

names in the industry for nationwide. Their story is a fascinating, personal endorsement of Case's network business dream. "Unlike our previous company, we now have absolutely no inventory, monthly quotas or penalties," stated Ruby Riedel, "How refreshing to be part of a genuine network company and to be free of all overhead, competition and no levels of unpaid production!" In place of these obstacles, Ruby says that IMD's now have "value with rewards," "We and all others are paid what we're worth without limitations, under an amazing income system that pays to infinity." She hastens to add that Nationwide's regular training program deserves accolades. "The intensive and effective support given to every IMD by people like Jack Hendryx and Lynda Davis keeps all of us going upward with our earnings. This training may be the very best in the network marketing industry."

Perhaps no higher praise for Nationwide has been given than the observation of internationally respected and widely read author Alfred Huang. A Maui, Hawaii resident and Nationwide IMD, Huang says he became an associate of Case's team not solely because of its proven earnings and savings, but particularly because the system "helps people to live a better life." "The true spirit and value of Nationwide is caring of people." Huang is a best-selling author whose next book, "The Century of the Dragon—Creating Your Success and Prosperity in the Next Century," is due for publication later this year. He is convinced that network marketing will soon be the mainstream solution for financial wellness.

"Nationwide," Huang says, "is the best network marketing [company] I have ever known." A native of China, who was imprisoned for 13 years after being wrongly convicted and sentenced as an American spy (his conviction was overturned), plans to write a book about Nationwide. "I want to tell people how to change their attitude and build their self-confidence by sharing the beauty of Nationwide, its philosophy, its system, its opportunity and its loving and caring of people."

#### INCOME TESTIMONIALS

Nationwide, according to Case, is a 100 percent debt-free company that parallels the American Dream of entrepreneurial success. "Just look at Jack Hendryx, says Case. "No man in America could, I believe, exceed his professional marketing ability and wonderful reputation for honesty." As a matter of fact, one of Hendryx's presentations, which he gives live in regional meetings, and is recorded on one of Nationwide's video programs, concludes with Hendryx' advice to everyone, "The Benefits Package will sell itself. All you have to do is tell the truth, the whole truth, and nothing but the truth. The rest is easy."

Case's expectations for 1999 and into the next millennium are high. "We turned the corner sometime back and this year and the next will see us explode with new sales. My projection is to have tens of thousands more IMD's on board, spread evenly throughout the geographical areas of America with resulting growth in sales of the Benefits Package." Case revealed that new benefits are scheduled to be added to the package soon, and as they are added, they will be placed retroactively into Benefits Packages already owned. "Remember, we are family and we share," says Case with his engaging smile and twinkling eyes.

Every great American business pioneer has said, in one way or another, that a company is measured by the accomplishments of its people. Perhaps no better measure of Nationwide's enviable position in America's network marketplace can be found than in

the successes of its IMDs. Many companies, for whatever reason, are reluctant to disclose individuals with verifiable earnings, but not Nationwide "We want people who are looking for the best earnings opportunity in America today to contact our folks and ask them questions," Case says. "They are going to hear revelations from our people whose lives have been transformed because of the Nationwide miracle. And, I might add, I am talking about genuinely impressive earnings."

Joyce Ross, along with her husband Marvin, is a Nationwide Regional Director in Malden, MO. She revealed an upward transformation in income during her first year with Nationwide. "For 26 years, we owned a combination barber and beauty shop in a lovely small town, but worked ourselves nearly to death with an accumulation of bills and not enough money for the work we were doing. Then came Nationwide," says Joyce. "It would have taken me ten years to earn as a hairdresser what I have earned with Nationwide in less than two years."

Similarly, Don Garrison of Lampe, MO discloses that he earned over \$300,000 in the first year. "This is the only way I want to live and work, as a free American citizen!" David Hervey mirrors Garrison's success by revealing that he, too, earned beyond \$300,000 during the past year as an associate of Team Nationwide. Hervey, it should be added, is a Nationwide Regional Director in Jackson, Miss. Lamar Adams, a Regional Director in Madison, Miss., earned over \$10,000, he says ". . . in just my first six months as a Nationwide IMD!"

Jack Hendryx, speaking from Nationwide's Atlanta head-quarters, confirms that there are "large numbers of similar testimonials that we are delighted to share with anyone, anytime, who has a genuine interest in bettering their lives and the lives of their families." Hendryx has an abundance of examples. "All of our Regional Directors have their own earnings success stories. Jack and Becky Hearrell, Fred and Betty Swindle, and Shelby Langston deserve special recognition, as does Bob and Judi Montgomery. The team is built upon the Regional Directors' Shoulders.

Case is inseparable from his wife, Carol. It is more than symbolic that he includes Carol in as many Nationwide activities as her time and schedule will permit. "Carol was instrumental in providing me with some of the central ideas that made Nationwide possible." Case says, "She, in an admirable way, has marketing and public relations talents that go well beyond what you might expect to find on Madison Avenue or even here on Peachtree Street in Atlanta. Plus, we believe in husbands and wives, along with their families, being the core of Team Nationwide."

