

## He's junior achiever

# Senior wins top business award

By MARY GNIEWEK

After all the interviews and tests were over, 17-year-old Michael Neus of Farmington Hills brought home to Michigan its first top national Junior Achievement award in eight years.

The Birmingham Brother Rice senior beat 10,000 competitors to be named Officer of the Year for Vice President of Marketing last month in Indiana.

With the gold-plated trophy came a check for \$1,000, which was applied to Neus' \$1,200 annual tuition at Brother Rice.

Neus has been a member of JA, an international learn-by-doing program designed to teach high school students the basics of business, since ninth grade.

Last spring, he was named Officer of the Year for Southeast Michigan after his company formed a corporation which sold 1,400 discount coupon books and grossed \$1,100.

"You learn everything about business in JA," he said. "I think it's more effective than an economics course in school."

The company based its coupon book

on the Metro Passbook, but used Farmington businesses exclusively.

"Each company paid us \$10 to use their coupon. There were 25 shops and restaurants in the book," he explained. "We sold the books for \$2 each."

Neus said the corporation was so successful that the stockholders were paid back \$1.70 on \$1 shares of stock.

"Metro Passbook wants the president of the company, Steve Abowd, as a salesman," Neus said.

There were 12 workers, including Neus' brother Robert, in the company. Each one had an elected or appointed job and jointly decided on the coupon project.

"My first contact with JA was with a businessman who visited my high school. I stayed four years," he said.

Neus began his fourth year this week at the Redford JA center on Grand River and Inkster. Sessions meet one night a week for six months.

Neus is a college prep student, a member of the National Honor Society and debate team. He plans to study business and political science at an Ivy League college, then attend law school.

Neus is the son of Donald and Marion Neus.



Michael Neus of Farmington Hills displays the trophy he won for beating out 10,000 competitors to be named Junior Achievement Officer of the Year for Vice President of Marketing. (Staff photo by Randy Borst)

## Careers workshop open for Farmington teachers

Career education consultants will conduct a career education workshop for Farmington public schools' staff members on Thursday, Oct. 25 at the Harrison High School library from 3-6 p.m.

An orientation session, "What career education is and what it could be," will be conducted by Michigan State University Career Education Professor Dick Gardner. Maria Zuk, media specialist from Flint, will lead a session on media specialists' involvement in career education.

Career education activities for the elementary classrooms will be demonstrated by Lauralya Tarasov, career education coordinator, Wayne-Westland.

A junior high career education program will be discussed by Judy Stone, social studies teacher, Plymouth. Bill Burns, Waterford, will explain how he infuses career education into his high school English class.

Public Act 97, the career Education Act, was passed to promote the planning and development of career education programs in Michigan schools.

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