



Junior  
Achievement®

## THE COMMUNICATOR

Week Fifteen – February 7<sup>th</sup>, 2011



### Having a Relationship With Your Sponsor Really PAYS Off

A Company Program in Halifax made a sale of 50 units of their product thanks to contacting their sponsor -- they sent a note to their sponsor with a sample of the product and the sponsor ordered 50 of them. So it's a good reason to be in touch with your sponsor and provide them with a sample of what you're offering -- you just might make a big sale!

### Achievers Needed

Achievers are needed to do the following tasks for Awards gala. If you are interested, please tell Tanya at 454-4564 or [twiltshire@janovascotia.org](mailto:twiltshire@janovascotia.org)

- Two MC's
- Someone to introduce the Guest Speaker
- Someone to thank the Guest Speaker
- Two people to help out on stage
- People to hand out Programs and register people

### **Spring Break and JA**

The next two weeks are spring break for students in the Halifax Reg Municipality. It is also a two week break for company program. Companies not in HRM may choose to meet to make up missed meetings or for extra production but we cannot use the HRM schools during this break. Next official Company Program week is Feb 28 when everyone should be on Week 16!!!

### Award's Gala MCs

One male and one female Achiever will be chosen from those who audition to host the Awards Gala on Sunday, May 1<sup>st</sup>. Auditions will start March 21<sup>st</sup>, 2011. If you are interested in having the experience of writing an awards gala script and speaking in front of a large audience, submit your name by Friday, March 11<sup>th</sup>, 2011 to Tanya at 454-4564 or [twiltshire@janovascotia.org](mailto:twiltshire@janovascotia.org). You can do the audition on the phone or in person. This Audition is also the first stepping stone to MCing the Hall of Fame Dinner in June!

### Quizzes Week 16

Quiz marks are used to help determine finalists for various independent positions such as President of the year, and VP's of the Year. The company's average mark is also used to determine the finalists for awards such as the Company of the year. They are not a group effort and must be written individually. Good Luck!!

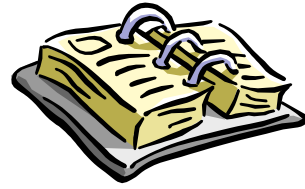
Quizzes are to be returned to the program managers ASAP please.

### **PAPER CHASE (Submissions must be in Thursday by 4:30)**

Crafty Creations	Pitch Black Promotions	Freak Lunchbagz
Eureka!	LLC	LEAF
Eco-2Carry	Hexar Sleeves.	

# TONIGHT'S TASKS

## Week Fifteen



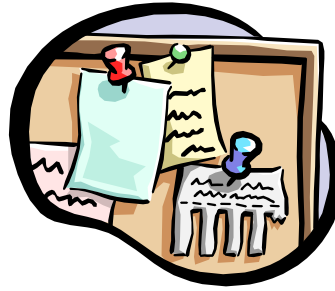
- Management team meeting
- Last Production night
- Push sales to ensure no inventory
- Review selling techniques
- Issue 2nd invoice
- Shareholders report committee appointed
- Remind about quizzes for week 16
- Discuss next two weeks for company due to HRM spring break and it being a JA break

## DUE IN TONIGHT

Weekly Summary

*The deadline for submissions is  
Thursday at 4:30 pm*

# THE NOTICE BOARD



## Scholarship Deadlines

Do you have your award applications in yet!? Three big scholarships are due Friday (February 11<sup>th</sup>) to your program manager. Check out the awards binder for more details! Read the criteria to find out what's needed to be sent to us. We won't be chasing you down for pieces if they are incomplete.

All three of these scholarships include a trip to Toronto to attend the Canadian Business Hall of Fame Dinner in May.

**\$2500 Deloitte Inspiration Award**

**\$10,000 Peter Mansbridge Youth Leadership Award**

**\$10,000 Peter Mansbridge Postive ChangeAward**

Check the awards binder for all the other due dates.

## Saturday, April 16th Is Judging Day!

On April 16th, awards judging day will take place at St Mary's University in Halifax. You must go through the interview process in order to win many of the awards or scholarships. Therefore, if you plan on applying for any of the awards or scholarships make sure that you are available on April 16th. Only Award finalists will be called for an interview. Company of the Year finalists should have one advisor, the president, two VP's and two Directors attend the interview.

## Last week for Production

Tonight is your final night for production with a huge push on this week to sell all your products as next week is the final week to collect money. Ensure you know who has what out for inventory and that they sell it all this week. Consider slashing prices this week to clear out the final inventory. Going out Door to Door can be one of the best sales strategies, an hour or two after school can yield big sales so nice commissions for you! If you have lots of inventory then you may decide to not produce anything this week but instead go out and sell!

Sales / Breakeven

