknowns into a consistent, functioning system. The point of starting your own business isn't so you can work like an indentured servant for the rest of your life. Create a superstar team, delegate the work, and for God's sake, learn to pass on the reins. Consider the business successful when you can walk away and it doesn't burst into flames without you.

4) BELIEVING IN SHORTCUTS

Are there faster ways to do things? Of course. But when it comes to rising up in the business world, don't even kid yourself. When we first opened the car wash, trying to juggle work, school and a social life made 100-hour work weeks the standard protocol. Ironically, as much as the world admires ambitious entrepreneurs who start businesses out of their garages, people who work "too hard" are often frowned upon. We're accused of letting our lives pass us by, and in some ways, that might be true. But in reality, all we're concerned about is reaching financial freedom while we're still young and healthy. Bottom line: There are no shortcuts. Do your homework, work hard and work some more.

3) COMPLICATING A SINGLE, BASIC STRATEGY

Ask bestselling author Eliyahu Goldratt what

the goal of any company should be and he'll tell you it's one simple thing: "To make money." It may seem blunt, perhaps even callous at first, but if it's not guiding your business, then surviving in the long run would be near impossible. Most new business owners fail to control their spending. Start-up costs may be high, but you've got to keep your thumb over that erratic financial pulse. Focus your energy and resources only on the activities that count. Spend your money wisely.

2) NOT ENOUGH CASH ON HAND

Don't fool yourself into thinking you can survive the first year with a small nest egg or your father-in-law's wallet. Before we owned the car washes, all of us invested heavily in the Arizona real estate market prior to the big boom. Property values soared at astronomical rates and enabled us to borrow against the existing equity. It was a good thing, too, because our early spending was out of control. In fact, our original budget miraculously doubled for no apparent reason (or so we say). Not only did the power of leverage keep us afloat during this highly uncertain phase of ownership, but we didn't go stir crazy wondering if we'd be able to pay our water bill. Whether it's a line of credit against your primary residence or a small business loan from a bank, make sure that cash is readily available.

1) TAKING YOUR BUSINESS PERSONALLY

If there's one lesson we've all learned from owning a business, it's this: Don't take it personally. This thing is your business, not your baby, and anyone who tells you different will burn out by age 30. Vendors will screw you over. Customers might spit in your face. But sometimes, there's just nothing you can do about it. Have you ever seen the formula "Observation + Reaction = Outcome"? I can guarantee you right now that unexpected nightmares will inevitably occur, but it's your reaction to them that counts. You can't control everything, but you can mitigate the impact by reacting quickly and intelligently. Expect the worst, hope for the best, and above all, don't let things get to you. ❧

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BUSINESS IDEAS ARE

Meaningless

By Barry Moltz

It happens all the time. People ask me if I think they have a good business idea.

I don't even wait to hear the idea any more. My answer is always the same: "I have absolutely no idea."

I say this because just having an idea for a business is meaningless. Anyone can have a great idea (or a terrible one) that on its own seems like bad business. Many people want me to sign a confidentiality agreement before they will share their business plan with me. Investors never do.

I always tell them that 10 people in this country are probably thinking their exact idea at this very moment. I agree with Bill Reichert, managing director of Garage Venture Technologies. When entrepreneurs express to him that they are afraid someone will steal their idea, he says: "Someone else has already stolen this idea and your next one."

After two failed businesses, I remember in the early 1990s when my father begged me not to start another business. With my wife pregnant with our first child, he told me what a horrible idea my new business was. He told me that customers would never buy our products. Luckily, he was wrong this time. What I learned from my previous failed business attempts is the idea for this business was no worse than the idea from the previous two. The difference was through experience and a great partner. I was able to execute this idea.

Anyone can have a great idea. Having that idea and executing that idea successfully are two different things. Execution is probably one of the biggest competitive advantages that businesses typically overlook. Investors would always rather have an "A" driver with

a "B" idea than a "B" driver with an "A" idea. This is why investors always rate the management team as the key criteria they use to decide where to invest their funds. Ideas don't make profitable businesses. Management teams that successfully execute their ideas make the money.

A great example in American business of not having a unique business product but having superior execution is Microsoft Windows. Many of the ideas of the mouse and graphical interface did not originate with Bill Gates and Microsoft. Many would argue that Gates got these ideas from his competitors. What he did better than anyone else was execute a superior marketing and distribution strategy.

More than 10 years ago, Gates went to major computer manufacturers and negotiated a deal that would put the Windows operating system on every computer they shipped. This perfectly executed strategy made Windows the de facto operating system on the personal computer in the world. As a result, Gates' superior execution strategy is responsible for his dominant market share (not his product line).

Outside the technology world, the concept of a discount airline has been around for a long time. It is a current topic of conversation in a struggling industry. Major airlines such as United and American have tried to execute such a notion many times. Only Herb Kelleher at Southwest Airlines has figured out how to make a low-cost, point-to-point airline profitable. While the idea is not unique, the successful execution is rare.

This is also why I don't think "first-mover advantage" is much of an advantage at all. In any of my businesses, I always wanted competition. Examining the successes and

failures other people made with the same idea will always help you execute better. I prefer to learn from the mistakes of others rather than my own. To paraphrase Matt McCall from Portage Venture Partners, starting a business is about "making as many mistakes as possible as quickly as possible with as little money as possible."

Finally, a business idea is just an idea. They are just words on a page. It's only the beginning of something. It's far too theoretical for me and doesn't represent a real business. You and I can sit safely and discuss the merits of a business idea all day. It's academic. Only when you go out there and ask a customer to buy your product do you have a real business.

Only through execution will your business be born, evolve and grow. Execution of your idea forces you as the manager to learn what the customer likes and dislikes. Execution enables the market to determine whether your idea in action is a success or a failure. If at first you don't succeed, "morph" or change your business into something that can give you another chance of success. I always urge people to "do something, do anything."

So you have an idea for a new business or an idea for your existing business. Will it be successful? Admit that you really have no idea. Go out and try it. Your customers will buy it not because it is a good idea but because you executed well. That's what really counts. *VM*

Barry Moltz is an award winning entrepreneur, author and national speaker. He co-founded Praine Angels, a group of private investors committed to investing in and mentoring early stage companies and their entrepreneurs. His new book is titled "You Need to Be A Little Crazy: The Truth About Starting and Growing Your Business." For more information, please visit Moltz.com.

