

## Education and Sports: A Winning Team

Terms like “home run” and “touchdown” haven’t typically been associated with classroom learning. Until now.

Elementary and middle school teachers nationwide are teaming with educational publisher Learning Through Sports to provide Kid’s College, a sports-based educational program that cultivates language, math and character skills. Football, baseball, cheerleading and other sports provide a background for learning.

Brian Shulman, founder of Learning Through Sports, discusses the impetus for developing the program. “It really was driven off the need for the NCLB (No Child Left Behind) requirements that hold every teacher accountable.”

He stresses that the program was designed to encourage children at an early age to make college a priority.

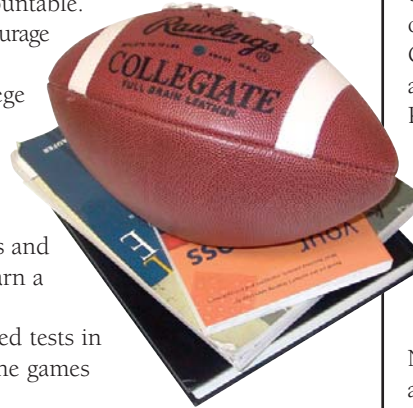
Purdue University, the only participating college in Indiana, has compensated Learning Through Sports so that elementary and middle schools using the program will not be charged.

Teachers customize the program by class or individual student, who then choose college teams and mascots. For each activity level completed, they earn a printable diploma bearing that team’s logo.

“What we’ve done,” Shulman says, “is disguised tests in the form of a video game.” The questions within the games meet Indiana state testing standards.

In the first 50 days since releasing the updated version (the program was originally launched in 2002), 1,500 schools have been utilizing the program.

**Resource:** Brian Shulman, Learning Through Sports, at (866) 552-9192 or [www.learningthroughsports.com](http://www.learningthroughsports.com)



## NCSL Examines Impact of Term Limits

Sixteen states have legislative term limits, but some are rethinking the move to put a cap on lawmakers’ terms.

A multi-year study on the effects of term limits will be unveiled in late 2004. Research includes a nationwide survey of all legislators, along with case studies of six term-limited states (Arizona, Arkansas, California, Colorado, Maine and Ohio) and three non-term-limited states (Indiana, Kansas and Illinois).

The National Conference of State Legislatures (NCSL) is conducting the study in partnership with the Council of State Governments, State Legislative Leaders Foundation and members of the academic community.

According to Jennie Bowser, principal, NCSL, the goal is to identify term limits and their effects, how legislatures are responding and to disseminate the findings in an effort to “make sure that legislatures remain vital and effective institutions under term limits.”

In Indiana, lobbyists, senior staff and former legislators will be surveyed about how the legislature has changed over the years. A primary investigator will write a case study with legislative staff, lobbyists and journalists to be interviewed.

Bowser remarks, “Indiana was chosen as a control state. We’re trying to observe how the Indiana legislature has or has not changed over the last 10 years and then we’ll compare that with the changes that we’ve seen in term limit states.”

Bowser urges non-term-limited states to review findings and emphasizes that they too can benefit from the report. “When they make institutional changes to cope with the world, those are things that all legislatures can learn from.”

**Resource:** NCSL at (303) 364-7700



## More Nurses Needed ... Stat

The number of licensed nurses not practicing in Indiana is reported to be at least 30,000. Ivy Tech is developing an eight-week refresher program to help them rejoin the workforce.

Nine hospitals are partnering with the college. Hospitals will sponsor some of the nurses, with the goal of hiring them once they complete the program.

Janet Kramer is the statewide nursing administrator for Ivy Tech State College and the ASN (Associate of Science in Nursing) program chair for central Indiana. With baby boomers leaving the workforce and fewer students pursuing nursing careers, Kramer expects the shortage to be a long-term problem.

The Ivy Tech program is utilizing technology. “There are programs that have self-paced modules. This is a little different than that,” Kramer explains. “It will have actual classes and interaction with faculty, but by Internet. I’m not aware of anything else out there (like this), nothing in the Indiana area.”

Course content likely will be online, with laboratory, practice skill setting and clinicals in the hospitals, available both days and evenings.

Ivy Tech is also recruiting new talent to the field. Using state funding, the college has opened new registered nursing programs in several areas, including Terre Haute, Columbus and Fort Wayne.

Ivy Tech hopes to launch the nurse refresher program as early as the spring 2004 semester.

