Jaki Hall to publish 'Black Pages'

Jaki Hall, public relations director for Coppin State College and former WMAR-TV news reporter, recently opened her own public relations firm.

Now the business woman has announced the formation of a new publication "The Black Pages," which she is producing.

"The Black Pages" will serve as a black business directory for the community and is expected to be delivered to more than 100,000 homes free of charge next spring.

In addition to a detailed listing of black-owned businesses and services, the new publication will also include features and articles on trends and happenings that will affect the economic health of the black community.

MANAGER AND CHEF — Sheila Williams (L) is manager of one of the newest eateries in the city, The African Queen, located in Harborplace and she is joined by the master chef, Amelia Tyler, a native of Liberia and expert in the art of African food preparation.

Flozella Clark becomes million dollar sales agent

Flozella Clark, a veteran religious, civil and community leader, formerly director of the protective division of Family and Children's Society, became an instant success in the real estate industry.

She already knew her way around the city and in 1977, after two years on the real estate business, became a a million dollar sales associate under the Century 21 program.

Currently a hard working associate of Century 21 - Associated Real Estate Inc., located in the Woodmoor Shopping Center on Liberty Road, Mrs. Clark has sold in excess of $1 million in city residential properties during 1980.

Mrs. Clark specializes in Baltimore city and has developed creative ways of securing financing for those properties.

She still maintains her membership of 25 years in the National Association of Social Workers and is a member of the Greater Baltimore Board of Realtors. She serves on the board's financial committee.

Mrs. Clark brings to Associated Real Estate a driving motivation that has inspired new people coming into the business, as well as management itself. Her input into company policy and procedures has been instrumental in the company's growth pattern.

Ted Coates, broker of Century 21 - Associated Real Estate says, "Flo is a special breed of lady and can always be depended upon, consulted with and is a true professional in every sense of the word. She cares about people and their problems, business and personal, which is one of her great assets."

Mrs. Clark serves on the Baltimore plan for Affirmative Marketing in real estate, the Human Relations Commission and is a board member of the NAACP, past president of Epsilon Omega Chapter, and Alpha Kappa Alpha sorority.

She received the company's first quarter award for outstanding sales achievement and will be chairperson of the company's newly formed orientation panel which will help get new agents off on the right foot.

Flozella Clark

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Holiday Inn rep new to Baltimore

Felecia Whalen, sales representative at the Holiday Inn - Inner Harbor, was transferred to Baltimore from Connecticut. She lived in New Haven, Conn. for the last 11 years.

A graduate of Western New England College in Springfield, Mass., earning a bachelor's degree in business administration, Ms. Whalen worked as a sales representative for the Holiday Inn of East Hartford, Conn. after successfully completing sales training in Meriden, Conn.

Prior to this, she was quite active in the New Haven community, working as a supervisor with the Community Action Agency's Youth Energy Audit Program.

During this period she appeared on WTNH-TV and also appeared on WELI radio in conjunction with the program.

Ms. Whalen was also an active member of various organizations while in Connecticut including Bethel AME Church, Big Brothers - Big Sisters, the Greater New Haven Urban League and the NAACP.

Felecia Whalen

She has also worked as director with New Haven summer camp programs.

Maryland State Comptroller Louis L. Goldstein announced that retail sales tax revenues for the month of October totaled $62,260,822, an increase of 3.5 percent over the $60,126,111 collected for the same month last year.

Rayna Barkley is expert on beauty and nail care

Rayna Barkley began manicuring eight years ago after finishing high school at St. Frances Academy.

"Like many young people, I hadn't thought about a career," she states. "My cousin, Dravis had opened a hair salon now known as Dett Sett Hair Salon. I first became a shampoo person and he later suggested that I go to school to become a manicurist."

She attended Baltimore Studio of Hair Design and trained at one of New York City's finest boutique's, Henry Bendell's where she learned the art of applying sculptured nails.

"In the beginning it was very hard for me as a manicurist. I found that black women were not into total self grooming. Realizing that black women patronized white salons, I tried very hard to be good at my work and I made it."

Each year Ms. Barkley attends the International Beauty Show held in New York to further her knowledge of the nail care business.

Ms. Barkley says in the last two years manicuring has become a great demand in the beauty salon business and that she has met with several salon owners to speak on ways to expand the needs of grooming for black women.

THOSE LOVELY NAILS — Rayna Barkley brings eight years experience in the manicuring field to her job as manicurist at Studio 808 and specializes in such nail art as sculptured nails, nail designs and gold nails.