Originally published at Epraine.com



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Saving just a few dollars a day over the course of your entire trip may add up and allow you to find days or weeks of additional travel. If you find that you want to stay on the road for longer than expected or absolutely cannot leave the area without that authentic (and expensive) Himalayan sherpa coat, keep an eye on your budget as you move along. Take advantage of little bonuses along the way, such as museums that have free visiting days once every week or month. During the summer months, many cities often hold cultural festivals or open-air concerts that are free and open to the public.

Be sure to search for free entertainment wherever you are able to find it. Street performances, public parks, and people-watching in interesting areas of town cost absolutely nothing, but are priceless entertainment. When traveling with a group, you may wish to split accommodation and food costs. Multi-bed rooms almost always cost less per person than singles would, and food usually costs less when shared.

Shopping in supermarkets, in addition to giving you the authentic experience of seeing fresh, local produce and traditional cuts of meat, can be quite a bit cheaper than eating out every day. To save on the cost of shoes, bring a skee-pak (a sheet folded into a rectangle and sewn together

on one short end and one long end, making a little tube-like enclosure for your body) they feel undeniably adventurous, and they cost nothing if you make them yourself. If you're feeling particularly intrepid, you can save cash by doing your laundry in the sink, but be sure this is allowed in your establishment before doing so. Above all, remember that as important as sticking to your budget may seem, don't go crazy: your safety and basic comfort should always come first.

CARRYING MONEY. Travelers carry several different forms of money, each of which has its benefits and disadvantages. Knowing how much to bring, and in what form, can be a challenge. Below are some pros and cons of the various forms:

TRAVELER'S CHECKS. Traveler's checks—though somewhat outdated—are by far the safest way to carry currency abroad; if checks are stolen, they can be canceled and no one else can spend them. Try to order checks from a bank back home that waives the fee (anywhere from 1 to 5%), or contact organizations like AAA that offer discounts to their members. Depending on where you are going, specific kinds of checks (AmEx vs. Thomas Cook vs. MasterCard, etc.) will be more useful than others.

It's unwise to carry wads of cash—instead, you should carry traveler's checks in U.S. dollars or Euros and convert them gradually into the currency of your locale, usually at a post office (which typically offers the lowest fees). Bring a list of the check numbers with you—you'll need these numbers to cancel unused checks,

should they be lost or stolen.

ATM/DEBIT CARDS. If your ATM card works in your destination region—contact the network carrier if you're not sure—this may provide a tempting alternative to traveler's checks. ATMs and credit cards often yield better exchange rates (by about 5%) than what you'll get over the counter at a bank. Ask your bank what its surcharge policy is when you withdraw money in other states or overseas; in most cases, charges range anywhere from \$1 to 20% of your withdrawal amount.

CREDIT CARDS. If you have a credit card, consider bringing it along to charge all major purchases (such as ferry tickets and rail passes). Credit cards let you save your more readily depleted resources, like cash and traveler's checks. However, keep in mind that all major credit card companies charge a flat foreign transaction fee (usually 2-4%). If you call ahead and ask your card company to assign you a PIN number, you can use your card at most ATMs (with the same rate). If you don't have online account access, you might leave a signed, blank check behind, and ask a friend or relation to pay your card's bill when it arrives at your mailbox, let you accrue monstrous interest payments while you're away. In Europe, if a place accepts any card, they will most likely accept MasterCard and Visa. In other areas of the world, AmEx may well be the card to carry.

CASH. All of these surrogates are well and good, but it is sweet, sweet cash that truly greases the wheels of commerce. You will want to bring enough local currency to get you out of the airport and to an open bank or

post office, perhaps even with a stack, telephone call, or bus ride along the way. If you're arriving on a weekend, you may need to bring more cash, as post offices and banks may be closed. The point is to avoid having to change money at the airport, where rates will make even the most highly priced banks look dirt cheap.

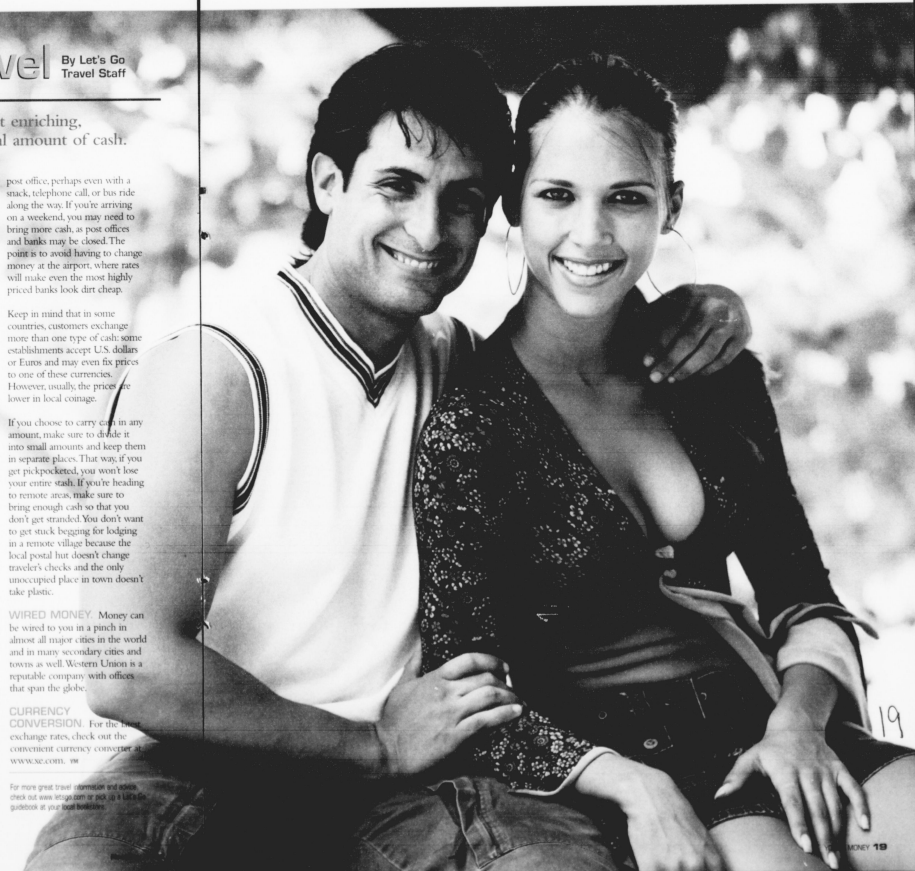
Keep in mind that in some countries, customers exchange more than one type of cash; some establishments accept U.S. dollars or Euros and may even fix prices to one of these currencies. However, usually, the prices are lower in local coinage.

