

Confidence Makes Gain For Black Women In Leasing

By GILLIE Y. HAYNES

People often fail in business, not mainly because of the obstacles which accompany success but because of self doubt.

Self doubt will not be a deterrent for Patricia Thompson, owner of the Northwestern Vehicle Leasing Company of Seattle.

Around March of 1981, Pat Thompson noticed an advertisement for the Northwestern Vehicle Leasing Company of Charlotte, North Carolina, listed among the many Black-owned and operated businesses in **Black Enterprise Magazine**.

Thompson, who felt there had previously been a need for a company of this sort in Seattle, saw no harm in asking, so she telephoned the owner of the Northwestern Vehicle Leasing Company in Charlotte, Omar Leatherman, and expressed a sincere desire to open a branch of his company in Seattle.

Thompson, a longtime Seattle resident, felt she had something to offer, "I felt I could give the company a lot more exposure in terms of advertising," she stated.

Leatherman, impressed with her honest approach, granted Thompson the opportunity to go into business for herself.

The Northwestern Vehicle Leasing Company leases foreign and domestic vehicles including trucks and commercial equipment. A warranty program and insurance are also available.

Thompson, who needed no up front cash, had the responsibility of leasing her own office and taking care of other expenses related to the Seattle company.

A strong advocate of women in business, Thompson stated, "Most people are not comfortable with women in



Pictured above are Pat Thompson and Kathy Smith at the Northwestern Vehicle Leasing Company at 1139-34th Avenue, Suite C.

It's more than a good living. It's a good life.

"Do I have to give up my lifestyle? My car? The way I dress? My social life?" These are questions a lot of young people ask before joining the Coast Guard.

We'll lay it on the line. We don't want you to give up your lifestyle. But for the first nine weeks of basic training, it's essential that you make a few sacrifices in your way of living to learn about ours.

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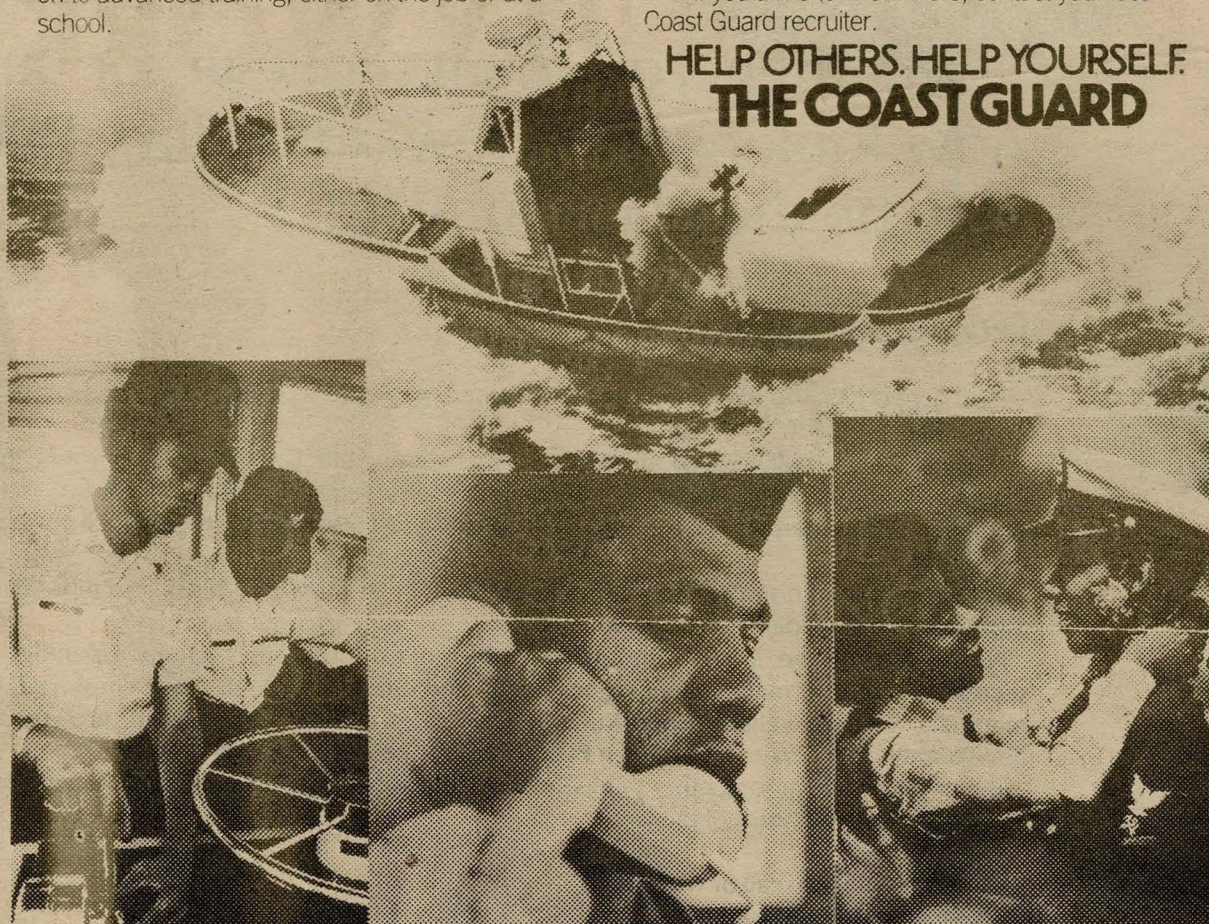
But when your job is done and you're off-duty, you're on your own. You can wear your own clothes, have your own car, keep up with your social life.

Good pay and good benefits.

You'll have money, too. Over \$500 a month right after basic training. We either provide housing and meals, or provide you with an allowance for these. Uniforms, medical and dental care are free. Advancement with more pay can come fast in the Coast Guard. We fight pollution, enforce the law on the sea and save lives. Those are some of the important jobs you'll be doing.

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auto leasing. We either haven't been given the opportunity or we're afraid to take the chance."

She strongly advises minorities that the opportunities are there and they should make the best of them.

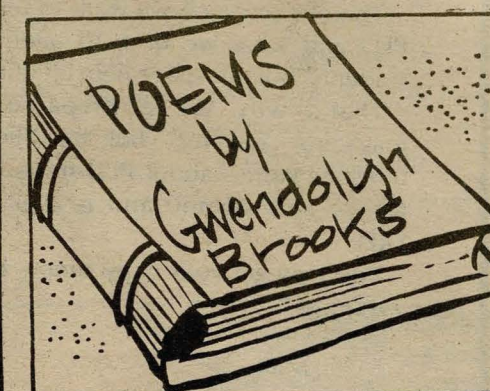
Thompson graduated from Franklin High School and attended the University of Washington. Her main goal was to study architecture but she became discouraged when she realized she would have to wait until her junior year to really get into her major.

She then entered a Teller Training program and began working at Seattle First National Bank. She also worked for Continental and Kemper Insurance Agencies.

"I always knew I was not destined to work for someone else for 20 years," stated Thompson. "And I received more education on the various jobs I've held than in school. I'm able to use the knowledge I acquired on those jobs to help me now," she continued.

Kathy Smith, a representative of the company for the Western Division, works along side Thompson in public relations and advertising.

Thompson recommends that young people keep their minds on things that are productive and always have faith and confidence in oneself. For Pat Thompson, all it took was faith and a phone call.



The first Black to win a Pulitzer prize for poetry was Gwendolyn Brooks in 1950.