The IMD Honor Roll of Nationwide bears out Case's "family" vision. The Regional Directors are almost invariably in husband and wife pairs. IMD's everywhere, pictured on his large conference room walls, are there with their respective husbands and wives and occasionally, other family members. Dick Loehr and his wife, Mary Lou are main stays in the Nationwide miracle; likewise, Jack and Heide Hendryx. "What a wonderful country this will continue to be if we have more businesses like Nationwide," says Case "where the preservation and betterment of the family unit is not only encouraged, but made possible through the miracle of financial freedom!"

Nationwide's story is the embodiment of the American dream. Case believes that Nationwide is just beginning its revolution in the network marketplace. During 1999 and well beyond, he is committed to making Nationwide the national exemplar of true financial freedom. He and his key team players

like Hendryx, Loehr and Davis are driven toward their goal of financial freedom for everyone who is willing to work for it. Every bit of evidence, out in the national field and within their own business data in Atlanta, indicates that they must be taken seriously.

Nationwide is on solid ground in the precarious mine field we call the marketplace. Leadership, from Bill Case on down through the chain of command, is top-notch. The determination to grow and expand, based upon time-honored business methods, is evidenced dramatically by its affiliation with Superior Bank. The respected financial institution provides consumer loans and mortgages as one of Nationwide's benefits. Standing on its own, this banking relationship is a network industry original but merits applause.

Case lives his dream everyday, only now it's real for others as well. His IMDs are earning handsomely through the Nationwide miracle because Case has blended the magic business ingredients of planning, managing, and training with honesty and integrity, and combined it with a valuable, unprecedented Benefits Package.

Case and his team are telling America that a dream becomes a reality through hard work. The road to financial freedom took some effort to locate, but they found it and have it available today. It's a very rewarding journey.●

#### TRIBUTE TO THE REVEREND MONSIGNOR R. DONALD KIERNAN

● Mr. COVERDELL. Mr. President, I rise today to pay tribute to an outstanding Georgian and a good friend, the Reverend Monsignor R. Donald Kiernan, of Dunwoody, who today celebrates his 50th Anniversary of service to the Church.

Monsignor Kiernan is a man of great warmth and humor, strong compassion for others, and deep devotion to God, the Church, and to his community. I have been privileged to work with Monsignor Kiernan as a member of the Selection Committee that assists me in choosing nominees for appointment to the United States military academies. His perception and judgment have been invaluable in making those always difficult selections. But that is only one example of the community service that has distinguished his career.

In 1962, Monsignor Kiernan was instrumental in founding the Georgia Association of Chiefs of Police, and served as that organization's director and chaplain for over twenty years. He has also served as a chaplain for the Georgia State Patrol, the Georgia Bureau of Investigation, the DeKalb County Police Department, the Atlanta office of the Bureau of Alcohol, Tobacco, and Firearms, the emergency medical technicians, and several other organizations. Three governors have recognized his dedication to the law enforcement community by appointing him to state commissions on crime.

He also plays leading roles as a member of the executive committee of the Atlanta Area Boy Scouts of America and on the Board of Directors of the United Service Organization.

The Monsignor's many civic activities have been an expression of his devoted service to the Church itself.

After graduating from Mount Saint Mary's Seminary in Emmitsburg, Maryland, he was ordained on May 4, 1949 by Richard Cardinal Cushing, Archbishop of Boston, at the Holy Cross Cathedral in Boston. He was assigned to serve as Assistant Rector at the Cathedral of St. John the Baptist in Savannah Georgia. He went on to serve as an assistant pastor and then pastor of nearly a dozen churches across the state of Georgia, currently serving All Saints Catholic Church in Dunwoody. In 1969 he was given the title Prelate of Honor (Reverend Monsignor) by Pope Paul VI. He was elevated to the highest rank of Monsignor by Pope John Paul I in 1979.

I could list many other honors and awards conferred upon Monsignor Kiernan, but perhaps his greatest achievement is in the many lives he has touched. By now he must be on the third generation of performing baptisms and marriages. His counsel, his example, and his leadership have been a comfort and an inspiration to many thousands of Georgians. His community service and his work raising money for the Church have benefitted many others.

Those of us fortunate enough to know Monsignor Kiernan are thankful that we do and so I am pleased, Mr. President, to congratulate Monsignor Kiernan on reaching this milestone and to thank him for his many years of outstanding service to our state, our nation, and to God.●

#### UPCOMING ELECTIONS IN INDONESIA AND THE FUTURE OF EAST TIMOR

● Mr. KERRY. Mr. President, there are two issues of critical importance to the future of Indonesia, the region, and the international community which has interest in securing a stable and democratic future for Southeast Asia: the upcoming elections in Indonesia and the political status of East Timor. If the June national elections in Indonesia are determined to be free, fair and transparent, the ballot for East Timor's political future has a much better chance of being conducted under the same conditions. The U.S. and the international community must make a strong effort now to ensure that these conditions are established and upheld.