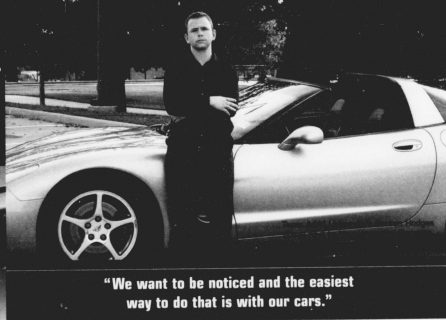
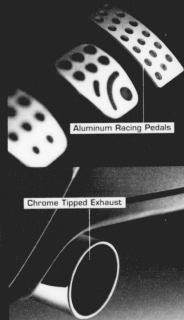
If you choose to carry cash in any amount, make sure to divide it into small amounts and keep them in separate places. That way, if you get pickpocketed, you won't lose your entire stash. If you're heading to remote areas, make sure to bring enough cash so that you don't get stranded. You don't want to get stuck begging for lodging in a remote village because the local postal hut doesn't change traveler's checks and the only unoccupied place in town doesn't take plastic.

WIRED MONEY. Money can be wired to you in a pinch in almost all major cities in the world and in many secondary cities and towns as well. Western Union is a reputable company with offices that span the globe.

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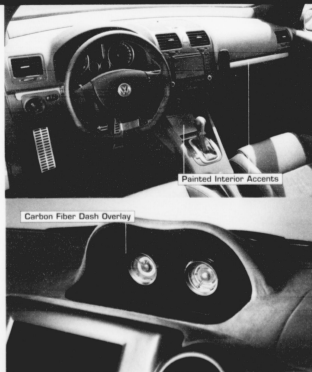


"We want to be noticed and the easiest way to do that is with our cars."

Modified Motors

By Carrie Pience
Texas A&M University

College students are turning car customizing into the hottest hobby on campus.



Painted Interior Accents

Carbon Fiber Dash Overlay

Walk onto a college campus and you will see parking lots heavily speckled with cars displaying fancy paint jobs and drop kits. With the available technology and hunger for uniqueness, college students are turning their garages into their own version of the MTV show "Pimp My Ride." Being at school on a budget, it is surprising how much money and effort some students dedicate to the growing hobby of car customization. "Simply stated, it's human nature to show off," said Jeremy Bowles, a student and customized car driver at the University of Arkansas.

And showing off is what these young car enthusiasts do best. From dash overlays to shock springs and shift hub pedals, their cars don't merely shine from fancy paint jobs, but from the knowledge and love the mechanics under the hood has put into their "ride." "We want to be noticed and the easiest way to do that is with our cars," said Nathan Povernal, a student at Tulsa Community College.

Benton Hodges, a senior at Texas A&M University, said this hobby has recently taken off because students are realizing it's attainable. Students see the cars in the media, get interested, and realize they can be a part of the trend. Young adults spend \$1.2 billion a year customizing their cars, according to the Specialty Equipment Manufacturers Association.

For some, this hobby has been a lifelong interest. Povernal began customizing cars before he could drive. At 12 years old, his father and he started building hot rods together. "We have [built] two together and I have helped with several," he said.

At age 14, Eli Cantrell, a student at the University of Arkansas at Fort Smith, began working on sound systems. Six years and three vehicles later, Cantrell says the hobby has allowed him to express his personality.

For enthusiasts like Hodges, the hobby picked up with a snowball effect. What began as adding a stereo system to an "ugly" car led to completely customizing a '75 Pontiac Firebird. "Most people start with one item, like it, get carried away, and keep adding," Hodges said.

It is not uncommon for women to pick up on this trend. Nazada Perkins, of St. Catherine College, has been helping her father rebuild wrecked cars since she was young. "I love turning a stock car into something with more style," she said.

Bowles said there are a lot of products on the market now that girls are interested in, including fashionable floor mats and body graphics. Some girls end up with a better finished product than the guys, Povernal admitted.

"Some on that it's just for guys," Perkins said. "But I think it's different if you've been around cars all of your life. It's hard not to like them."

The most popular cars among young adults vary between tastes and budget. "It all depends on what you are into and what you plan on doing," Cantrell said.

Bowles commonly sees customized Honda Civic and GM trucks on his college campus. Perkins says students her age primarily want to fix up sports cars, such as her 2003 Mazda 6. Import cars are popular too, Povernal said, because they tend to be less expensive and easier to work on.

"Really, there isn't just the car to have when it comes to customization," Bowles said. "The great part about customizing cars is you can find parts for almost any car anywhere on the Internet."

Steve Hatanaka, accessory operations manager at Scion, a leading manufacturer of customizable

cars, suggests that every vehicle is customizable. He argues that Scion cars are unique because one can find customizable parts they are looking for right at the store. "We wanted to make the customization side available to customers," Hatanaka said.

Sports cars aren't the only customizable vehicles. Trucks can have features added such as drop kits, lift kits, big wheels and suspensions. Country Music Television even has a show called "Trick My Truck."

Young drivers agree that adding a sound system is the most popular form of customization because it is cheap and easy to do. Performance customization is also popular, Hodges said, especially for those looking to race their cars. Another trend that is picking up is adding high-tech touches such as in-dash DVD and navigation systems.

"Not only do they look good in a dash," Bowles said, "but they are very practical to use, especially for individuals who drive a lot."

Hatanaka sees many young adults purchasing big wheels and anything that will make their vehicle appear "VIP." These customizations are not cheap. Hodges spent almost \$20,000 on his Firebird. Cantrell spent about \$5,000 customizing a Chevrolet Silverado \$2,400 on a 2000 Ford F150 and has begun putting thousands into a new 2006 Mitsubishi. He made such investments possible by setting up a budget and comparing his income to his bills. By saving money every month and limiting himself to parts he could afford, he slowly added everything he wanted.

