

upus and multiple sclerosis. The event is on Oct. 24 in New York and will bring together supporters from around the country.

Oki Data Americas provides printing equipment and products.

## Tucker Company joins P3 program

Jeffrey Tucker, CEO of Tucker Co. in Cherry Hill, has announced that the company has become a member of the Transportation Intermediaries Association's P3 Program.

Tucker Co. is a freight management brokerage firm. P3 is a program developed by the association for its member brokers and forwarders wishing to conduct business using common terms and conditions.

## SAVE THE DATE



## Program trains entrepreneurs

The Women's Business Development Center is sponsoring a training program for female entrepreneurs.

The 9-module program titled "FastTrac New Venture" runs from Oct. 17 to Nov. 14 from 9:30 a.m. to 4:30 p.m. at the Women's Business Development Center, 1315 Walnut St., Suite 1124, Philadelphia.

For more information, call (215) 790-9232.

reputation of the program you want to study, not the reputation of the school as a whole.

A good place to start is *The Peterson's Guide*, which lists every accredited graduate program in the country.

Next, research the faculty to find out what classes they teach, their alma maters and their specialties, he said. This will come in handy when writing the application essay, where the ability to discuss your interest in the program will have a better impact if you can cite specific goals and

accomplishments of the program and its faculty members.

## Recommendations

Establishing contacts with faculty is important when asking for letters of recommendation.

"The recommendation letter is the single most powerful item of the application," Asher said.

A good recommendation letter can turn an application in the "no" pile to the "yes" pile and vice versa.

Beginning freshman year, cultivate relation-

letters of recommendation," he said. "Instead, ask faculty members for counseling for graduate school planning."

These visits could lead a faculty member to feel comfortable enough to offer to write a letter.

## Essay

"No matter how difficult your life has been, don't write a 'whiner' essay," Asher said. "It should be upbeat, positive and about the future."

The essay is a good place to discuss how the faculty and program of the school

persive school, because they tend to give the full cost of attendance."

Apply for assistantships, fellowships or grants which can pay for tuition plus provide a living stipend.

No matter what, Asher said do not rule out a school just because you think you don't have a chance of getting accepted.

"Apply anyway even if your grades are not perfect. Don't self-select out."

Reach Katie Grasso at (856) 486-2478 or [kgrasso@courierpostonline.com](mailto:kgrasso@courierpostonline.com)

## COLUMN PREVIEW

### Writer's aversion to handshakes a touchy matter

Larry Ballard  
Workbytes



Workbytes has never been a big fan of handshakes.

So while I cannot deny the importance of palm-to-palm contact (or the binding power of the "no-trade-backs" clause) there's something about clasping hands with a complete stranger that can seem odd, if not clammy.

We turned to the micro-

Read the full column at [courierpostonline.com/news/workandsave](http://courierpostonline.com/news/workandsave)

biologists.

I refer to the American Society of Microbiology's new study that shows one-quarter of all men leave public restrooms without washing their hands.

## ABOUT US

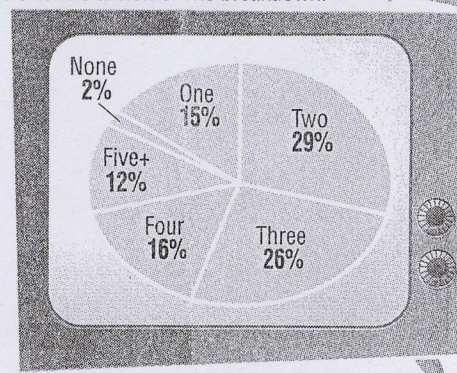
The 'Work & Save' page of the 'Courier-Post' strives to provide readers valuable, concise information to help them at home and at work. Our aim is to give you tidbits of information to help you work smarter, be more productive, reduce debt and keep more money in your pocket. **Katie Grasso** compiles Work & Save with assistance from staff and Gannett News Service reports.

For more tips and detailed information, go online to [courierpostonline.com/news/workandsave](http://courierpostonline.com/news/workandsave).



## Multi-TV households

Americans have an average of 2.8 working televisions at home. The breakdown:



Gannett News Service

Source: August 2005 phone survey of 1,005 adults ages 18 and over by Frank N. Magid Associates; margin of error is ±3.1 percentage points.

## TALK TO US

If you have a favorite dollar-stretching tip, saving strategy or productivity advice, contact us. Got a new job? A promotion? Let us know.

Send us your news and suggestions.

Contact Katie Grasso at (856) 486-2478 or via e-mail at [kgrasso@courierpostonline.com](mailto:kgrasso@courierpostonline.com) or by mail at Work & Save, Courier-Post Business News Department, P.O. Box 5300, Cherry Hill 08034.

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