

AC

Around the world
Colombia

Good advice from
Junko Shimizu

Toolbox
5 mistakes
salespeople make

Mirror, mirror
Consistency

PLUS: Words from AIU • Facts on Teleworking
My motivation • Working at home • Global Village

MAGAZINE FOR ADMISSIONS COUNSELORS
ATLANTIC INTERNATIONAL UNIVERSITY
02 • NOVEMBER 2013

Women selling fruit in Cartagena, Colombia.
Image: thezeroboss.com



MY MOTIVATION



Scarlett Heredia
AC / Spanish and English

I am Mexican, and I've just left my country because I got married to a wonderful man that lives in France. My chances for finding a job here were scarce, because I'm still learning french. That's why I'm grateful for the opportunity of being part of AIU. I started my new life having a job and even with the money I earned after my first week as AC.

Day by day, my great motivation is being able to live with the one I love, as a productive person. Also, the system I get paid by is really convenient. I control my schedule, which lets me spend plenty of time with my kids. I belong to a latin team and by talking to them everyday, I feel connected to my country, despite the distance. I have my own special Mexican space. What else could I ask for?

WORDS FROM AIU

Online jobs

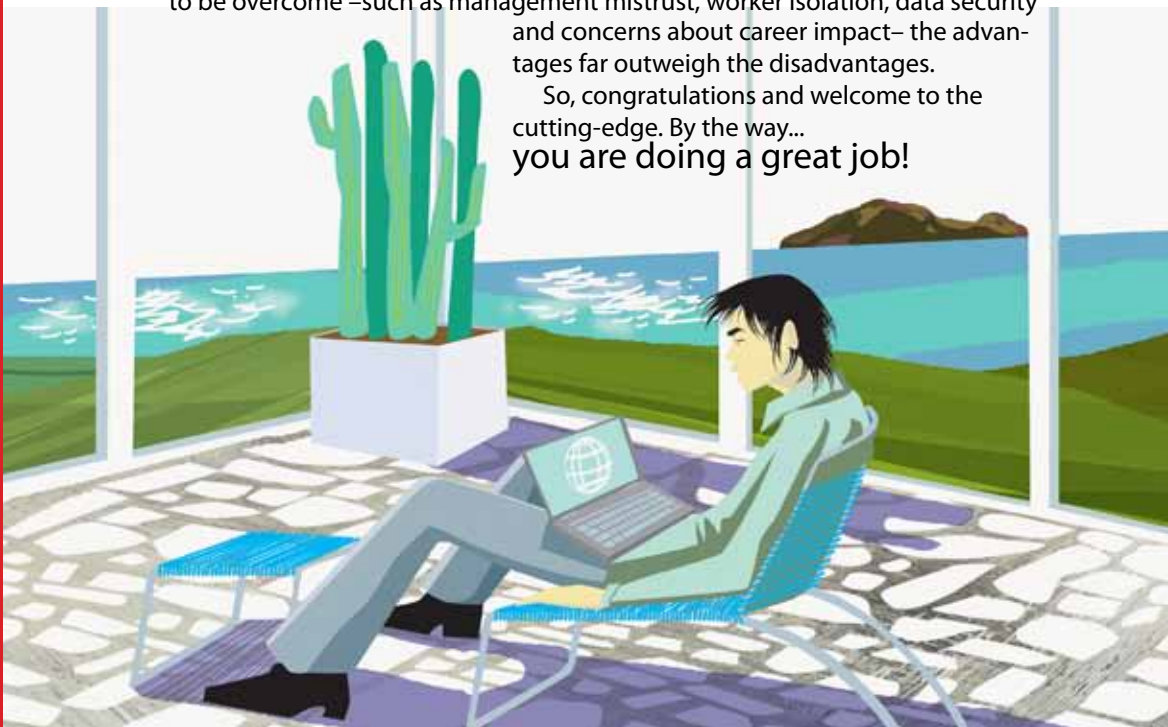
Have you ever considered how important telecommuting is? The most amazing transformation all over the world is happening quietly, is happening here and, believe it or not, you are a key element in this revolution.

Nowadays, only in USA, almost 6 million people are working from home. This is still a small percentage (almost 3%) but this workforce is generating a great change. Strong telecommuting programs increase GNP, reduce the national debt, Gulf oil dependence, and they even help to reduce traffic jams.

Each online distance job provides new employment opportunities for at-home caregivers, the disabled, the un-employed and the under-employed. It may improve family life and emancipate latchkey kids. It would even reduce global warming and it is saving companies and individuals billions of dollars.

Even though we recognize that there are some very real inhibitors that need to be overcome –such as management mistrust, worker isolation, data security and concerns about career impact– the advantages far outweigh the disadvantages.

So, congratulations and welcome to the cutting-edge. By the way...
you are doing a great job!