Hodges agreed that money management plays a huge part in this hobby. Bowles suggests purchasing parts at Wal-Mart or Best Buy. Perkins avoids name-brand parts and prefers shopping in

magazines such as Super Street and Import Tuner. By going to websites such as eBay and crutchfield.com, Cantrell believes you can save money while still finding everything you need.

For those on a budget Hatanaka suggests sticking with exterior details since they can be inexpensive. Working from the outside in, you can budget piece by piece. With the right amount of research and savings, customizing cars can be a hobby that anyone can pick up. Cantrell suggests starting with research into the kind of car you are looking at to see that there are parts available at decent prices.

The next step is to research what customizations fit your style and budget. Knowledge is important with such big investments. "I did all of my modifications with the help of eBay and the factory instruction manual," Bowles said.

Being involved in a club is another way to learn about the hobby. Hodges is president of the largest collegiate car club, the Texas A&M Sports Car Club. He said many people join not knowing much and learn from others. Members with customized cars participate in auto shows on campus.

Many car customizers dream of taking this hobby and making it a career. Cantrell hopes to eventually open a show with one of his friends and Povernal wants to find a way to use his mechanical engineering degree to design vehicles. Hatanaka said Scion is known to hire its own customers, since often they know more about the cars than some sales people. Some enthusiasts, such as Hodges, have already made this dream a reality. Over the summer, Hodges had an internship with Sewell, one of the largest car dealerships in the country and will return full time upon graduating next August. ■

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What people are saying:

"In most cases those who are in the crowd are only there to see the hip hop stars. So the message, which is more about the artist's personal experiences, is lost. Good idea but bad delivery concept. They do give out a good workbook though."

Michael White

[Commenting on Russell Simmons' Hip-Hop Summit on Financial Empowerment, which brings together hip-hop celebrities and financial experts to speak to students about the importance of financial literacy.]



Top TEN Business Schools

- 1) Harvard University (MA)
- 2) Stanford University (CA)
- 3) University of Pennsylvania
- 4) Massachusetts Institute of Technology
- 5) Northwestern University (IL)
- 6) University of Chicago
- 7) Columbia University (NY)
- 8) University of California–Berkeley
- 9) Dartmouth College (NH)
- 10) University of California–Los Angeles

Source: U.S. News & World Report



In the NEWS

A difficult job search, increased housing costs, and a high amount of debt are all driving recent college graduates back home. According to a recent survey by CollegeGrad.com, two-thirds of 2006 college grads moved back home after graduation.

QUICKPOLLS

What personal habit would you most like to change?

- 29 % overeating
- 27 % not getting enough sleep
- 23 % overspending
- 12 % smoking
- 9 % drinking too much alcohol

441 Total Votes

How do you feel about your ability to pay your monthly bills?

- 32 % No problem to pay
- 32 % They're usually manageable
- 23 % I pay them with difficulty
- 13 % I barely pay them

517 Total Votes

Do you think that someday you will be financially better off than your parents?

- 80 % yes
- 11 % no
- 9 % not sure

519 Total Votes

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YOUNG INVESTOR

Plans for the Long-term

By Tina Dressel
Indiana University

For Jay Arena, it all started with a lesson in saving.

This recent graduate of Quinnipiac University in Hamden, Conn., saw the light early on: the benefits of investing early in life and taking advantage of the "magic" of compound interest. In fact, it was in his junior year of high school that he realized that saving his extra change would bring many more benefits in the long-run than spending it.

To understand what it took to solidify the benefits of investing in Arena's mind, it takes a lesson in respect – respect for money that is. As strange as that might sound, respecting the future value of money saved and the hard work that went into earning money is the first step to becoming a disciplined, successful saver.

If you truly want to set yourself apart from the crowd, especially in regards to financial independence, all it takes is a strategic lifestyle change and some sacrifices when it comes to finances. What that really means is making a conscious effort, with every purchase or decision affecting your finances, to understand the value of what is given up for what you gain.

Do you really need that Grandé Latte from Starbucks every morning? Maybe it is worth more to you in the long run to opt out and make your own coffee before heading off to start your day. This is the type of realization

that Arena came to at an early age and has been able to incorporate into his life.

Perhaps even more, though, it was his father that instilled a sense of financial discipline in him. Beginning with saving and then investing, his father acted as Arena's role model, teaching him how to research stocks and talk with professionals about investments.

Of course, Arena is smart enough to realize that he doesn't know everything about investing at this point. He turns to several resources for help in analyzing prospective investments including Standard & Poors and Yahoo! Finance. To learn more about investing, he recommends "The Millionaire Mind" for a great read on the insight and discipline of the average millionaire. Investopedia's website also offered him a variety of industry articles, investing lingo definitions, and other helpful tutorials.

Arena believes in a balanced portfolio that is diversified with cash, conservative mutual funds, aggressive mutual funds, and actively-traded equities such as stocks. In choosing his stocks, he takes a big picture approach, not employing any one strategy exclusively. Seeing very successful investors the likes of Warren Buffett, who don't just invest in value stocks or growth stocks, Arena analyzes investments on a circumstantial basis.

Trusting the instinct of the market, he watches trends in the 30-week moving averages (the average price of investments over the last 30

weeks) and the volume of trades of the respective investment. In his opinion, when there is positive news that seems sustainable, it may also be a good buying opportunity. After deciding to purchase an investment which has experienced a price escalation, Arena will even consider buying more to realize even higher upside potential.

On occasion, buying more of an investment has ended in a loss of more money than if Arena would have just held what he originally bought. This has encouraged him to diversify, so as not to have too big of a chunk of his portfolio in any one investment. Another lesson has been in avoiding being greedy, and selling investments that have reached their peak instead of holding and hoping for even higher returns.

As you can tell from his ambitious past, Arena will be someone to watch in the future. He is currently working on becoming a financial advisor so he can not only build his own wealth, but help others who might not have his knowledge or passion for money management. From all of this hard work and some sacrifice, such as living at home to help save money, Arena hopes to become financially independent by the age of 35.