For the first time in forty-five years, Indonesians have a chance to participate in a free and fair election and to establish a government with popular support and legitimacy. For the first time in twenty-four years, the Indonesian government is willing to consider an East Timor that is independent of Indonesian rule, pending the decision of the East Timorese, themselves. Indonesia, indeed, stands at a cross-roads.

We must be sure that the U.S. and the international community stands there with it to guide Indonesia down the correct path. The path that leads to democracy and free-market eco-

nomics growth. Not the one headed into chaos and economic downturn. It is clear that the stakes are high.

Indonesia boasts the fourth largest population, and is a crucial player in Asia, where American economic and political interests overlap. In 1996, the United States benefitted from some \$3 billion in exports to Indonesia and American firms had invested over \$5.1 billion in Indonesia's growing economy. The Asian financial crisis reversed this course of economic expansion, crippling Indonesia's economy and exposing the inherent weakness in Indonesia's political structure under the Suharto regime.

The resulting disintegration, which I saw first-hand during my trip to Indonesia in December, is overwhelming. Indonesia's GNP fell by fifteen percent in 1998, and is predicted to experience another decline this year. Unemployment stands at over 20 million, up from 8 million last May. Forty percent of Indonesia's 218 million people live below the poverty line. But, this is not the end of it.

Economic instability has exacerbated the already prevalent political and social tensions. Student protests, attacks on Chinese businessmen, conflicts between Ambonese Christians and Muslims, and paramilitary violence in East Timor is evident across the country. Separatist forces on Aceh, Irian Jaya and other islands in Indonesia's multi-ethnic archipelago are gaining sway as Timorese independence moves closer to reality. The Indonesian government must take strong and decisive steps now to reduce these tensions and build respect for the rule of law and human rights. This is necessary and crucial in order to create an atmosphere conducive to holding democratic elections and determining, peacefully, the future political status of East Timor.

I must, however, commend the actions that President Habibie has taken thus far to open the political process and set the stage for democratic elections in June. In February, 1999, he signed legislation that established guidelines and procedures for conducting national elections. Forty-eight parties are now registered to compete in the June election, as opposed to three in the Suharto era. The military's representation in the parliament has also been reduced. Seats will be allocated by proportional representation, rather than the winner take all strategy which favored the Golkar party.

I am pleased to cosponsor legislation introduced by Senator Robert TORRICELLI which supports these efforts of the Indonesian government to achieve a real and peaceful transition to democracy. This bill calls upon the government to make necessary preparations to ensure that free, fair and transparent national elections will occur in June and that there is a strong commitment to uphold the results of them. It also asks all parties involved in determining the status of East Timor to seek an equitable and

workable resolution to this issue. I have cosponsored similar legislation in the past which affirmed the right of the East Timorese to have a referendum on self-determination, encouraged the Indonesian government to protect human rights and fundamental freedoms and urged the Indonesian political leaders to implement political and economic reforms. I will continue to support such efforts in the future.

The reforms that the Indonesian government has implemented—however encouraging—do not on their own guarantee free and fair elections, nor do they help to reduce the tensions related to East Timor's political status. Violence has been on the rise. The world has witnessed increased hostilities in recent months among groups that have cultural and political interest in what the future shape of East Timor will be. The Indonesian government has a responsibility to resolve these tensions. I believe it can begin by abandoning its plan to employ civilian militias to combat violence and dismantling existing militias, whose abuses are already heightening the potential for violence. The government must help the military find means for handling violent outbursts effectively, without abuse.

Allegations of the Indonesian military's direct involvement in committing human rights abuses and perpetuating violence led me to support a restriction on U.S. arms sales and International Military Education and Training (IMET) aid to Indonesia which was initiated by Congress in 1993. I was, and still am, concerned that the Indonesian armed forces might use U.S. arms, military training, and financial assistance to commit human rights violations against innocent civilians. It remains necessary to keep these restrictions in place until it is clear that the Indonesian military is committed to upholding democratic principles.

I am encouraged that the leaders of the Indonesian military, the pro-Indonesia militias and the pro-Independence rebels signed a peace agreement on April 21, 1999 that calls for an end to the violence and a laying down of arms. It also establishes a Peace and Stability Commission which may help to determine the process by which full disarmament can occur and the political status of East Timor can be determined. These are significant steps forward and I believe lay the groundwork for real stability and peace.

Mr. President, it must not stop there, however. The Indonesian government—with the support and commitment of its military—must continue its dialogue with all competing factions, both those that support and those that oppose independence. Together, they must seek to resolve outstanding issues—such as disarmament and the question that will be asked on the ballot—in the most expeditious way possible. I am pleased that East Timor groups favoring independence from Indonesia have been included in recent