

Memphis Catholic
High School
61 North McLean
Blvd
Memphis, TN 38104

EDUCATION THAT WORKS



January 2007

MCHS Looks to Offer Career Days for Seniors.

Throughout the second semester, we would like to offer an opportunity for our sponsors to come and speak with our seniors. The purpose is to give the students an idea of what the sponsors do, what it takes to enter that field, what the pros and cons are, and what education the students will need in order to advance in that career.

Through these career engagements, students will be given an opportunity to learn more about different fields. They will learn the job description that goes with each title and the personality traits and skills best suited to their choice. In this way, they can make informed decisions as to what they might want to aspire to.

As we develop this new program, we will be contacting sponsors to determine if they are interested in coming and speaking to our students. The job lecture series will be held during the twenty minute advisor period so the students will not miss any academic classes. Any sponsor who would like to participate may contact the Education That Works office at (901) 276-1221.



SHAPING THE FUTURE BY DEVELOPING STRENGTHS NOW

As managers we are able to access information from books such as Marcus Buckingham's *Now, Discover Your Strengths*. But, if you had had an opportunity to realize what your strengths were while in high school, would you have taken it?

Education That Works provides an opportunity for sponsors to help their student workers recognize patterns of behavior and to help them use that information to shape their future. Working with students, we see how their strengths develop. How some strengths are matured and developed, while others are case aside as new ones emerge. As mentors, we have an opportunity to encourage that development.

Young adults do not always recognize the strengths that they already possess; and like many people, will only work on fixing deficiencies. We can encourage students to develop their natural strengths by providing opportunities for them to use that aptitude.

As we move into the second semester, we can remember that this is a golden opportunity for our students to learn more about themselves. By helping young adults recognize their strengths, we can help shape their future. We can help them recognize the special gifts that they possess and how this knowledge can be used

to lay out plans.

In addition, we can teach them that knowing their strengths is only part of the solution. They need to know how to take action on those strengths in order to maximize their potential in the job market and to learn what methods of management work best with their talents. If we can provide students with that type of information now, they will undoubtedly become the leaders of Memphis! And who better to coach our students, than those who have already succeeded.



Champions Continue Their Support

When we began the Education That Works Program, we had one thought in mind. We wanted this program to be based on long term relationships, not only between the school and the sponsor, but also between the students and their mentors. *Once again, our Champions have come through!* In early November we had our first sponsor renewal. David Wedaman's RE Transportation was followed

by AIMS Logistics, Southeastern Asset Management, and others. In addition, with continued support, we have several new companies that are looking to come on board for 2007-2008.

With the continued support of our Champions and Mid South businesses, we will reach our goal of growing to 400 students within the next five years.

Every day, we are bringing

corporate awareness to organizations who are as excited as we are about this program and what it means to

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the City of Memphis and its future. In addition, we continue to have many interested parents and students ask about this program and how their child can participate. Because of this interest, we want to grow the number of jobs from 25 to at least 35 for next school year.

We are definitely on our way

In

Remembrance



Maria Fernanda
Hernandez-Alvarez
October 30, 1988 –
December 6, 2006

*Maria, a patient at St. Jude's
Children's Hospital and a
Senior at Memphis Catholic,
passed away in early Decem-
ber. She will be missed by
her friends and classmates.*

- Give clear, definitive feedback to the students. Don't sugar coat the issues.
- Help them understand connections between their job and the organization and their job and their future.
- Ask the student workers questions to gauge understanding.
- Give them an opportunity to learn from their mistakes.
- Share the vision with others in the community.

Asking Questions Can Help Students Make Connections

How do we know when someone understands? Do they nod their head? How do you make sure that someone understands? When they do the project right? In business, we are always faced with the challenge of personal decisions and company goals. How do companies get the two to meet? Teachers are faced with a slightly different challenge. Their challenge is knowing when students have grasped the concept of the lesson. Is it when then they answer no to the inevitable question of "are there any questions?" Or is it when they can put two and two together? In the Education

That Works Program, the worlds of Education and Business are brought together and now they face the same challenge.