No matter what your circumstance, you can become financially independent, too. All it takes is some discipline and creativity. In the words of Arena, "we are all constantly faced with financial difficulty, but only the disciplined and creative can overcome it." **YM**

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STOCK SPOTLIGHT:

FAST FOOD STOCKS



Editor's note: YOUNG MONEY does not endorse any of the stocks listed below. For investment decisions, always consult a professional investment advisor.

By Michael R. Abramowitz

Fast food is notoriously about as good for you as getting hit in the head with a 2'x 4'.

That said, fast food companies are now offering previously unthinkable healthy options such as — salads (Gasp!); fresh fruit (Oh, the humanity!); and nuts (I think Mayor McCheese just rolled over in his grave).

So, with the push to actually offering items that might not give you a coronary, are fast food company stocks looking finger lickin' good to investors? Let's take a look at three companies that could cause many of us to spend the rest of our lives on cholesterol reducing medicine.

>>McDonald's (MCD)

Snapshot: Operates approximately 31,000 restaurants in 100 countries making it the largest restaurant chain in the world.

PRICE: \$41.07

Pros:

• McDonald's has seen its stock rise bigger than the supersized value meals they used to offer. Since July, shares are up nearly 35% and that is certainly not any kind of small fries, er, potatoes either.

• The company's strategic alliance with China Petroleum & Chemical Corp. has enabled it to open Drive-Thru restaurants in China. Wonder what number that billions and billions served will grow to after this very wise strategic move?

• McDonald's recently divested its Chipotle Mexican Grill holdings. While the subsidiary was a source of future growth, McDonald's is once again flush with cash, which can mean good news for shareholders already enjoying a \$1 per share dividend. Meanwhile,

the company maintains its ownership interest in the expanding Boston Market chain.

Cons:

• McDonald's has received some less than stellar ratings from customers on its drive thru service and accuracy. With nearly two-thirds of Mickey D's revenues coming from what you order from your car, the Golden Arches needs to make sure their customers keep coming back often. According to the trade magazine, QSR some franchises have taken matters into their greasy hands by hiring call centers to handle drive-thru orders.

• While the stock has had an incredible run of late you've got to figure the shares deserve a break today and will take a short-term breather before making another run. But long-term shareholders won't, um, Grimace at that prospect too much.

• O.K., I am reaching here, but McDonald's does carry \$9.5 billion in debt and only \$3.6 billion in cash. That said, I do not believe Ronald McDonald will be filing for bankruptcy anytime soon.

>>Burger King Holdings, Inc. (BKC)

Snapshot: Franchises and operates Burger King fast food restaurants. It operates 11,000 restaurants in 65 countries.

PRICE: \$17.83

Pros:

• Approximately \$435 million in debt has been retired at the "BK Lounge" since the company went public in May. Lower debt means increased cash flow, which can lead to expansion and investment.

• Burger King and Microsoft are joining hands to offer Xbox 360 products at the fast food king's palace. This move could be a homerun or it could be a bust.

Either way, you've got to respect companies that are nimble enough to partner with other behemoths and invest in bold initiatives that could spur additional growth.

• Analysts are forecasting 16 percent growth in earnings in fiscal year 2007 and 22 percent earnings expansion in fiscal 2008. If this holds true, then special stock orders for these shares will not upset its investors.

Cons:

• Burger King's IPO has not allowed investors to have it their way so far, as shares fell below their May offering price and have just recently recovered to flat-line territory.

• I don't know about you, but that King guy in their commercials really freaks me out. Years from now, we'll probably find out that he served time along with the Hamburglar. As for a real concern, Burger King rakes in more than \$3 billion a year, but only earns \$27 million in profits. Doesn't seem like the most streamlined bottom-line management in the world to me.

• Bad news: The stock is trading at nearly 71 times earnings for the past 12 months — which doesn't bode well if the market ever turns south.

>>Yum! Brands, Inc. (YUM)

Snapshot: Develops, operates, franchises, and licenses quick-service restaurants under the KFC, Pizza Hut, Taco Bell, Long John Silver, and A&W All-American Food Restaurants brands. The company operates 34,000 restaurants in 100 countries and territories.

PRICE: \$60.86

Pros:

• Yum! Brands has been well, yummy, for investors — rising

162 percent in the past three years.

• Apparently, Kentucky Fried Chicken is very popular in the land of sweet and sour chicken, as Yum! Brands sales in China sparked a 6 percent jump in international sales and a 28 percent boost in revenues across the board.

• Third-quarter profits jumped a hefty 20 percent year-over-year to 83 cents per share — a full 10 cents per share better than analysts' projections. That's a lot of people (and Chihuahuas) saying, "Yo quiero Taco Bell!"

Cons:

• Several analysts have just downgraded the stock, citing valuations and accelerated price-appreciation lately. They certainly have a point after running up 31 percent in just two months to all-time record highs, but savvy investors may see any kind of significant sell off as a buying opportunity.

• While China has certainly spurred the significant revenue and profit growth, U.S. sales have been flat as a tortilla shell, with both Pizza Hut and Taco Bell reporting negative same-store growth during the third quarter.

• O.K., I am scrambling here again, but long-term debt jumped by 21 percent year-over-year to \$1.9 billion. Meanwhile, free cash flow only grew by 9 percent. But let's face facts, fast food chains must incur debt to expand and build restaurants, as well as acquire the land they sit upon. TM

Michael Abramowitz is a freelance writer based in Florida. To avoid a conflict of interest, he does not currently own any of the stocks mentioned above.

* Price quotes are from November 14, 2006.

