

TRIBAL PROGRAM NEWS

Business and You!

by Rosie Sufficool, STBC Business Information Counselor

Are You a Good Employee? – A Key to Business Success

If you are interested in becoming an entrepreneur and owning your own business, one of the keys to your future success might be the skills you learned working for someone else.

As an employee, hopefully you will have developed some good habits, like:

- Being on time
- Being dependable and **always** showing up for work
- Treating other employees with respect
- Providing excellent customer service
- Continuing to look for ways to improve business

These same qualities also are needed to become a successful business owner. When you own a business, you have to maintain regular business hours, you always should be looking for ways to improve your business, and the way you treat your employees and customers will determine how successful you are.

Unfortunately, many people never learn good work ethics – like being on

time and always showing up for work – and if they become business owners, these bad habits often can have a negative effect on if they are successful or not.

Customers won't come back more than once if the business opens at different hours each day or if the owner decides not to open the business one day because he/she wants to do something else, like go fishing or shopping.

As an owner, you have to take the business seriously or you will lose customers and eventually your dream of becoming a successful entrepreneur will fail.

So if you are still working for someone else and are thinking about owning your own business, develop good work habits. They will help you be successful as both an employee and a business owner.

If you have a business question or would like to see a specific topic covered in this column, please e-mail me at rsufficool@stbcorp.net or call 541-994-2142 or 1-877-564-7298 (toll free).

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Competition – Can Your Business Compete?

If you are planning to open your own business or if you already are in business, "competition" is something about which you should be concerned.

Many entrepreneurs and business owners fail to realize the importance of competition and keeping up with what their competitors are doing.

Too often, business owners have the mistaken idea that they don't have to worry about competition because they feel the product or service they offer is "superior." You should always think positively about your product or service, but failing to compare your business to the competition on a regular basis can contribute to failure.

How can you evaluate your competition?

- Read their advertising – are your prices and products or services competitive?
- Do they advertise more, provide extra services or delivery? (Many potential customers choose where they shop by ads they see, discounts, and special offers.)
- Do you hear people talking about your competition?

How can you tell if your competitors are taking away some of your business?

- Do you notice that suddenly a lot of your regular customers aren't shopping with you as often as they used to?
- Do your competitors offer discounts, special offers, or prices that you have trouble matching?

If you are an independent business owner, it's often difficult to match or beat the prices and services offered by large chains or discount stores.

To improve your chances of success, make sure you have the cleanest store, offer the best customer service, and keep your prices as competitive as possible.

Think of competition as a challenge that will help you and your business strive to be the "best it can be."

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S.T.A.N. Workshops

Please note: This is a revised schedule. Some workshop dates have changed.

June

- June 6 Computer Basics
- June 7 Using E-mail
- June 27 Excel I
- June 28 Excel II (basic knowledge of Excel required)

July

- July 11 Communication Skills
- July 12 Résumé Development
- July 18 Using the Internet
- July 19 Using E-mail

August

- Aug. 8 Communication Skills
- Aug. 9 Career Planning
- Aug. 22 Computer Basics
- Aug. 23 Developing a Business Plan



Nesika Illahee Pow-Wow

Tipi Drawing

For Siletz Tribal members to use during the Nesika Illahee Pow-Wow, Aug. 11-13, 2006. One entry per household, please. **Deadline for entries is July 14, 2006.** Names will be drawn soon after the deadline. Return the form to:

Siletz Pow-Wow
Attn: Tipi
P.O. Box 549
Siletz, OR 97380-0549

Name: _____
Address: _____
Phone: _____
Roll #: _____



Logo Contest

The Pow-Wow Committee is now soliciting fine artwork for this year's pow-wow logo.

We are looking for original work depicting the cultural/traditional aspects of the tribe or of any American Indian design appropriate for a logo.

The artist will be compensated for the artwork selected.

If you have any questions, contact Mona Fisher at 1-800-922-1399, ext. 1230, or 541-444-8230.

Please send your work to:

Mona Fisher
ATTN: Pow-Wow Logo
P.O. Box 549
Siletz, OR 97380-0549

Tribal Royalty Applications

The Siletz Tribal Pow-Wow Committee is now taking applications for the 2005-2006 tribal royalty contestants. Age categories are as follows:

- Little Miss Siletz 7 to 12
- Jr. Miss Siletz 13 to 17
- Miss Siletz 18 to 24

Young Siletz Tribal women interested in running for one of these categories can request an application from

Mona Fisher at 1-800-922-1399, ext. 1230, or 541-444-8230.

The deadline to turn in applications is June 30, 2006.

Contestants are judged on knowledge of tribal and family history, poise and personality, speaking abilities, dance abilities in both the Feather Dance and intertribal styles, and ticket sales.

Each contestant will receive a commission on the number of tickets she sells. Commission rates are as follows:

200 to 500 at 20 percent, 501 to 1,000 at 25 percent, and 1,001 or more at 30 percent.

This year's royalty will be sponsored to go to the Gathering of Nations Pow-Wow and Miss Siletz also will be sponsored to go to the Miss NCAI competition.

The pageant is scheduled for Aug. 10, 2006, and the winners will be crowned before the first grand entry on Aug. 11.