**Resource:** Ivy Tech nurse refresher program at (317) 921-4428

compiled by Symone Salisbury

## RV Dealer Adds Outdoor Retail Component

Northern Indiana is renowned for its manufacturing prowess, including in the area of recreational vehicles. Southern Indiana is becoming a retail destination for RV and outdoor enthusiasts.

The Tom Stinnett RV Freedom Center in Clarksville is now also home to a Camping World store. Tom Stinnett RV, home of the nation's largest indoor RV showroom, recorded more than \$30 million in sales in 2002. Camping World, a \$300 million company based in Bowling Green, Kentucky, is the nation's largest retailer of RV and camping supplies and accessories.



The Stinnett facility along the Interstate 65 and 64 corridors has been expanded to more than 113,000 square feet. Camping World's 30 full-time employees will join 54 Stinnett associates at the site.

The agreement makes Stinnett RV the exclusive outlet for Camping World products in 65 counties. Stinnett says, "Our dealership and the attached Camping World store will be easily accessible from the interstate and fill the needs of travelers who desire a one-stop shopping opportunity while they are on the road."

**Resource: Tom Stinnett RV at (800) 583-5685**

## IACR, ACG Ready to Assist Businesses

A recent entry in the sometimes alphabet soup of organizations available to assist businesses resembles another association. But there are differences.

The Indiana Association of Corporate Renewal (IACR) has been joined by the Indiana chapter of the Association for Corporate Growth (ACG).

Susan Ellis, ACG chapter administrator and IACR executive director, says, "The primary purpose of both groups is networking and education, with a different focus in terms of what the members are interested in."

Paul Count, director and past founding president of the IACR, and president of the Indiana chapter of ACG, further distinguishes between the two organizations. "IACR is very focused on companies who are in some form of distress, where the ACG is more focused on taking companies to the next level."

Members of the former include attorneys, turnaround consultants, crisis managers and alternative financing sources. ACG's membership is comprised of private equity group leaders, attorneys, accountants and other corporate development professionals.

Count describes the ACG as "primarily devoted to middle-market companies who are trying to grow either organically or externally through acquisition, with probably more of an emphasis on mergers and acquisitions."

According to Count, middle-market companies are companies with sales from roughly \$20 million to \$500 million.

As of February, IACR meetings will be held the second Thursday of every other month in Indianapolis at the downtown Adam's Mark. Topics relate to the turnaround industry. ACG meetings are held the third Thursday of each month. Past topics have included economic development, mergers and acquisitions.

**Resource: Paul Count at (317) 464-5231**

**Susan Ellis at (317) 464-5330 (IACR) or (317) 464-5372 (Indiana chapter, ACG)**

## Do's and Don'ts of International E-mail

According to studies, only 30% of Americans are successful in international business endeavors.

E-mail facilitates interaction among international business partners, but misinterpretation can damage relationships. Though face-to-face meetings are ideal, they are not always possible. The following e-mail tips can help you to clearly convey your message:

- Style, then small talk. Salutations should include honorifics (Madam, Senior, etc.), title and surname, rather than first name. You, however, can be less formal in the opening lines of your e-mail. Many countries value communication that is more personal in nature. Launching immediately into business

may be offensive

- Write out entire dates to avoid confusion. Not every country abbreviates dates in the same order (month/day/year) as the United States. When arranging conference calls and other meetings, specify which party's time zone you will be using
- As tempting as it may be to "break the ice" or lighten an e-mail with humor, don't. Your sense of humor may offend or confuse the recipient, especially when he or she can't see your facial expressions. Also, avoid slang and verbosity
- Use correct grammar and be sure to proofread your work.

**Resource: Charleston School of Protocol and Etiquette at [www.charlestonschoolofprotocol.com](http://www.charlestonschoolofprotocol.com)**

## Utah Employees Embrace Four-day Workweek

**W**hat if every Friday kicked off a three-day weekend?

In Provo, Utah, many city employees are working Mondays through Thursdays from 7 a.m. to 6 p.m. in exchange for having Fridays off.

Mayor Lewis Billings conceived the idea, launched in July 2002 as a six-month trial run and implemented in January 2003. Daniel Softley, management analyst for the city, says that by extending morning and evening hours, "...it's much easier for the public to access the city building without inconveniencing their own schedule."