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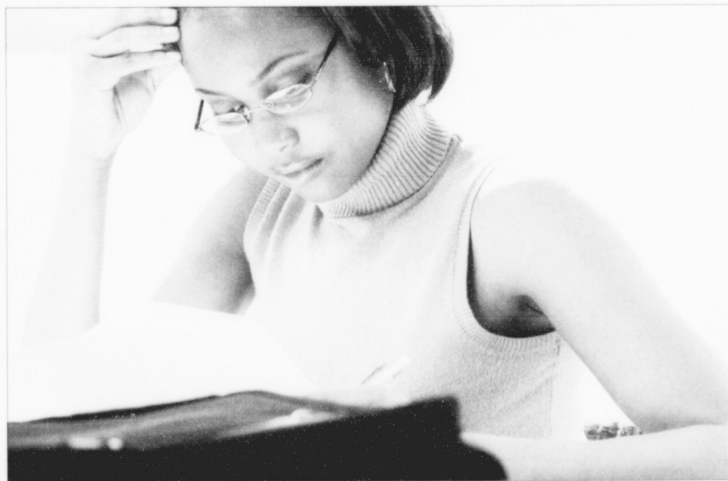
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Make Sense of Scholarships

By Roxana Hadad, FastWeb.com



Scholarship dollars come from sources as diverse as the students who receive them.

An understanding of who's giving away this money for college will help you learn where to look and how to win.

COLLEGE-BASED SCHOLARSHIPS

Besides using glossy brochures, cute mascots and sweatshirts emblazoned with their names, colleges and universities attract new students by offering scholarships. They also have award programs to help current students with their academic careers. Some of these scholarships you have to apply for; others you receive automatically for being a good student.

Merit Scholarships

These scholarships award students based on a variety of achievements, from high academic performance, to leadership ability, to artistic accomplishment. Financial need may also be considered. Often, you won't apply for these awards; appropriate recipients are chosen based on entrance applications.

Departmental Awards

Some college departments offer awards to

students who show promise and achievement in one of their majors. To find out about these opportunities, call the dean's office in your area of study.

Athletic Scholarships

Scholarships are one of the main ways colleges attract top athletes. You can receive anything from a small award to a full ride. Talk to your high school coach or counselor and check out "College Athletic Scholarships."

Fellowships

Fellowships are awards offered to incoming graduate students. Generally these awards accompany admission to a graduate program and cover all expenses, including tuition and a living stipend.

For more information on these scholarships, contact the financial aid office at your school or follow up with specific organizations.

PRIVATE SCHOLARSHIPS

Your school isn't the only one that wants to give you money. Some private scholarships are available as early as your junior year in high school. They are a little harder to find, but resources like the FastWeb Scholarship Search

and FinAid can help, or try contacting these types of associations on your own.

Businesses and Corporations

Corporations use scholarships to advertise the company name and attract future employees, while giving the student financial assistance and professional contacts. Start with local businesses and move on to the bigger companies like Coca-Cola and Microsoft. Try calling local firms and check out the websites of national companies to see what awards they offer.

Professional Associations

Many professional associations, like the American Federation of Teachers International and the Society for Pharmaceutical Engineers, offer scholarships to encourage students in their field. Check the FastWeb listing of professional associations or use a search engine to find more.

Clubs and Groups in Your Community

Local civic groups and organizations, such as the Rotary Clubs and the Jaycees, offer lots of scholarships. Scan your local newspaper, visit the Chamber of Commerce and speak with your high school counselor to learn more.

The Religious Community

Churches and other places of worship often sponsor scholarships. Also check with worship-oriented service groups. You may not have to be a member; some use criteria like community service or financial need to determine eligibility.

Minority Organizations

To encourage minority involvement and increase diversity, many organizations, such as the Hispanic College Fund or Women In Communication, use race, ethnicity, religion, gender or sexual orientation as eligibility requirements for their scholarships.

Your Parent's Boss

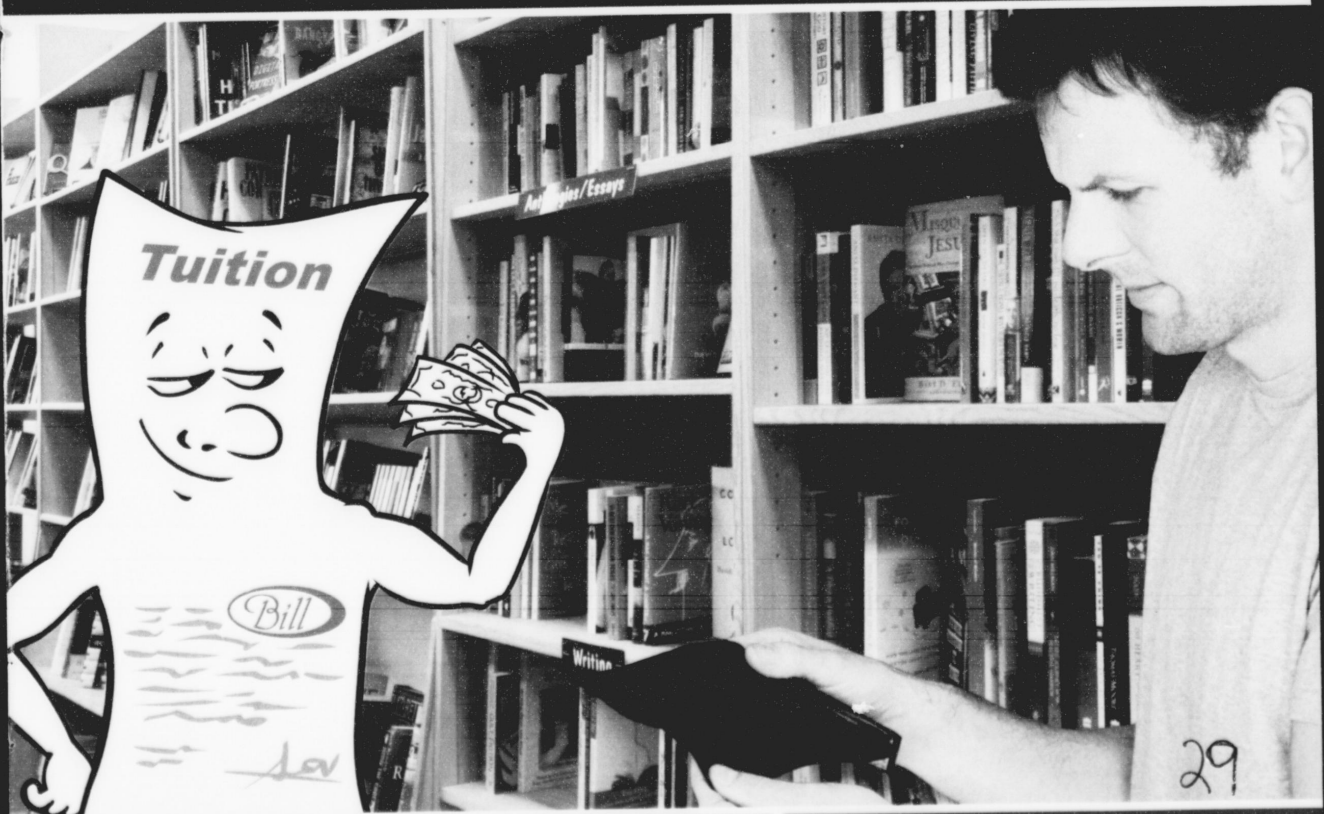
Does your mother work for Procter & Gamble? Is dad a member of the AFL/CIO? Check with your parents' employers or labor unions to see if they offer awards to children of their employees.