By asking questions, we can overcome any obstacles that the students may be facing. Just as if we were speaking with an employee, we need to get to the root of the problem by asking a series of questions. By asking how, we can break down a larger problem into smaller components. This strategy, developed by Socrates, guides the student to the conclusion that you want. Since most people are resistant to change, especially when it

comes to their own opinions, the questions will help the employee come to the conclusion on their own, therefore, making the change easier to accept.

At the same time, the questions that you ask can help connect the dots for the student as to the overall goal of the program, the organization or even their own future. With the help of teachers and mentors, students will see the opportunities that this program offers without anyone needing to push because they, themselves will have arrived at the conclusion that this program is vital to their future.



Making a Difference...

a Message from the Director

Over two years ago, the leadership of Memphis Catholic High School and the Diocese of Memphis faced the question of how to continue providing an education to students who generally come from lower to middle income families? At the same time, Mid South businesses faced their own dilemma. They were finding that employees with the talent and leadership qualities that they needed were of limited supply in Memphis. In order to help bridge this gap, Memphis Catholic, the Catholic Diocese and area businesses started working together.

In January 2006, the birth of Education That Works was announced. On August 21, 2006, the members of the school, the Diocese and the businesses held their breath as for the first time, the students went to work asking *would this program work?* We have gotten our answer to that question. Since that day in August, we have seen the students grow more confident and successful, and relationships have been forged between student and sponsor.

Our sponsors are making a difference in the lives of the students they encounter every day. They are teaching them to be accountable, responsible, and resolute. The result is that this year, 28 seniors will graduate with more focus and determination than ever before. They will take the lessons they have learned into college as they map out their future plans.

At the same time, sponsors are changing the landscape of Memphis. Although we started with 106 students, in five years, we want to have 400 students in the program. Companies will then be shaping the lives of 100 graduating seniors every year that will be the type of qualified, talented, educated, and motivated employees the city of Memphis needs.

As a sponsor, how can you make a difference? You can give clear, definitive feedback to the students. Don't sugar coat the issues. You can also help them understand connections between their job and the organization as well as their job and their future. Ask the student workers questions to gauge understanding. Give them an opportunity to learn from their mistakes. In addition, sponsors can share the vision with others in the community.

Every day we are seeing the results of this experience in the students. We see the smile on their faces when we tell them what a good job they have done. We see the look of determination to do better. And we see a maturity about them that wasn't there before. We look forward to "making a difference" in the lives of our students as we continue to work with our sponsors, students and the community in the coming years.

Ted Schreck



Sponsor Spotlight

Every one of our sponsors has a different reason for signing on to the program. Below is an interview with David Nelson, President and Ned Nelson, CEO of AIMS Logistics about why they chose to support Education That Works.

What does AIMS Logistics do?

We are a Global Freight Audit/Payment and Information Service Provider headquartered in Collierville, TN.

How did you hear about ETW?

We learned about the program through a former science teacher at Memphis Catholic High School and decided to submit our name as a potential charter company.

Why did you decide to become a Champion for ETW?

Ned and I both paid our own tuition through high school and college. We learned a valuable lesson from that experience and we are excited to be part of a program to help young students receive a quality private school education.

What does your company get out of having the students there?

In addition to filling an employment need in our workforce, the student employees set an example for employees in our office that might be under the misconception that today's youth is lazy and unmotivated.

What do the students do when they are at

work?

As a processor of freight invoices for Fortune 500 companies, we receive a high volume of mail through the USPS. Our students work among the Shared Service Group in AIMS' mail center where they initiate our process by opening, sorting and scanning incoming freight invoices.

What changes have you seen in the students from the beginning to the end of the first semester?

The biggest positive change we've noticed with our students is that they have become more comfortable with their surrounding and co-workers. They feel at ease in asking questions, and frequently volunteer to assist co-workers when time permits.

What are some positive aspects of the program?

The school and the business community are providing students with a positive opportunity, training and employment in environments that are not typically available to students. They experience the business world first hand and work with professionals.

What are some negative aspects of the program?

We have not experienced any negative aspects. The school does an excellent job monitoring the progress of the students. The students themselves are aware of the policies enforced by the program and behave accordingly.

