

# YOUR SHAREHOLDERS



Today's insurance needs are more complex, the risks high. Let Frank B. Hall Company of Alaska help build your corporation with the spirit and strength of Total Risk Management - Continuous Insurance Programming with Current Insurance Analysis, Hazard Control, Self Insurance Risk Retention, Employer Benefit Consultation - The Total Coverage you need today for a strong corporation tomorrow.



**Frank B. Hall & Co.  
of Alaska**

510 "L" St., Suite 200 Anchorage, Alaska 99501/274-2662  
530 Fourth Avenue Fairbanks, Alaska 99707/452-5161

## Employers: training a new employee is costly.



Tom Clampller, kitchen steward, Sheffield House, Kodiak

### Consider on-the-job training

Most new employees need several months on the job before they become fully productive. We offer this incentive to hire our applicants. We will reimburse a business for its unusual training costs-up to half the person's wages for about six months-while it trains the new employee.

- You receive cash reimbursement.
- We recruit and pre-screen applicants.
- You hire the person of your choice.
- You design and do the training.
- We handle the paperwork.

### Other businesses have used O.J.T. successfully:

"You can train people right from your area, make good hands out of them and teach them the trade. You no longer have to pay the guys' room and board. And when the season comes next year, they'll be right back working again. O.J.T. has given me a local labor force that I can use. It saved me money in finding some good people."

(Charlie Randall) Owner  
C. & C. Framing, Iliamna

"Because of the cash flow situation of just starting business, I could not afford to pay the going rate for a secretary. And I did not need a full time secretary. O.J.T. gave me the ability to hire someone at a rate I could pay, and I was not paying for the time it took to train the person. We came out exactly equal-as if I had hired a person half-time."

(Karen Kirby, Bethel)  
Attorney at Private Practice

**On-the job training: it's good business  
Please contact me with more information**

Name/title \_\_\_\_\_  
business \_\_\_\_\_  
address \_\_\_\_\_  
phone \_\_\_\_\_

### The Alaska Private Industry Council



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**O.J.T.-- at half the cost it's good for business**