



HAVE A BIG HEART

CAP College's vision is **to provide quality education to the most number of people** and Lilia Jose certainly did just that!

Lilia Jose was one of the Top Ten Area Managers-Nationwide in 2007. She is now a Candidate Regional Head-Trainee.

CRH-T Jose was a 1972 graduate of the University of Santo Tomas and taught after graduation. Later on, she worked for the military, being a widow of a military man. In 1993, someone from CAP College overheard that she works for the military and asked for help in presenting the Distance Education Program in that area. She resigned in 1994 to join CAP College.

As an Area Manager, she grabbed every opportunity to promote the program, talking to all classes of people (from taxi drivers to military people, to factory workers, to corporate offices managers). She used her experience with students and skills as a teacher to the fullest in prospecting for and bringing in enrollees. She shared the testimonials of students she had convinced to enroll as she went about her tasks. She developed a large circle of influence, worked on her referral system, presenting the DE program to large audiences and small, giving out brochures with her name and telephone numbers in it. Even so, she is selective in her prospecting as she would like to find more of those who would not just start but actually continue the program.

“You should have a big heart, this is a mission... There is nothing more gratifying than to see one life changed, one family made better through a college degree made possible through CAP College.” Mrs. Jose says. She is only sad that there is a large market out there that needs CAP College but workers are few. Her vision is to see CAP College grow through her Area Managers focusing on each of their assigned areas.

Her secret? “None that is unique,” she remarks. She just dedicates herself to her mission and takes on the comfort in her faith that her God would give her the wisdom and the strength to face every challenge there is as she goes about her days

QUALITIES OF SUCCESSFUL MANAGEMENT

as seen in the life of CRH-T Lilia Jose

- 1. Dependable**
She follows through.
- 2. Flexible**
Not afraid of new ideas, takes risks.
- 3. Communicative**
Speaks and writes clearly.
- 4. Forward Thinking**
Dreams big, innovative, asks questions.
- 5. Analytical**
Knows how to look at a problem, uses available resources to solve it creatively.
- 6. Curious**
Always interested to learn new concepts and skills.

DISABILITY, BUT NOT INABILITY

By Anna Carmela Aquino

Education is for everyone – rich or poor, physically fit or physically handicapped. Everyone has the right to dream and to achieve his or her goals in life. I'm a physically handicapped person. I'm a quadriplegic. I cannot walk nor move around on my own. I have to be in a wheelchair in order to go where I want to go.

After graduation from high school, I stopped school. I thought I would never be able to go to college. Then we heard of CAP College. My perception changed; my hopelessness was replaced with hopeful dreams – that despite my handicap I can finish a college degree.

Now I am on my second term, taking up AB Psychology. In less than two years, I'll be a successful psychologist. Thanks to CAP College for helping me achieve my dreams. I am proud to be a CAP College student.



RECOGNITIONS AND CELEBRATIONS

In appreciation and recognition of the extra effort exerted by its Sales Managers & Associates, Division IV honored the 2007 Top Producers during the Year-End General Sales Meeting last January 16th.

The afternoon event was made more festive by the celebration of the birthday of RH Dionisio B. Riola, Jr. who blew the candles on his surprise cake during the meeting. It was such a high time for everyone, indeed!



The Top Producers of Division IV

Top Advisors:

Abrian O. Mojica
Marcelo G. Pello
Genelyn C. Bañez

Top AMs:

Norlina S. Pello
Carlita O. Mojica
James S. Garcia

Top Region Heads:

Noel S. Sañez, Dionisio B. Riola, Jr., Belen O. Tiongson



It is Possible!

In our January 18 issue, we featured **Mr. Carlo H. Gatchalian** who was able to complete 1 subject in 4 days and another subject 7 days after. He finished 2 subjects in just eleven days!

Others think that this is not possible but aside from Carlo, here are some who might just prove them wrong:

Anna Carmela Aquino finished the 6 subjects of her 1st Term in 12 weeks. This means she finished 1 subject in 2 weeks!

Together with Carlo and Anna Carmela is **Jovany Ann Lee**, a full time Marketing Manager who finished 7 subjects in 2 months!

Congratulations!!!

Division IV
Number 1 in 2007

TOP 10 Managers of 2007

REGIONAL HEADS

1. Reyes, Emerito – Generic
2. Lopez, Erlinda – Div III
3. Sañez, Noel – Div IV
4. Gatdula, Majella - Generic
5. Mananguite, Zoraida – Div VII
6. Saren, Josephine - Generic
7. Riola, Dionisio – Div IV
8. Navales, Marilyn – Div IX
9. Tiongson, Belen – Div IV
10. Tuy, Arturo - Generic

AREA HEADS

1. Tabaldo, Josephine - Generic
2. Acosta, Lucila - Generic
3. Allado, Arnel – Div VII
4. Yu, Anthony - Generic
5. Gatdula, Omar - Generic
6. Pello, Norlina – Div IV
7. Ladio, Nena – Div X
8. Boo, Theresa Jean – Div VIII
9. Ricalde, Freya - Generic
10. Mojica, Carlita – Div IV

Raffle ng Bayan 2008

as of January 07, 2008

DIVISION	TICKETS
1. Divison I	403
2. Division II	302
3. Division III	1185
4. Division IV	1445
5. Division V	324
6. Division VI	251
7. Division VII	622
8. Division VIII	389
9. Division IX	746
10. Division X	580
11. Generic	4908