Other Parent Affiliations

Is your dad an Elk? Does your mom work with the Chamber of Commerce? Ask if the clubs and organizations they belong to offer scholarships. Be sure to include veterans groups, professional organizations and patriotic, civil and fraternal associations. ❧

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TomTom ONE

DRIVER'S GUIDE TO Car GPS Systems

By Dave Mathews
YOUNG MONEY Technology Editor

With the fall season comes trips over the river and through the woods, to grandma's or your significant other's parent's house.

Road tripping to these destinations in your car by using a paper map is so Y2K. These days, there are a slew of digital devices to stick onto your windshield and give you turn-by-turn directions in glorious color screens.

These products work because of 24 global positioning satellites circumnavigating the earth twice per day, from 12,600 miles in outer space, put there in 1978 by the U.S. government to beam their unique identification signals to earth. There is no monthly charge to use these satellites, but it is estimated to cost the government around \$400 million per year. Receivers, now most commonly in the form of navigation systems, listen for the signals from two to 12 of these

satellites at a time to determine your location on a computerized map. When consumer devices were first released for this technology, they provided nothing more than latitude and longitude information on a grey LCD screen that needed to be referenced to a paper map. Then came expensive in-car systems using color dash-mounted screens and DVD-ROM loaded maps and miniaturization followed.

The good news for you is that, as LCD displays and storage have become less expensive, so too have the maps moved to the digital realm and the price of good quality GPS receivers has dropped to around \$500. For this price you get a color screen that is about 3.5" wide, around one to four gigabytes of storage for national maps and points of interests and a battery that lasts between four and eight hours. Inside the chassis, which typically measures 5" x 3" x 2" and weighs less than a pound, will also be a speaker which is required for hearing, as I

frequently do, "when possible, turn around" or even music as some offer playback of your music files.

When searching for a GPS receiver, I look for removable storage like SD card support so I can substitute larger memory, or bring into the house to update its data on a PC. This is important as roads are added and occasionally closed, but more importantly, restaurants and other points of interest in communities change over time. You will want to have the latest information so that you can search for nearby gas stations when you are running low on fuel or food when you need to fill up.

THE GPS DEVICES

For a year, I have been using a TomTom brand GPS receiver and Tom is always there for me when I get lost. Originating in Europe, these models were the first with somewhat-open operating systems that allow you to add skins,

“THE PRICE OF GOOD QUALITY GPS RECEIVERS HAS DROPPED TO AROUND \$500.”


voices and even plug-ins like route creation from a PC running Google Earth. This brand can connect directly to your PC via USB or by putting the SD memory card in a reader; their “TomTom Home” software can download updates for points of interest and even update the unit’s operating system, as this too loads from the card. It was also the first to introduce my favorite “gee whiz” feature — integrated Bluetooth capability.

Once the GPS receiver is paired with your mobile phone, caller-ID will pop up on the screen for incoming calls which you can then answer by touching the screen, turning it into a speakerphone. When you search for restaurants, hotels or whatever is contained within its five million points of interest, you can also press on-screen to connect you with that establishment similar to what On-Star offers in many new vehicles. Subscription services such as weather and traffic updates can use your mobile phone as a data modem to help re-route you away from storms and traffic backups. With their models starting at \$499 for the TomTom ONE and \$799 for the 910, which offers a 20GB hard drive and even iPod and photo playback, there are plenty of choices available from this vendor.

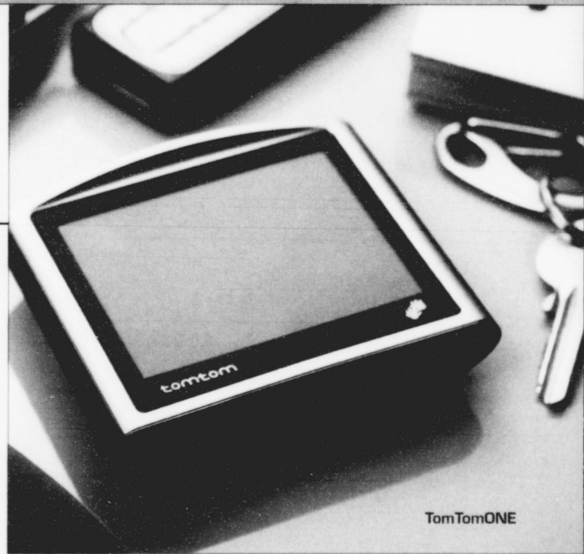
Newer devices such as the Garmin nüvi are a bit smaller physically but have even more additional features, albeit with a lack of customization. Included software such as a world clock, calculator and the ability to download and buy software such as language and travel guides are virtual accessories which add to this already pricey device. You will also find Bluetooth communications within models of the nüvi, which can be a bit more useful due to their great organization and categorization of 6 million points of interest. When you need to upgrade your maps on these devices you will find yourself paying, so the initial

cost is just a door opener. If you are not into the idea of paying for a specific piece of hardware just to tell you that you are lost, there is another option. Since in the fall of 2005, every mobile phone sold is required by law to have GPS or electronic location based capabilities within. Unfortunately, you cannot load your own GPS software onto current phones, but Verizon and Nextel are letting their customers use their systems with maps and turn by turn voice instructions. Currently they are offering a free trial for 14 days. Once you use this trial period, the rate is \$2.99 for a one-day purchase, perfect for day trips, or \$9.99 a month for regular road warriors.

