

TALKING POINTS FOR
SECRETARY ELIZABETH HANFORD DOLE
SAVINGS BOND KICK-OFF
APRIL 25, 1985

- * THANK YOU, JON, FOR SERVING AS MY VICE-CHAIRPERSON FOR THIS YEAR'S SAVINGS BOND DRIVE.
- * AND A SPECIAL THANKS TO YOU, ADMINISTRATION VICE CHAIRPERSONS AND COORDINATORS. I APPRECIATE YOUR WILLINGNESS AND THE TIME AND EFFORT YOU CONTRIBUTE TO ASSIST IN THE DEPARTMENT'S SAVINGS BOND CAMPAIGN. AS COORDINATORS YOU ARE THE KEY IN GETTING INFORMATION TO ALL OUR EMPLOYEES ON THE ADVANTAGES OF THE PAYROLL SAVING PLAN.
- * WE'RE OFTEN IN THE POSITION OF ASKING PEOPLE TO CONTRIBUTE TO A CHARITY OR A WORTHY CAUSE. IN SELLING SAVINGS BONDS WE'RE INVITING OUR EMPLOYEES TO DO SOMETHING FOR THEMSELVES -- AND "TO TAKE STOCK IN AMERICA" AT THE SAME TIME. THIS IS THE TYPE OF CAMPAIGN WHERE EVERYONE BENEFITS.

* OUR GOAL THIS YEAR IS TO HAVE AT LEAST 40 PERCENT PARTICIPATION BY ALL DOT EMPLOYEES. I KNOW THAT WE WILL DO OUR BEST TO MEET THAT GOAL AND HOPE THAT WE CAN EXCEED IT.

* AT THE END OF LAST YEAR'S CAMPAIGN WE HAD AN OVERALL PARTICIPATION OF 29 PERCENT. ALMOST ALL OF OUR ADMINISTRATIONS EXCEEDED THAT 29 PERCENT. AS A MATTER OF FACT, RSPA HAD 67 PERCENT PARTICIPATION. IF EACH ADMINISTRATION WOULD DO AS WELL AS THEY DID LAST YEAR AND INCREASE THEIR PARTICIPATION BY JUST A FEW PERCENTAGE POINTS WE COULD EASILY MEET OUR DEPARTMENT-WIDE GOAL. AND RSPA IS LEADING THE WAY AGAIN THIS YEAR, WITH 53 PERCENT PARTICIPATION AS WE BEGIN THIS NEW CAMPAIGN.

* I'M SURE THAT YOU WILL GET THE WORD OUT TO OUR EMPLOYEES THAT EVEN WITH ALL OF TODAY'S INVESTMENT OPPORTUNITIES, U.S. SAVINGS BONDS ARE VERY COMPETITIVE AND HOW EASY IT IS TO INVEST IN THEM BY SIGNING UP FOR THE PAYROLL SAVINGS PLAN.

* WITH YOUR HELP, I'M CONFIDENT THAT WE WILL SUCCEED IN REACHING OUR GOAL.

* THANK YOU ALL VERY MUCH.

#