

Youngsters Learn How to Love Work

EXCLUSIVE TO THE SPOTLIGHT

By Dennis Blank

A no-nonsense program that teaches young people how to love work and earn money—the basic elements of the free enterprise system—has been put together by a Florida couple who spent 15 years teaching that philosophy to over 1,000 youngsters in a sailboat boarding school.

Moreover, Capt. George Stoll and his wife, Elizabeth, are now showing parents—through a mail-order newsletter plan—how they can teach their children about basic free enterprise techniques.

"There are two kinds of people—moochers or producers," Stoll said. "We're teaching them how to be producers."

Their simple, direct method shows youngsters how to either earn money for the things they want or go without those things.

The philosophy of the course goes back into American history.

Children growing up 75 years ago learned they were a "vital member of the family from the time they were old enough to carry a spoon," Mrs. Stoll said. Many learned at their mothers'

knees and in addition to a number of household tasks, they were also shown preservation skills.

FIRST-HAND LEARNING

"They grew up self-confident and self-assured because they knew from the beginning they were expected to grow up helping and supporting the family," she explained. "They learned first hand about working, money and expenditures."

"It's different today," she said. "How can children possibly feel they are needed today when they are given so much? Seldom are they expected to make their own decisions about their own things."

Stoll said the best way to teach children is by experience. "Start with the household chores and pay them a small amount of money," he explained. "When they go to the store to buy something, then they will know how much effort it took."

"It makes them proud of their accomplishments," he continued. "The dirtiest jobs are the ones you have tackled and the ones you feel the best about."

TO PRESERVE HERITAGE

The Stolls maintain that for children to learn how to be financially indepen-



Elizabeth and George Stoll teach youngsters the relationship between work and financial reward.

dent is not only important for their own self-esteem but vital in preserving a democratic national heritage.

Stoll maintains that the United States is in the "collapsing phase of Western traditional values."

Mrs. Stoll offers these tips to parents to help them get started:

- Children should be expected to work at home. From the age of two they should start with small chores like setting the table.

- Furnish children's rooms with the bare necessities. Let the child decorate his own room and encourage him to develop his own tastes.

- The father should take his children to his place of employment and explain what is happening. If the father owns his own business, the child should be expected to work in it once in a while.

- Show the children different places of businesses so that they can see the variety.

- When you go where there are large numbers of people such as a movie theater or restaurant, ask the child to figure how much the owner earns if all the seats are filled. Ask the child to count the number of people. Later, when he is older, ask him to figure out what it would cost a business owner to run the establishment. Children are learning math and rudiments of financial responsibility.

- Don't raise your children's goals for them. It wipes out their eagerness.

"Place the burden on the child to work to save his money," says Mrs. Stoll, who is also the mother of six children.

CHANGING GOALS

"When our own son was 12, he wanted a sailboat. We said, fine, now get busy and earn the money."

By the time he had enough money, he was more interested in flying, because his parents were involved with it at the time. "By the time he had saved up enough for a small airplane," Mrs. Stoll said, "that was old hat."

By then he wanted to go to Europe.

"Learn to listen when they set their goals," Mrs. Stoll said. "It's a wonderful thing to encourage in them."

Also included in the program are such things as filling out "help wanted" ads, making out job applications, learning the value of the family, the meaning of freedom, and financial responsibility.

The Stolls insist that it will take parents 18 hours a week to work with their children.

"We have noticed through the lessons of history that money unearned will destroy those individuals as well as those societies that inherit it," the Stolls say. "Failure to recognize this fact is setting the stage for the destruction of your children, and thus, by extension, the destruction of your own immortality." ●