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Open door

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GAIL N. BROWN

Born in Weiser, Idaho, Mr. Brown graduated from Brigham Young University with a B.S. degree. He served as a lieutenant in the U.S. Navy during World War II and entered public accounting in 1946. In addition to membership in professional societies, Mr. Brown is active in the Rochester Chamber of Commerce, Boy Scouts and the American Legion. He is the partner in charge of our Rochester Office.

THE OPEN DOOR



ONE OF THE HALLMARKS OF THE PROFESSIONAL MAN is his ability to participate actively in the many meetings with clients which he must attend. Often younger staff members who have performed technically competent and sound field work fail to gain the confidence and respect of a client because they have not handled themselves well in meetings with management.

As a professional man you will also be expected to participate in many other meetings of business, professional, community and church groups. Participation in such meetings can help you on the way to advancement. It makes you known to people of influence in all fields and gives you an opportunity to demonstrate your competence as a leader in your profession and community. This in turn increases your value both to the firm and to your community.

As a young accountant you should begin now to develop the ability to conduct meetings, to think on your feet and discuss controversial points objectively. The following are a few considerations in this development:

- Be prepared. Have your thoughts and ideas organized so they can be presented logically and forcefully.
- Be enthusiastic, but with this enthusiasm be sincere in your attitude and presentation.
- Be presentable. Appearance is important, not only in dress, but in posture.
- Be willing to listen courteously to the viewpoints of others even if you do not agree with their conclusions. On the other hand, have the courage to express what you think.
- Be natural, but this does not imply a lack of alertness or forcefulness.
- Above all, be a gentleman and radiate the aura of the professional man.

It has been said that a man's character is revealed by his speech. Make sure that your speech in your professional and everyday life reflects credit to you.

Gail N. Brown