

Surveys Tell Habits of Top Execs

IF YOU qualify as a "top executive," there is good news and bad news for you, based on results of recent surveys conducted for Robert Half International, the world's largest financial, accounting and data processing recruiters.

The good news is that:

- 9% of you spend over four weeks on vacation
- 63% of you manage three weeks vacation yearly
- 78% of you don't smoke

The bad news is that:

- You may be working as many as 15 months a year!

These findings were a result of surveys conducted by independent research organizations for Robert Half.

The "vacations" survey, for example, was initiated by Accountemps, a Robert Half subsidiary listed as the world's largest service for accounting, bookkeeping and data processing temporary personnel. In the survey, executives were asked, "How much vacation time do you take during the course of a year?" The average of 3.1 weeks was part of the statistics which show that 28% of the respondents said they took two weeks, while the 63% majority managed three weeks, and 9% say they spend over four weeks on vacation.

The "smoking" study was based on interviews with vice presidents and personnel directors of 100 of the nation's largest corporations. When asked, "Are you a smoker?", 78% said "No," while 22% said "Yes," to smoking. A follow-up question revealed that of the 78% non-smokers, 61% of that number had smoked in the past but apparently had kicked the habit.

"The trend away from smoking is accelerating," said Robert Half, the firm's president. "Today, only one out of five of the top corporate executives we surveyed is a smoker and there is every reason to believe that the number will continue to shrink."

The study also asked participants to estimate the percentages of smokers within their own companies. The results: while 14% of top management smokes, 19% of the middle managers are smokers and the percentage increases to 24% for staff personnel. Mr. Half notes "the smoking rate is 71% higher among staff personnel and 36% higher for middle managers. There appears to be some correlation between smoking and job success, with smokers darkening the career prospects as long as they insist on lighting up."

Mr. Half said a previous smoking survey revealed that when asked to

choose between two equally qualified job candidates, one a non-smoker and the other a smoker, top hiring decision-makers chose the non-smoker by a 15-1 ratio. "Clearly," says Mr. Half, "smoking can be hazardous to your wealth!"

The "long hours" survey shows that "life at the top may be appealing, but the hours are long, *very* long." This survey also was conducted among vice presidents and personnel directors of 100 of the 1,000 largest corporations. They were asked, "How many hours a week, including nights and weekends, do your company's top executives, middle management and staff personnel spend on company work at home?"

Mr. Half says the results are, "Top executives average 10.5 hours a week working at home, which adds up to thirteen 40-hour work weeks during the course of a year. In effect, they are adding three months a year to their already heavy workload."

According to the survey, middle managers spend an average of 6.9 hours a week, or 8.7 full work weeks a year doing company work at home, while staff personnel average three hours a week, or 3.8 weeks a year.

Mr. Half, whose most recent book, "Robert Half on Hiring," has just been published in a paperback

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Jay Nichols

edition by New American Library, notes, "It's always been accepted that it takes long hours of work to get to the top. What this study shows is that it may take even longer hours to stay there." □

Iowa News

The Iowa Bankers Association urges the attendance of ag lenders at the regulatory/legislative teleconference and FmHA meeting on June 18 at various locations in Iowa. Please refer to the article in the June 2 Newsletter or contact the IBA for more information.



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The Iowa School of Banking, sponsored by the IBA, will be held June 22-27 at the University of Iowa, Iowa City. Tuition is \$350 for IBA members and \$1,050 for non-members, which includes room, meals, casebook and materials. For more information, contact Joanne Gaudio at the IBA office in Des Moines.

INDIANOLA: The planned merger has been announced of P T & S Bancorp., a one bank holding company which owns People Trust & Savings Bank, with Iowa National Bankshares Corp., the parent holding company of The National Bank of Waterloo. Peoples Trust has offices in Indianola, Lacona, Martensdale and Milo. The merger is expected to be completed by the end of the year. In addition, James Davies, president of Peoples Trust, has announced he plans to retire in January, 1987.

IOWA FALLS: Don Henrich has been elected to the board of directors of the Iowa Falls State Bank. He is vice president and general manager for Prestressed Concrete Operations.

SIOUX CENTER: The Northwest Iowa Group of the National Association of Bank Women has elected the following members for their 1986-87 officers: president—Beverly J. Jensen, vice president and cashier of the First National Bank of Sioux Cen-

ter; vice president—Sharon Johnson, vice president and trust officer of the Holstein State Bank; secretary—Ann M. Schulz, assistant cashier of the Le Mars Savings Bank; treasurer—Deb Smith, assistant cashier of the First National Bank of Sioux City. The functional chair positions are membership—Jayne Perrett, vice president of the Holstein State Bank; awards and scholarships—Meryl L. Helmbrecht, auditor of the First National Bank of Sioux City; publicity—Mary C. Brockel, assistant cashier of the First National Bank of Le Mars; public affairs—Arlene Swendsen, cashier of the Commercial State Bank of Pocahontas; parliamentarian—Joyce Wagner, assistant cashier of the Security State Bank of Hartley, and Wilma Weeks, corresponding officer of the Security National Bank in Sioux City.