Eva Patterson wins cosmetics sales award

Reflecting the growing prominence of women in business and appropriately recognizing their capabilities, Eva Patterson of Baltimore has been honored by Mary Kay Cosmetics for outstanding sales achievement.

Mrs. Patterson is a sales director in the independent field marketing organization of Mary Kay Cosmetics. Her success as a sales leader has earned her the opportunity to use a free new, pink Cadillac for up to two years.

To qualify for the award she led her sales unit to become one of the top sales units in the Kay cosmetics organization in the last six-month period.

Mrs. Patterson, married to Norman and the mother of two daughters, Traci and Norma, worked part-time with the Kay organization from May 1975 to June 1979, while maintaining her full-time position with the Social Security Administration where she has been employed since 1970.

In June 1979 she left her position as quality maintenance systems assistant to work full time with Kay cosmetics and become self-employed. One year later, she had reached top sales and won her new car.

Since its inception in 1963, Mary Kay has grown from a regional cosmetics firm into an international organization comprised of more than 70,000 independent beauty consultants and over 1,600 independent sales directors who demonstrate and sell Mary Kay products throughout the United States.

Eva Patterson

Women's confab draws 1,500

"Women of the '80s - If not now - When?" was the theme of the Third Annual Conference for Women in State Service held in Baltimore this week featuring Rep. Shirley Chisholm, D-NY as the guest speaker, with more than 1,500 persons attending.

Mrs. Chisholm, longtime advocate for the women's movement, chose the topic "Women in the World of Work" for her address.

She said, "There is a need for women to move much more into the corporate world where the decisions affecting the economic patterns of this country are made.

"We need more women in the board rooms of corporations. While women are moving steadily in the world of business and education there is not yet enough women in the corporate world."

The purpose of the conference, which included day-long workshops, was to increase the job skills of women in state employment, identify systemic barriers to career mobility, and to identify resources for the improvement of the employment status of the woman employee.

Workshop topics included "Barriers to Upward Mobility," "Legal Rights for Women State Employees, "Employees," "Challenging the dicapped Worker," "Black Women in the State Work Force," and "Managerial Stress."

Venus Vaughn with the State Department of Economic and Community Development was presented the "Woman Manager of the Year" award. The other finalists included Geraldine Aronin, Department of Human Resources; Pauline Covino, Department of Transportation; Dr. Evelyn DiTosto, Department of Education; Felicity Evans, Department of Natural Resources, Dr. Martha Schipper, Department o Health and Mental Hygiene and Dr. Velma Speight, Department of Education.

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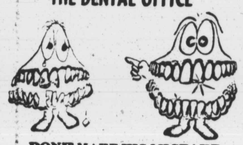

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Females help run Center Stage offices

Vi Brown started with Center Stage in April. In July she was rpdmoted to the position of administrative assistant for both the public relations department and the managing director.

As an assistant for the managing director, Ms. Brown is responsible for typing most correspondence for that office. Her major responsibility in the public relations department is the handing of student press representatives - high school and college theatre critics.

Ms. Brown is a cum laude graduate of North Carolina A&T University in Greensboro, N.C. where she earned her bachelor of arts degree in speech and theatre arts with a concentration in mass communications.

Before coming to Center Stage, she worked in North Carolina as a news director at WLOE and WEAF and as promotions assistant at WCOG radio.

While in college she played a major part in the development of the 10 watt college radio station WNAA. In addition to her broadcasting experience, she worked as a foreign service officer at the Voice of America in Washington, D.C.

Although most of her background is in broadcasting, Ms. Brown's future aspirations include positions in public relations and broadcasting.

Two years ago Marlene G. Stevens started as a receptionist with Center Stage. She has since worked her way up to development assistant.

Her duties include that of fundraiser in the area of the Under $100 campaign, liaison to the volunteer group and organizer of all fundraising phon-a-thons.

In her spare time, she works with the Baltimore Repertory Company where she is the associate director as well as an actor, singer and dancer.

Mattie Williams works as a receptionist at Center Stage but her varied responsibilities include working as an assistant in public relations, fundraising and the box office.

She has served as volunteer at the Baltimore Counseling Center and the Home for Unwed Mothers.

PURSUING PR CAREER. — Although Vi Brown's background is in broadcasting she now works as an administrative assistant at Center Stage in the public relations department and with the managing director.

STARTED AS RECEPTIONIST — Marlene Stevens who now works as a development assistant with Center Stage worked her way up from a receptionist in two years.

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