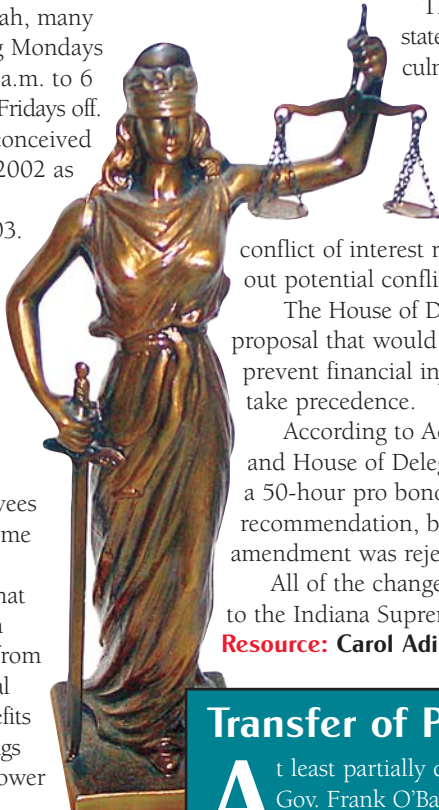
Advantages for employees include additional family time and the ability to schedule appointments on Fridays that otherwise would have been resulted in time deducted from their total number of annual vacation/personal days. Benefits for the city include cost savings in overtime pay, as well as lower utility costs.

Softley adds that in the six-month trial period, one less day of commuting led to savings of "401,000 miles of employee travel time."

Initially, two extra hours spent at the office daily made daycare arrangements challenging for many single parents. Individual departments overcame the problem, however, by working with employees to adjust their schedules.

A new customer service center provides residents with 24-hour access to the city. In addition, phones located at the city center entrance have a direct line to the customer service center. The city libraries, emergency departments and some other services remain open on Fridays.

**Resource:** Daniel Softley, Provo, Utah, at (801) 852-6189



## New Year, New Rules for Indiana Attorneys

**U**pcoming changes to Indiana's Rules of Professional Conduct will affect Indiana attorneys and their clients.

The Indiana State Bar Association (ISBA) formed the Ethics 2000 Task Force in 2002 to determine which of the changes being made to the American Bar Association's (ABA) Model Rules of Professional Conduct should be adopted in Indiana.

The task force carried out the first extensive appraisal of the state's rules in more than 10 years. In August 2003 its yearlong efforts culminated in five statewide roundtable discussions attended by approximately 100 people.

Forty-nine attorneys identified proposed changes for the Indiana State Bar Association House of Delegates to consider.

Carol Adinamis, chair of the task force, as well as the State Bar Ethics Committee, says, "There was a big change in the conflict of interest rules. The new rules make it much easier for attorneys to sort out potential conflicts of interest."

The House of Delegates rejected the task force's confidentiality of information proposal that would allow attorneys to disclose information that would help to prevent financial injury, ruling that the client's right to confidentiality should take precedence.

According to Adinamis, the most hotly debated issue at both the comment and House of Delegates levels was not adopted. The ABA Model Rules include a 50-hour pro bono requirement each year. The task force did not include this recommendation, but a group of attorneys attempted to have it added. The amendment was rejected.

All of the changes approved by the House of Delegates have been submitted to the Indiana Supreme Court for review.

**Resource:** Carol Adinamis at (317) 580-9000

## Transfer of Power Varies Nationwide

**A**t least partially due to the unexpected death last September of Indiana Gov. Frank O'Bannon, many states are re-evaluating their line of succession. A new Senate bill introduced in Indiana will address the topic.

Indiana's governmental structure, predominant in the country, dictates that the lieutenant governor steps into the role of governor if he/she vacates the position while in office. The question being examined more closely is what happens if the lieutenant governor is unable to serve.

A bill introduced in the Senate seeks to establish the following succession order if both the governor and lieutenant governor are incapacitated: speaker of the House, president pro tempore of the Senate; state treasurer, state auditor, secretary of state and state superintendent of public instruction.

Other states bypass the lieutenant governor entirely.

In Maine, West Virginia, New Hampshire and New Jersey, the president of the state Senate steps into the governor's position. New Jersey does not have a lieutenant governor. Arizona, Oregon and Wyoming's next-in-line is the secretary of state. In Tennessee, it is the speaker of the state Senate.

At the federal level, the Presidential Succession of Act of 1947 states that the transfer of power begins with the vice president. The House speaker is next in line, with the president pro tempore of the Senate, secretary of state and other Cabinet secretaries following.

**Resource:** [www.thegreenpapers.com](http://www.thegreenpapers.com)