DIRECTORY

AC Magazine for Admissions
Counselors. Atlantic
International University.
Year 1, No. 2. November 2013.

Dr. Franklin Valcin
PRESIDENT / ACADEMIC DEAN

Dr. José Mercado
CHIEF EXECUTIVE OFFICER

Dr. Ricardo González
PROVOST

Ricardo González
CHIEF OPERATION OFFICER

Jaime Rotlewicz
DEAN OF ADMISSIONS

FACTS on teleworking

1. Half-time telecommuting could reduce carbon emissions by over 51 million metric tons a year. Additional carbon footprint savings will come from reduced office energy, roadway repairs, urban heating, office construction, business travel and paper consumption.

2. Studies and empirical evidence show productivity increases of 15% - 55% by distance working.

3. People are sick of the rat race and desperate to find a balance between work and life.

- 79% want to work from home.
- 36% would choose it over a pay raise.
- 37% would take a pay cut of 10% if they could work from home.

MAILBOX

From: Luisa Villar Aceves

Subject: liked magazine

I love this new idea. Resources for admissions in different countries are really useful.

Personally, I found the article about victimization (Poor me) very illustrating. Sometimes it's easier to blame people or circumstances instead of facing our own actions.

Share your ideas and opinions!
roberto@aiu.edu

Making the most of the limited time



Junko Shimizu
Team leader AC

I was born in Hyogo, Japan and I lived there until I was 18. I studied at a university in the state of Texas, USA. 5 years later I got a job in Cancun, Mexico, where I live since then. I met my husband here and now we have two daughters.

How long have you been working at AIU and why did you take this job?

I have been working here for 3 and a half years so far. I've always wanted a rewarding career like this, so I'm happily doing my best here. The most important thing for me is that I can work while I take care of my children, and I also love having a flexible schedule.

In your opinion, what is the biggest obstacle that faces an Admissions Counselor?

That would be the challenging conditions of many of the prospects, I mean their financial situation. People around the world want to study, but sadly, many of them don't have the means.

What is your strategy to solve this problem?

We can only keep contacting prospects with great attitude and giving them the best service, which includes sharing every piece of information they need. In my experience that usually helps them to do more than what they initially thought they could.

Some prospects can get many registrations and others are struggling to get even one. What is the difference in the way they work?

I believe the difference lies in consistency and productivity. There are many students who you can actually talk to, but if you don't handle properly each interview, either you will miss them on the phone, or you will run out of time to call everyone in your list. Develop your own personal method and stick to it. You'll be able to improve it day by day and thus acquire experience.

What does an AC need to do in order to have good results?

We all need to have a clear goal of what we want to achieve –a specific income or a certain amount of registrations– and keep on working until we reach it.

How do you motivate yourself and your team to achieve your goals?

I always have plans for traveling, and I guess that's my best motivation. About my team, I ask them to clearly visualize what they can do with the specific amount of money they want to earn. Maybe take some vacations or buy a new car, whatever they need or want.

Would you like to share any "trick" or strategy with other ACs?

I like the organized and efficient side of myself because it helps me make the most of the limited time. So I think being competent –which means functioning with the least waste of effort– is the most important element in this job. I also try to really focus during the working hours everyday, but afterwards I disconnect completely to relax and enjoy life with my family.

PHONE BOOTH

Stay connected! If you're having trouble, try these options.

DO

1. Try connecting to a different server. Sometimes server is full, so you can switch to another less used.

Add the requested information

USING MOBILE DEVICES

a) <https://xsp.isncom.net/bc/mobile>

b) <https://xsp1.isncom.net/bc/mobile>

or c) <https://xsp2.isncom.net/bc/mobile>

USING YOUR PC

a) <https://xsp.isncom.net/bc/pc>

b) <https://xsp1.isncom.net/bc/pc>

or c) <https://xsp2.isncom.net/bc/pc>

2. Restart your computer, after restarting your modem.

3. Wait 5 - 10 minutes.

If problems persist, contact Jimmy Rivera, **Skype:** jimmy.aiu
e-mail: jimmy@aiu.edu

4. Contact directly IPFone, the company that holds Broadsoft
VIP Support e-mail:

vip_support@ipfone.com

Always provide an alternate telephone number to be contacted immediately.

DO NOT

1. Use this problem as an excuse for not working.

2. Wait for someone else to solve YOUR problems.

¿WHERE IN THE WORLD IS JAIME ROTLEWICZ?



Image: thelongestwayhome.zenfolio.com

1. Jaime climbed Mount Kinabalu. This mountain is quite unlike any other on earth, culminating in a crown of wild granite spires.

2. He was having dinner at the Night Market in Kota Kinabalu, a really big hawker center, where you can surely eat your way.

