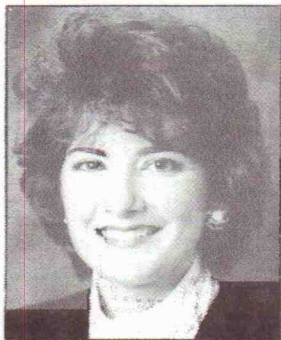




PRESIDENT'S CORNER



As you know, NAPS has been blessed over the years with many outstanding, gifted speakers. Occasionally, one of their messages sticks with me and becomes a part of my life. Many of you may remember Jeff Davidson, author of *Breathing Space; Living and Working in a Sped-Up Society*, who spoke at Sales Symposium 1992.

What follows is an excerpt from his book (to order, call: 1-800/334-8232) which rings loud and clear in all of our lives.

"When viewed from the perspective of 2003, 1993 will appear to have been a year of relative calm and stability, a time when life moved at a manageable pace. Does this astound you? Are you already swamped by challenges you face today – never mind ten years from now?

Unquestionably, the pace of modern society has sped up. Skyscrapers are erected in months. Books can be written and published in weeks. Major surgery and recovery can be done in days. Prescription glasses are ready in an hour. Fax machines transmit pages in seconds.

Conversely, traveling is becoming more cumbersome. Learning new ways of managing and new ways of increasing productivity are taking a toll, while juggling professional and family responsibilities is a growing challenge. Among career professionals, do you know anyone today who consistently has unscheduled, free stretches?

John Kenneth Galbraith studied poverty-stricken societies on four continents. In *The Nature of Mass Poverty* he concluded that some societies remain poor (often for centuries) because they *accommodate* poverty. Although it's difficult to live in abject poverty, Galbraith found that many poor societies are not willing to accept the hardships involved in making things better.

For our part, the Earth's industrialized societies appear poised to accommodate a frenzied, time-pressured existence, as if this is the way it has to be and always has been. *This is not how it has to be.* As an author, I have a vision. I see our world made up of people leading balanced lives, with rewarding careers, happy homes and the ability to enjoy themselves. And the ticket to living and working at a comfortable pace is by not accommodating a way of being that doesn't support us or the planet.

As leaders, we must set the example.

While the pace of life has radically changed, even since the mid-80's, the approach that many people take to solve tense predicaments is to employ time-management techniques. There is no value, however, in becoming more adept at dealing with the world the way it used to be."

It is with great pleasure that I announce we have added a November program to our calendar about achieving balance in our lives. My heartfelt thanks go to Marie Valenta for booking yet one more dynamic speaker. What a fantastic year of programs we are having! I look forward to seeing you all in September for our reunion meeting and exhibitors night!

Strike a balance,

Joyce Gray