STANTON: James W. Grotenhuis, president of Security State Bank, has announced his family has agreed to sell controlling interest in the bank to a group of investors headed by Mike L. Keim of Omaha. Mr. Grotenhuis and Mr. Keim stated the bank's policies and staff will remain the same under the new ownership. The Board will be increased to include Mike Keim, Ivan Husa, Sara Thornton and Martin McCartner. Mr. Keim will become bank president and Mr. Husa will become executive vice president.

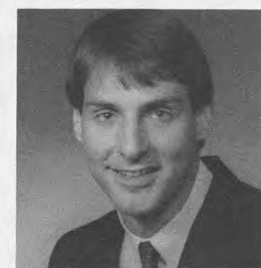
Wisconsin News

MADISON: The Wisconsin Bankers Association will honor 14 officers and directors of Wisconsin banks who have attained 50 years of service by initiating them into the "Fifty-Year Club" at the WBA convention June 16-18. Special recognition will be given to Leonard P. Eager, 91, who is president of Union Bank and Trust, Evansville, and has been a banker for 70 years.

It's easier to talk Iowa banking with people who live it — people like Steve Brewer and the correspondent staff at Bankers Trust.

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Nebraska News

The 1986 NBA Bank President's Golf Tournament will be June 12 at the Lochland Country Club in Hastings. Following coffee and rolls at 8:30 a.m., there will be a shotgun start at 9:00. The day will end with awards and a buffet dinner. The tournament is limited to the first 144 bankers registering with priority given to CEOs and/or presidents. The fee is \$65. Register through the NBA office.

* * *

The National Association of Bank Women, Mid Plains Group, will hold its June meeting at Ross' Steak House in Omaha on June 24 at 5:30 p.m. Guest speaker will be Stuart Miller, director of research, Nebraska Department of Economic Development. For reservations call Louise Bazemore at 348-6515.

ROSELAND: The Roseland State Bank was closed by the Nebraska Department of Banking and Finance on May 28. It was the third Nebraska bank to be closed this year. The bank's assets were acquired by Hastings State Bank, which reopened the bank as a branch office on May 29. The Roseland Bank had assets totalling \$11.1 million. Hastings State Bank will assume about \$10.1 million in 2,300 deposit accounts and agreed to pay the FDIC a purchase premium of \$239,000. It also will purchase certain of the failed bank's loans and other assets for \$7.5 million. The FDIC will advance \$2.4 million to the assuming bank and will retain assets of the failed bank with a book value of about \$3.6 million.

Minnesota News

MINNEAPOLIS: Two new executive vice presidents have been elected to the banking group of Norwest Corporation. They are Robert

C. Brown, president of Norwest Capital Markets, and Richard D. Schneider, recently appointed chief credit officer for the banking group. They have been with the Norwest organization since 1975 and 1964 respectively.

MINNEAPOLIS: Larry L. Gilb has been appointed managing director of First Bank System's North/Central Minnesota region. He presently serves as a division director of the Northern Minnesota region and president and CEO of First Bank Duluth. He will continue in the Duluth positions. Mr. Gilb succeeds James H. Claypool, who will retire on July 31.

PARK RAPIDS: Effective May 26, Northwoods Bank of Minnesota received approval from the Minnesota Department of Commerce to relocate its charter location from Dorset, Minn. to East Highway 34, Park Rapids. The bank has maintained an office at the Park Rapids location since 1983.

ST. PAUL: Michael E. Traeger and James W. Widen have been promoted to vice presidents by First Bank St. Paul. Mr. Traeger has been serving as assistant vice president of special loans commercial. Mr. Widen was assistant vice president of personal banking. In addition, Jack Hauser has been named head of the private capital division at First Bank St. Paul.

YOUNG AMERICA: Jerald Tiggehaar has been named vice president in charge of the commercial loan department at the State Bank of Young America. He formerly was president of the Norwest Bank, Slayton.

Illinois News

CHICAGO: Continental Illinois Corporation has announced the appointment of two vice presidents. Jacques Gliksberg, in the corporate and institutional banking—Midwest department, serves Chicago-based multinational corporations. Jean Robinson, in the corporate and institutional products department, counsels corporate customers in cash management. Both joined Continental Illinois in 1980, were named banking officers in 1982 and second vice presidents in 1984.

SKOKIE: First National Bank of Skokie has announced that Paul A. Hartmann has joined the staff as vice president in the commercial loan department. He previously held a similar position at the Aetna Bank in Chicago.

Montana News

Mrs. Neysha Humphreys, CPA, has been employed as executive vice president of MBA Services Inc. She has been employed for the past seven years by Anderson-ZurMuehlen Co. in Helena.

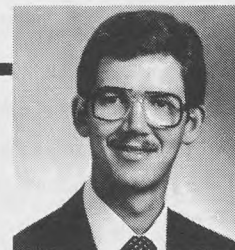
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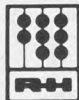
CONSUMER/RETAIL

3+ yrs installment and R/E lending in \$30-60m bank can put you in challenging growth pos. Long term direction into sr. mgmt in this city seat town. \$25K.

AG LENDER

Sr spot in recreational area offers 6K+ community & clean bank near 30K city. Cash flow exp, farm calls and loan anal exp. Must have 4+ yrs in ag bank handling \$5m+ portfolio. \$30K+.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS



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For Further Information
Call Paul Gentzkow



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