

**Is it worth it?**

# Do homework on phone sales job

## Work Watch

*Amanda Day*

Dear Amanda:

I'm a 15-year-old student. My mother and I are having a disagreement. She said to ask what you think about it, so I'm asking.

My friend told me about this great job she's starting doing telephone sales work. She was told you can make up to \$800 a month, just working on the weekends.

My mother won't let me apply because she says it doesn't sound right. I think she's being unfair; I'm a good student and wouldn't let it interfere with school. Don't you think she should give me a chance?

Dear Student:

How do you feel about a compromise? Ask your mother for permission to phone the company and ask them some questions.

- What are the hours of work, and what is the hourly rate of pay?
- Is the hourly rate of pay guaranteed, or is it based on the number of sales you make?

- How much do you have to sell and what percentage commission do you earn on each sale?
- When are you paid the commission — when you make the sale or when it goes through? What about cancellations? What is their cancellation rate?

You may have difficulty getting answers to these questions. If your friend has already started working there, ask her for clarification.

There are also a few questions you should ask yourself, such as: If this is such a great job, why are they having trouble recruiting people? How many of my friends are earning \$100 a day?

I think you'll find all these answers enlightening.

Dear Amanda:

I've been working as a pharmaceutical sales rep for the past nine years. I'm earning good money, but feel unsatisfied.

Recently, I took an aptitude test that indicated I would be good at something mechanical.

I have always enjoyed working with my hands around the house, but never thought about applying it to work. As a woman, I never thought it would be really socially acceptable, but now I understand it's sort of trendy.

My only concern is that I'm 44-years-old and accustomed to a certain standard of living. I wouldn't want to drop my pay level too much.

How can I find out about other job opportunities?

Dear Unsatisfied: There has never been a better time to explore a wide variety of occupations. Many companies are adopting affirmative action programs which encourage women to train for less traditional jobs.

But before you get started, be realistic about your initial salary prospects. It's very unlikely that you'll be able to make a transition between dissimilar occupations without suffering an initial pay loss, possibly a hefty one.

You'll have to weigh your ultimate goals — both in salary and job satisfaction — against the possible hardship of your training period.

The Women's Employment

Centre, at 2221 Yonge St. (at Eglinton) can provide a lot of information about jobs and training. The community colleges

offer courses such as "Introduction to Non-Traditional Occupations" which assist women to explore their options thoroughly.

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## New Porter Place

# Men's hostel approved

Men's Support Services of York has received conditional approval from the Ontario Housing ministry to establish a new Porter Place facility in the region.

An application was submitted in early 1987 under the ministry's "Project 3000" initiative, a program to create 3,000 new, non-profit housing units in Ontario for disadvantaged people.

Porter Place, a 23-bed emergency housing facility for men in need is now located in a rented home on Yonge St. in Newmarket.

It provides short-term housing and support to more than 1,700 York region men. The facility provides them with short term assist-

ance and an opportunity to help themselves overcome personal difficulties.

The proposed new Porter Place would be on agency-owned property north of Newmarket and is being designed by Smith & Milne Architects.

Preliminary drawings include 25-bed sleeping units and large common facilities for cooking, eating, laundry, recreation and administrative services.

Construction costs will likely total \$700,000. The new facility is expected to open its doors next fall.

Along the way, the agency has received encouragement and financial support from several

community groups.

York's Men's Support Services is open to queries about the program from interested residents. For more information call Paul Nelson of the Men's Support Services at 445-3600.

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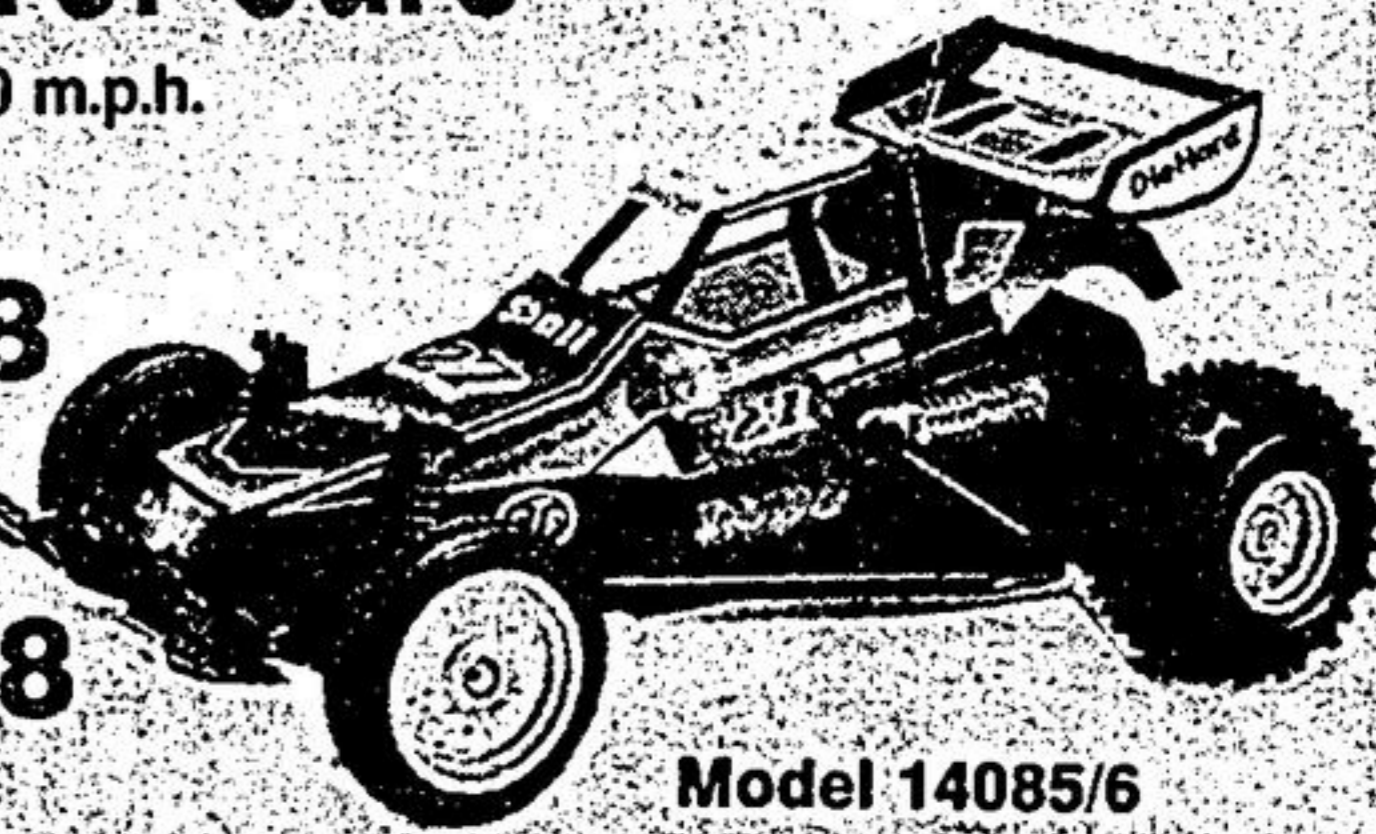
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320 Dreyer Dr. West, Ajax (Westney Road Extension) 428-TOYS