Using a mobile phone will not be without its shortcomings as your screen will be much smaller, and there is no convenient mount for your dashboard or windshield. Its usage will also draw power from your already tired battery. That being said, the price is right and you don’t need to carry another gadget around if you like to travel light. Plus, when you park, it won’t be a theft target mounted in the windshield or back seat of the car.

If you want to give a virtual test-drive of what navigation devices will be like when you are actually driving, check out the Crutchfield interactive demonstration at crutchfield.com/navdemo. If you end up buying one of these high-tech devices, try playing this little game with the points of interest; when you are in a city, search for restaurants that start with V, Q or Z and let me know where you end up eating and if the food was any good. GPS can be used for finding new things too! 

Dave Mathews is lost in San Francisco, but never will admit to pulling over and asking for directions. His stories and multimedia can be found at www.davemathews.com.



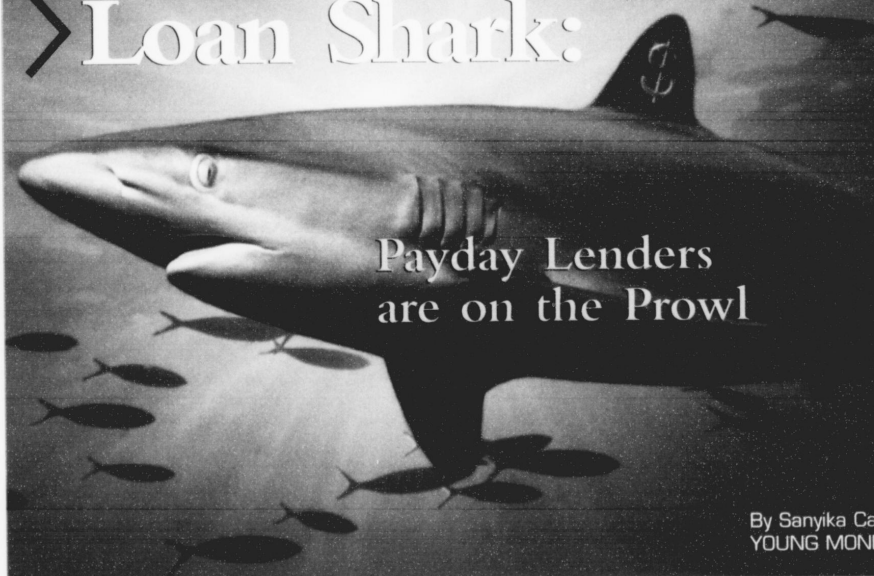
TomTomONE

Motorola V325 with VZ Navigator from Verizon



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> Loan Shark:



Payday Lenders are on the Prowl

By Sanyika Calloway Boyce,
YOUNG MONEY Columnist

Every deal isn't a great deal. Many college students and young adults are learning this lesson the hard way as hundreds of check cashing establishments and payday loan stores sprout up like weeds around and near college campuses, military bases and low-rent apartment complexes.

Neon flashing signs adorn the windows of payday loan stores touting "fast cash," and radio ads boast of how quick and easy it is to borrow the money you need. It all sounds so simple. In fact, it seems to be the answer you're looking for. All you have to do is write a post-dated check that is the same day of your next paycheck and they give you the cash you need on the spot. Right? Well, not exactly.

As the saying goes, "The devil is in the details" and no statement could be truer than when speaking of payday loan establishments. It's true that they hold your post-dated check and don't cash it until your next payday. And yes, these lenders will provide immediate cash, often with no background or credit check.

But what the ads don't mention is the outrageous interest you will have to pay back on the loan. A typical payday loan is generally a two-week loan for \$200 with a \$30 fee. At first glance that seems fair enough — after all, you are in a jam so you expect to pay for the pinch you're in. But did you know that, at \$15 for every \$100 borrowed, you're paying back the loan at a 390% interest rate?

Payday lenders know that it often takes naive borrowers a long time (and lots of fees) to figure out a simple fact: If you didn't have enough money this week, you probably won't

have enough to pay them back plus cover your other bills within a two-week period.

In fact, they're willing to bet their business model on it. Payday lenders count on you to roll the first loan over — again and again and again. The small fee that you were charged for the first loan quickly adds up to a hefty amount that is actually larger than the original loan. Payday lenders cash in on your financial misfortune. Roughly 10% of all payday loans are made to people ages 18–25, according to Vicki Jacobson, president of the Foundation for Credit Education in St. Louis.

OK, maybe you went over the limit on your credit cards and haven't paid your cell phone bill in two months. Maybe you've just found yourself in an uncomfortable situation with your creditors that you need to resolve quickly.

Don't panic. The important thing to realize when you're in a tight financial situation is that "if it can be fixed with money, it isn't really a problem." I know that might seem trite and easy for me to say, but coming from a former debt-strapped college student, I can assure you I know how you feel.

Here are some alternatives to borrowing from your already stretched paycheck:

▶ If you have never been late or over the limit on your credit card before (or at least not in the last six months), contact the credit card company and ask for a waiver on your monthly payment. You'll still incur interest charges but the extra breathing room could help relieve the pressure.

▶ If you don't already have a relationship with the campus credit union, now might be your time to get one because some credit unions offer a lower-cost small loan with an APR between 15% and 18%. When you compare that to a payday lender's rate of 300% or more, the choice is a no-brainer.

▶ Make payment arrangements, especially with utility companies. During the winter months there are laws in place that protect consumers from having certain utilities (i.e. gas, electric, water) turned off due to non-payment.

▶ Ask a friend or relative if you can borrow the money. But before you ask for the favor, show that you are responsible and have every intention of paying the loan back by working out a repayment plan in advance to present to them. This level of commitment could go a long way in getting the cash you need.

The bottom line is that repeatedly using payday loans will likely lead to a debt trap that is difficult to escape. Re-examine your current income and expenses, figure out your "money wasters" (i.e. things you're buying that you could do without) and commit to "pay yourself first" so you always have an emergency cash reserve to borrow from. *ym*

Sanyika Calloway Boyce is the author of four books. She travels nationwide to educate, empower, entertain and enlighten students about money, credit and debt. This former debt-strapped college student shares real and relevant money messages that young adults can relate to and understand. Visit her online today at www.financialfitnesscoach.com.