

What's up

MONDAY

ALPHA KAPPA PSI: A general meeting will be held at 7 p.m. in 301 Rudder Tower. Representatives from Alpha Kappa Psi at U.T. will be speaking. For more information, contact Brad Phillips at 823-7456.

AMNESTY INTERNATIONAL: Rabbi Tarbow will speak on human rights in Chile at 8:30 p.m. in 604 Rudder Tower. Everyone is welcome. Call Nita Heimann at 846-4633 for more information.

DEFENSIVE DRIVING COURSE: The Brazos Valley Safety Agency will be sponsoring a DDC from 6-10 p.m. tonight and Tuesday night in the Ramada Inn. Registration for the class is \$20. To pre-register or for more information, call 846-1904 or 693-8178.

IM-REC SPORTS DEPT.: Entries for wrestling and tennis doubles will open at 8 a.m. For more information, call 845-7826 or come by 159 E. Kyle.

METHODIST STUDENTMOVEMENT: A Bible study and lunch will be held at noon in the Wesley Foundation. Bring lunch or \$1 for sandwiches. Another Bible study and lunch will be held Tuesday at 12:30 p.m. For more information, call 846-4701.

NAUTICAL ARCHAEOLOGY STUDENT LECTURE SERIES: Roger Smith will be speaking about Bermuda at 7 p.m. in 311 Bolton. Contact Shirley Gote-lippe at 846-6398 or 846-7476 for more information.

OFF CAMPUS AGGIES: Donuts will be sold at the front entrance of the Blocker Building from 7:30-11:30 a.m. through Tuesday. For more information, call John McClay at 764-7670 or 845-1741.

PHI SIGMA EPSILON: A meeting for new members will be held at 6:30 p.m. in the Blocker Building. A general meeting will follow at 7:30 p.m. Call John Dockery at 696-3269 for the room number.

SPIRIT AWARD APPLICATIONS: Applications are available in 5 locations: the Former Students lobby, 110 YMCA, the Student Activities Office, the Student Government Office, and at the MSC. These applications should be returned by Feb. 29.

Success is ability to sell your ideas

By Barbara Brown
Reporter

The number-one need for success is the ability to sell yourself and your ideas, Carl Stevens, one of the nation's leading authorities in programmed sales and human resource development, said at the seminar he conducted at the Kleberg Center last weekend.

The seminar, sponsored for the third year by the National Agri-Marketing Association, helped participants with skills that cannot be learned from any course at Texas A&M, Russell Hevenor, an agriculture economics major from Bandera, said.

Senior NAMA member Scott

Tschirhart said, "This was the best confidence building class I have ever taken. It was well worth the weekend spent going to class."

LaNell Chumney, an agricultural economics major from Stephenville, agreed. "I lacked self-confidence — now I have it."

Stevens, who has a natural delivery that mixes information with homespun humor, is founder-president of Carl Stevens & Assoc. Inc., a professional consulting firm headquartered in Houston. He serves as consultant to leading national and international companies and trade associations.

He has traveled over 1 million miles in the last ten years,

25 countries in five continents, teaching individuals how to sell themselves and their ideas.

In 1976, Stevens received the National Speakers Association prestigious CPAE award — the highest award in professional speaking.

The prior year, Dr. Norman Vincent Peale received the award, and last year's winner was Ronald Reagan.

Stevens began his career in the mid-1950s when he became

interested in why 20 percent of the salesmen were responsible for 80 percent of sales.

After ten years of research and in-depth interviews, he developed a seven-step, scientific selling method focusing on the individual's emotional, as well as logical, basis for buying decisions.

"The seminar is a super-concentrated format of what would be offered in a full semester sales course," Stevens said.

"Texas A&M graduates are going to be in direct competition with students at other universities who have a four-year sales education."

Clark Springfield, president of NAMA, said, "Mr. Stevens is recognized around the world as a professional sales consultant. If you attend his seminar, you can put him on your resume and he will write a recommendation for you."

DEFENSIVE DRIVING COURSE

Feb. 13 & 14
RAMADA INN

Pre-register by phone: 693-8178/846-1904
FEE \$20

Ticket Deferral and 10% Insurance Discount



Appearing Wednesday, February 22

"Trout Fishing In America"

"Student Lunch Specials"

10% Discount With I.D. & Happy Hour Prices 11 a.m. to 7 p.m.

"Ladies Night, Thursday"

No Cover & Happy Hour All Night For the Ladies

"Fiddlin' Faron" Tuesday thru Saturday Nights

Express Yourself "Open Mike Night" Sunday

Excellent Food. Live Shows Nightly. Open 11 a.m. daily. Reservations Accepted.

First Texas twisters touch down near the Houston area

United Press International

The first tornadoes of the season damaged houses and knocked out power in parts of Texas and Louisiana Sunday while fog shrouded the upper Mississippi Valley and Atlantic Coast. Plains residents dug out from a weekend blizzard.

