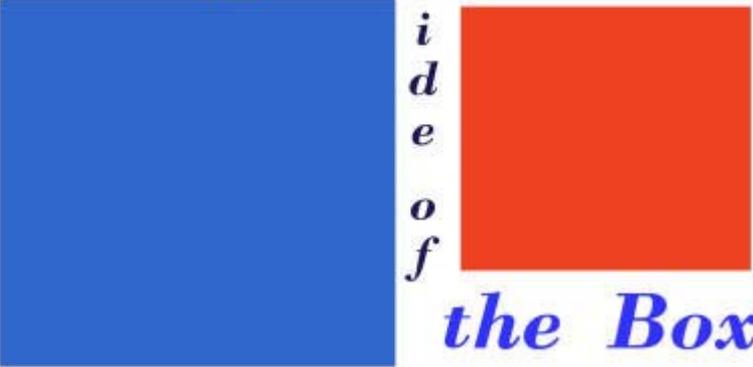
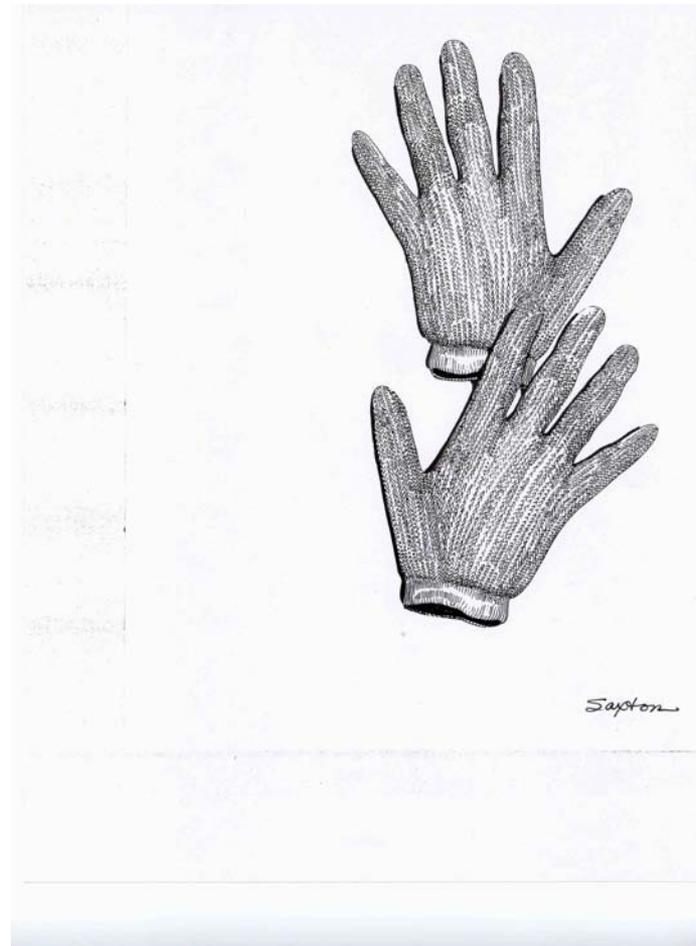


!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!THATCHER HOFFMAN SMITH AWARD WINNER!!!!!!!!!!!!!!!!!!!!!!!!!!!!

Thinking Out-

side
of
the Box

**ALWAYS MAKE A PAIR OF
GLOVES!!!**



CREATIVE THINKING AVENUES

- Make a Profit from Your Problem
- Make your Weakness a Strength
- Use Strength Against Itself
- Don't Change Tactics; Change Tools
- Think in a New Dimension
- Force Your Problem to Pay for Itself
- Know Your Audience

HOW CLEVER ARE YOU?

One legislative session Governor Huey Long demanded that the Louisiana Legislature pass an appropriation for a road he wanted. But the Legislature wanted to show Huey who was boss. They didn't like the way he was running the Louisiana government -- as if it was his private fiefdom. They were going to teach him a lesson he would not soon forget. He wanted a road? Fine. They'd give him the road. Half of it, anyway. Then he'd have to come back the next session and beg for the other half of the funding. So they funded 50% of the road. What they did not expect was for Huey to turn that problem into a profit for himself. How did Huey Long turn half-a-road into a profit?

HOW CLEVER ARE YOU?

Wyatt Earp, noted gunslinger and tireless self-promoter, could be a very clever man. Long after his gun fighting days he was hired by a bank in Los Angeles to do things the police could not or would not, like crossing the border into Mexico to apprehend bank robbers. One day he was called upon to help stop a run on the bank. There was a fear that the bank would go under and leave the depositors penniless. As the fear spread, more and more people showed up outside the bank until there was a large, unruly crowd on the sidewalk demanding their money. The crowd began to get ugly. What did Earp do?