3. He found out that this country got its independence on February 20th, 1956. Tunku Abdul Rahman became Prime Minister the same year.

4. He could visit the largest cave chamber in the world –the Sarawak Chamber– in Gunung Mulu National Park, which can easily accommodate a Boeing 747-200.

5. He saw the largest undivided leaf, *Alocasia macrorrhiza*, at Sabah. It was 9.91 ft long and 6.3 ft wide.

6. Someone told him that the people of this country have the largest number of friends on Facebook, with an average of 233.

7. Jaime was at Tasik Chini investigating the truth about this country's Monster-of-Loch-Ness, a dragon called the Naga Seri Gumum.

8. He visited all 878 islands in this country alone.

9. Jaime Rotlewicz was seen in Kuala Lumpur, on the 88th floor of the Petronas Towers, the world's tallest buildings from 1998-2004, designed by Cesar Pelli & Associates.

Find out where Jaime is on page 11.

MUST KNOW

Time Zones

Most of the time zones on land are offset from Coordinated Universal Time (UTC) by a whole number of hours (UTC-12 to UTC+14), but a few are offset by 30 or 45 minutes.

Before 1972, all time zones were specified as an offset from Greenwich Mean Time (GMT), which was the mean solar time at the meridian passing through the Royal Observatory in Greenwich, London. Since 1972 all official time services have broadcast radio time signals synchronized to UTC, a form of atomic time that includes leap seconds to keep it within 0.9 seconds of this former GMT, now called UT1. Many countries now legally define their standard time relative to UTC, although some still legally refer to GMT, including the United Kingdom itself. UTC, also called Zulu time, is used everywhere on Earth by astronomers and others who need to state the time of an event unambiguously.

Before you plan your phone calls for the day, take a look at a chart or a map to decide the better moment.

At www.timeanddate.com you can create your own personal World Clock.

5 mistakes salespeople make

From the article written by Bill Gallagher Ph. D. for gmarketing.com based on Brian Azar's book, "The 10 Most Common Mistakes Salespeople Make" in Master Salesmanship, September, 1991.

1 Presume the prospect's need

"I know exactly what you need," is probably the dumbest thing to ever say or even think.

Two motives –looking good and feeling good– lie at the heart of nearly every buying decision. The person wants to feel good through overcoming some pain, real or imagined. Make sure you thoroughly understand your prospect's basic pain, the one that your product or service will solve.

2 Chat and make friends, building rapport for hours

Making friends is great, but it doesn't necessarily make sales. So, what's the answer? Find one thing, ONE thing, in common. Talk about it for TWO minutes then move on to your client's needs, budget, and buying authority. This is not a social call. As a salesperson, be friendly, don't make friends.

3 Answer unasked questions, especially objections

"Uh, you're probably wondering why our prices are so high. Well, in fact, they're not really that high, they're..." Got it? Don't do this. Don't 'know' what they've maybe heard. Should a customer raise an objection, don't answer it. It probably isn't a question anyway. Ask why they raised the objection. Assume that prospects know nothing about you, your products or your organization and don't tell them until they ask.

4 Don't understand or properly relate to the client's unique personality

Each one of us is unique and special. We all want to think that we got a bargain, that we got special treatment. We all operate from different levels of immaturity all day long. Knowing this is an advantage to you,

an edge. About 30 to 40 percent of us are overgrown two-year-olds! We're all mostly acting like selfish egomaniacs, complaining that the world won't devote itself to making us happy. We're looking out for Number One.

Everyone's a Number One. Let us know that you understand that we are.

- a. Make us, your customers, as happy and comfortable as you possibly can.
- b. Ask questions and listen more attentively.
- c. Say "That's interesting," "Tell me more," "How did that feel?" and "You're right" a lot.
- d. When we ask about you, let us know that you and your firm are absolutely "Number One."
- e. Be prepared. Make each sale unique, give each person something special, a unique discount or add-on.

5 Try to control and manipulate the sale

We all like to shop and buy stuff, some of us even like to sell, but we all hate to be sold. We all say "No thank you, I'm just looking" when the sales person says, "Can I help you?" Why? Because we don't want to be controlled. So, stop selling.

Start listening to what your prospects want with respect to your product or service. Find out what they really need.

Does your product match or fulfill that need? If not, be willing to leave. You'll never be invited to do so. Let the

customer's needs and priorities govern the call.

Concerning the match between your product and your customer's wants, needs and budget; when you admit to any negative, the customer will come up with a positive, and you'll look great.

Everyone knows when they're being controlled or manipulated and we resist it. Don't do it. By actively inviting your customer to be 'in control,' you are really in more control; because you're the one who's giving it out!

