

Newspaper in Education Presents  
**Inquizi**  
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Adult, Career &  
Technical Education



SCHOOL  
**Biz**



**Transitioning into the World of Work**

OJT, or On-the-Job Training, is a program designed to meet the needs of senior high school students as they transition into the world of work. Dennis Stallard is the OJT coordinator for Manatee High School (MHS).

“Every day I do my best to make a difference, to be a positive role model,” Dennis says. “My job is to guide the students to get where they want to go. I stress responsibility, relevancy, communication, conflict resolution, and planning.”

Several Manatee County Association of Independent Insurance Agents are currently working with Mr. Stallard and his OJT students in Project Invest, a series of presentations and field trips designed to educate students about careers in the auto insurance industry. Once students complete the program, they will create their own mock insurance agencies. They will dress in business attire, establish a budget, develop a marketing plan, and rate auto insurance policies. They will provide real-time “quotes” for MHS students and staff, all the while honing their professional mannerisms and employability skills.

No matter what career students may choose, Mr. Stallard and the OJT program are developing an outstanding workforce.



KIDZ  
**Biz & Buzz**

**Transferable Skills and a Winning Attitude**

Manatee High School senior Bethany Smith worked in retail for two years developing great customer service skills and a strong work ethic. Unfortunately, her job was eliminated when the store closed. But Bethany needed a job as part of her OJT class. In today’s economic climate, that seemed like a daunting task.

Bethany drew on her transferable skills and a willingness to be flexible. It wasn’t long until she was earning a paycheck again, working in a home improvement store. Bethany has experienced in-store computer training and a short stint at job shadowing. She is now working at the customer service desk where she solves problems and satisfies customers.

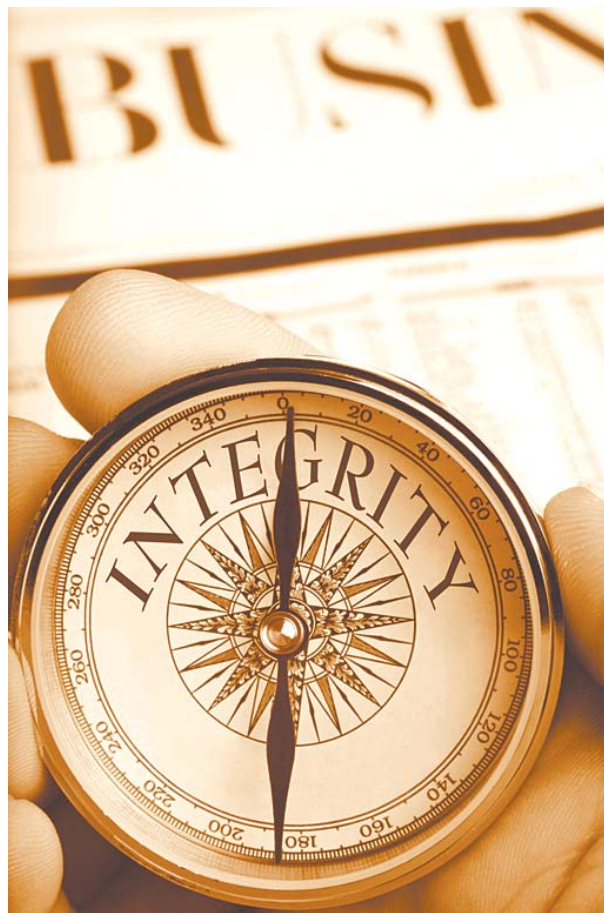
“I like helping others and learning new stuff,” Bethany says. “I also like art, and this job has more options for me to be creative. I’m also learning about things around the house, information you can always use.”

Bethany’s winning attitude, work ethic, and OJT skills will continue to serve her well as she continues in the world of work.

**InnoVators**

**Character Counts in the Workplace—and the World**

**W**e live in a world where businesses are struggling to survive and the economy is laboring to recover. Unless you live in a bubble, you’ve heard news of giant companies teetering on the brink of failure; of banks and bankruptcy, bad mortgages and foreclosures.



Now it’s time to play a game called, *WHAT IF?*\*

What if the people who ran the large investment companies and mortgage lenders and all of the other businesses were completely honest and never deceived, cheated, or stole? What if all of the leaders and employees had the courage to do the right thing, no matter what?

What if all of the business people in charge of companies like Enron and AIG were responsible, accountable for their choices, and considered all of the consequences of their actions?

What if all of the employees and all of the bosses were fair, played by

the rules, and did not take advantage of others? What if they were consistently kind, helping others in need instead of focusing only on personal gain and profit?

What if every business owner and employee did their share to make schools and communities better? What if they were good neighbors, involved in community affairs, and always did their best to protect the environment? What if they all had a cooperative spirit and respect for authority?

If you think character doesn’t count in the workplace, look around. Poor ethics in business have contributed tremendously to our state of affairs. Only strong character will change things for the better.

If you are in the workplace, make a commitment to show good character in every decision you make and every task you perform. If you are not yet in the workplace, start your road to success now by developing habits that display good character.

What if we lived in a bubble, where all of these “what ifs?” came true?

We don’t. So let’s make the best with what we have—ourselves, our world, and our character. Because character counts.

\*Note: All of these “what ifs” were inspired by the Six Pillars of Character promoted in the Character Counts! approach to character education by the Josephson Institute. The Six Pillars are *Trustworthiness, Respect, Responsibility, Fairness, Caring, and Citizenship*.



**Do Something!**

It’s one thing to say we want good character. It’s something else to act on it. Do something!

1. Look around—at school, work, or home. What do you see that isn’t quite right? Is there a mess, a problem, or something that is broken? Is there unkindness or injustice?
2. Using a pen and paper, brainstorm ideas on what you can do to improve the situation. Can you clean it up, solve it, or fix it? Can you show kindness or turn a wrong into a right?
3. On your paper, circle the ideas that you can do. Enlist a friend, co-worker, or family member to help if necessary.
4. Now do something! Clean it, solve it, fix it, be nice to it, and make it right!

You’ll soon be smiling, because it feels great to be part of the solution rather than part of the problem.



DISCOVER  
the  
**Future**

**Regional Careers:** Here are examples of related occupations and current wages in the Suncoast Workforce Region.

Occupation	Entry Level	Experienced
<b>Minimum wage</b>	<b>\$7.21</b>	–
Financial Managers	\$29.96	\$62.03
Insurance Claims and Policy Processing Clerks	\$11.30	\$17.07
Insurance Sales Agents	\$14.55	\$29.63
Insurance Underwriters	\$16.35	\$29.39
Claims Adjusters, Examiners, and Investigators	\$17.44	\$32.46
Accountants and Auditors	\$17.69	\$33.23

**Source:** : <http://fred.labormarketinfo.com>

FL Labor Market Statistics, Occupational Employment Statistics & Wages Program

**Career Pathway:** Students desiring a career in any of these areas can find related educational programs at these schools\*:

- Manatee High School,
- Manatee Technical Institute,
- Manatee Community College,
- University of South Florida

\*Other Manatee schools may offer similar programs. Listed schools are related to today’s issue.

WEB  
**Wise**

Check out the following websites:

- <http://charactercounts.org>
- [www.dosomething.org](http://www.dosomething.org)
- [www.goodcharacter.com/NFS/SchoolToWork.html](http://www.goodcharacter.com/NFS/SchoolToWork.html)
- [www.cecf.org](http://www.cecf.org)

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