No injuries were reported in the twisters, but they left a trail of destruction. Winds clocked at 95 mph lashed southeast Texas and northwest Louisiana.

One series of tornadoes dropped out of a heavy thunderstorm and hit small towns all around Houston, smashing cars at a U.S. Steel chemical plant and damaging houses at La Porte.

La Porte Police Sgt. Gary Rice said the twister hit a subdivision, flattening trees and utility poles.

"During the night we had rain and tornado warnings," Rice said. "But when that thing hit, it blew in all of a sudden. We got a call reporting a strange noise, like a freight train, so we knew we had a tornado out there."

The Gulf Coast was under a gale warning from Port O'Connor to Port Arthur, Texas, and small craft operators were warned of lightning and gusty shifting winds.

The tornadoes sprang up during unseasonably mild weather and came a little earlier than usual, said Bill Sammler, of the Severe Storms Forecast Center in Kansas City, Mo.

"These are a little early, although the tornado season does officially start on Feb. 1," Sammler said.

Three to five inches of rain had fallen on parts of northeast Louisiana by early Sunday and another 3 to 6 inches was expected, forecasters said.

Most highways in eastern Colorado and western Kansas were open Sunday in the aftermath of a blizzard that stranded hundreds of people in their cars.

In eastern Colorado, travelers were stacked up in restaurants, churches and truck stops with their names on waiting lists for wreckers to remove their cars from 7-foot snowdrifts.

The Colorado State Patrol used airplanes to spot stuck motorists and direct rescuers to them.

A freak blizzard Saturday, with sustained winds of 60 to 70 mph, dumped more than a foot of new snow on Limon, Colo., and surrounding farm towns.

"This was very much a surprise to everyone," said Mike Robinson, the manager at Rip Griffins Truck Stop in Limon. "I don't think anyone heard any weather reports that predicted this storm."

Robinson said about 500 people spent Saturday night at the truck stop, but most had left by midday Sunday.

The ski areas in the mountains west of Denver received little or no snow from the storm.

Travelers advisories were posted in northern Iowa, eastern Tennessee and all of Pennsylvania as thick fog covered the upper Mississippi Valley and the middle and northern Atlantic states.

Shoot for the top!

If you plan to graduate in May or August with a B.S.M.S. or Ph.D in an electrical, mechanical, aerospace, industrial or computer-science discipline, it's time to shoot for the top by building your career with a company that's going places. The company is LTV Aerospace and Defense Company, and we'll be on hand to talk with you during Engineering Career Day, February 15-16, at Texas A&M's Memorial Student Center, Rooms 204 & 224. We're in the market for ambitious people who can help us maintain our momentum — and accelerate our pace — in these fields:

- Guidance & Control
- RF Systems
- Electro-Optic Systems
- Flight Mechanics
- Scientific Programming
- Digital Design
- Structural Design, Analysis

Bring your data sheet and look for the LTV Aerospace and Defense booth during Engineering Career Day, February 15 & 16!

LTV Aerospace and Defense

Vought Aero Products Division

We Believe in E.O.E. & We Practice E.O.E.
U.S. Citizenship Required



HOME & COOKIN'

away from home!

...at down home prices! There's home-style goodness in everything we serve. Country Fried Steak...Southern Fried Chicken...Barbecue Ribs...A Crisp, Fresh Salad Bar...Country-style Breakfasts.

Our bakery goods are made-from-scratch. Butter-yeast rolls...biscuits...giant cinnamon rolls.

Come casual and be comfortable. It's warm and friendly just like home. Only we won't ask about your grades!

1002 East Harvey Road ☎ 764-1177
(In the Post Oak Square)

Dine-in ☎ Drive-thru ☎ Carryout

New 6-Pak serves 2-3 people **ONLY \$3.69**
Six pieces of southern fried chicken and four rolls.

With vegetables **ONLY \$5.19**
Includes chicken and rolls, plus your choice of two - 8 oz. servings of baked beans, cole slaw or mashed potatoes 'n gravy.
Available for carryout.

Offer expires Feb. 23, 1984. Limit two per coupon and one coupon per customer, please.
Not valid with other specials.

Country Fried Steak Dinner **ONLY \$2.29**
Includes a country fried steak with cream gravy, mashed potatoes 'n gravy, creamy cole slaw or baked beans and two made-from-scratch butter-yeast rolls. Available for carryout.

Offer expires Feb. 23, 1984. Limit two per coupon and one coupon per customer, please.
Not valid with other specials.

"Sinnamon"™ roll with coffee **ONLY \$.99**
Includes one fresh, made-from-scratch cinnamon roll and a steaming hot cup of coffee.

Offer expires Feb. 23, 1984. Limit two per coupon and one coupon per customer, please.
Not valid with other specials.