Do you see opportunities for recruitment of future employees through this program?

Yes! AIMS considers this program as a "temp to perm" type program and looks forward to offering employment opportunities to students upon graduation.

The students surprised me in their ability to ...?

Dress and act professionally, and work side-by-side with professionals in the corporate world.

Do you see this program having a substantial impact on the future of Memphis?

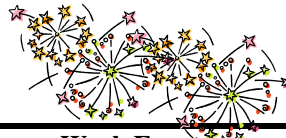
Yes, definitely! Education is a vital key to giving our youth some positive options. These opportunities for students will result in raising the quality of life for community residents, not to mention lower crime rates and a safer environment for families to flourish. Furthermore, when students "earn" their education, I think they value it more. I know I did.

Why should other companies get involved with this program?

This type of program is perfect for companies both large and small. It fulfills a business need for the employers, and it definitely answers to a need in the community. It is an extremely well-run program, and is supported by a competent and qualified staff. The program is extremely focused on a providing a brighter future for its participants; and the community, as a whole, reaps the benefits. We, as AIMS Logistics, are truly pleased to be part of such as positive program.



Upcoming Events



Date	School Event	Work Event
January 8, 2007	Report Cards Mailed	
January 15, 2007	Martin Luther King, Jr Birthday – School closed	Senior Work Day
February 15, 2007		Champion Reception
February 19, 2007	President's Day School Closed	Senior Work Day
March 6, 2007	Report Cards Mailed	
March 12, 2007 – March 16, 2007	Spring Break No Classes	Spring Break No Work
April 6, 2007 – April 9, 2007	Easter Break No Classes	Easter Break No Work
April 27, 2007	Junior/Senior Prom	

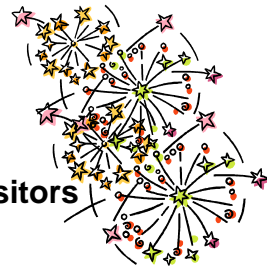
SAVE THE DATE! CHAMPION RECEPTION FEBRUARY 16, 2007 6 P.M. TO 8 P.M.

Education That Works held its first Champion Reception in November. Due to the response that we had, we will hold our second Reception on February 15, 2007.

This is a great opportunity for potential sponsors to come, see the school, and speak with those individuals who already work with the students. We have such an enthusiastic group of sponsors, and we want our potential sponsors to see why this program works. During our first reception, we were asked to do this again; and we have answered the request. We want to be able to share this program with individuals and organizations who want to be part of the changing face of Memphis.

Thank You to Our

Community of Champions



AIMS Logistics

**Memphis Convention and Visitors
Bureau**

Associated Catholic Charities

Methodist Hospital

AutoZone

Mid America Apartment Communities

Baptist Memorial Hospital

Morgan Keegan

Catholic Diocese of Memphis

Pathmark Transportation

Church Health Center

Pietrangelo Cook Law Firm

Comtrak

RE Transportation

Dress for Success

Realty Title

Federal Express

Regions Bank

First Mercantile

Saint Francis Hospital

First Tennessee

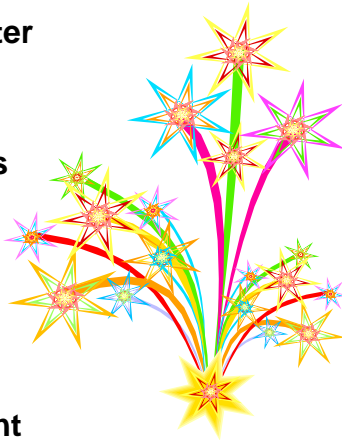
Shelby Systems

Junior Achievement

Southeastern Asset Management

Kemmons Wilson Family Foundation

Sun Trust Bank



*Please check us out at
www.memphiscatholic.org
for the latest information
and articles about
*Education That Works**



Wish List

The following wish list is in no particular order.
We will also take previously owned!

Color Printer
Leadership Library books
Graphics program
Digital Camera for Work Study
Portable DVD Player
Training materials for supplemental training
Training materials for computer programs
Work related posters