Colombia



Capital: Bogota, D.C.
Location: Northwestern South America
Extension: 440,831 sq mi
Population: 47,072,915
Official Language: Spanish
Currency: Colombian Peso
Religion: Christianity
Climate: Tropical along coast and eastern plains, cooler in highlands
Administrative Divisions: 32 departments, one capital district, municipalities and corregimientos.
Government: Unitary presidential constitutional republic



The Caño Cristales or "River of five colors", is considered the most beautiful river in the world.



Archipiélago de San Andrés, Providencia and Santa Catalina

Geography. Colombia is characterized by six main natural regions: the Andes mountain range, the Pacific coastal, the Caribbean coastal, the Llanos (plains) and the Amazon Rainforest. Part of the Ring of Fire, this is a country subject to earthquakes and volcanic eruptions. There are three branches known as cordilleras (mountain ranges): Occidental, Central and Oriental. East of the Andes lies the savanna of the Llanos, part of the Orinoco River basin, and, in the far south east, the jungle of the Amazon rainforest. The main rivers of Colombia are Magdalena, Cauca, Guaviare, and Caquetá.

Colombia is the second most biodiverse country in the world, lagging only after Brazil. In tierra caliente (hot land), temperatures vary between 75 and 100 °F. The most productive land can be found in tierra templada (temperate land), which provide the best conditions for coffee growers.

In tierra fría (cold land), where wheat and potatoes dominate, temperatures range between 50 and 66 °F. Beyond tierra fría lie the alpine conditions of zona forestada (forested zone) and then the treeless grasslands of the páramos. Above 14,764 ft, where temperatures are below freezing, is the tierra helada, a zone of permanent snow and ice.



About 10% of the species of the Earth live in Colombia

Social aspect. Colombia, ranked third in the world in the Happy Planet Index, is the third most populous country in Latin America. 49% of its population is Mestizo or of mixed European and Amerindian ancestry. Approximately 37% is of European ancestry (predominantly Spanish). About 10.6% is of African ancestry and 3.4% are Indigenous Amerindians. Some Caribbean cities have large populations of Palestinian, Lebanese, Sephardi Jews and Romanies. There are also Chinese and Japanese communities.

Brief History. Originally inhabited by various tribes, the two main civilizations that formed were the Tairona and the Muisca peoples. These were fairly developed societies.

The first Europeans to arrive were the Spaniards. In 1813 Colombia declared independence from Spain. In 1819 the Republic of Greater Colombia was formed. Military hero Simon Bolivar was the first president. The country has experienced two major civil wars. The first from 1899 to 1903 and the second from 1946 to 1957.



Health. The life expectancy is 74.79 years and infant mortality is 15.92 per thousand. Health tourism sector is an important activity in Colombia. Cities like Bogotá, Cali, and Medellín are the most visited to perform cosmetic surgery and dental treatment for their high quality. According to 'América Economía', 16 of the best 40 hospitals in Latin America are located in Colombia.

Education. 93.4% of Colombians can read and write. Basic education (nine years) is compulsory by law. Higher education includes undergraduate professional studies, technical, technological and intermediate professional education, and post-graduate studies. Once graduated from the university, people are granted a diploma and licensed (if required) to practice what they have chosen. For some professional degree programs, students are required to take the Saber-Pro test, formerly known as ECAES, in their final year of undergraduate academic education.

NATIONAL HOLIDAYS

DATE	HOLIDAY	NAME IN SPANISH
January 1	New Year's Day	Año Nuevo
January 6*	Epiphany	Día de los Reyes Magos
March 19*	Saint Joseph's Day	Día de San José
May 1	Labor Day	Primero de Mayo
June 29*	Saint Peter and Saint Paul	San Pedro y San Pablo
July 20	Independence Day	Día de la Independencia
August 7	Battle of Boyacá	Batalla de Boyacá
August 15*	Assumption of Mary	La Asunción
October 12*	Columbus Day	Día de la Raza
November 1*	All Saints' Day	Día de todos los Santos
November 11*	Independence of Cartagena	Independencia de Cartagena
December 8	Immaculate Conception	La Inmaculada Concepción
December 25	Christmas Day	Navidad

Also: Maundy Thursday, Good Friday, Ascension of Jesus, Corpus Christi, Sacred Heart according to the Christian calendar, which changes every year. In Barranquilla, Monday and Tuesday of Mardi Grass (Carnaval).

* Movable holiday: If not on a Monday, observed the following Monday.



Culture. During the boom in Latin American literature, successful writers emerged, led by Nobel laureate Gabriel García Márquez and his magnum opus, 'One Hundred Years of Solitude'.

Fernando Botero and Omar Rayo are probably the most widely known Colombian artists in the international scene.

Colombian music reflects a wealth of musical influences that have given birth to a dynamic musical environment. Some of the most popular genres in Colombian music are cumbia, vallenato, joropo, salsa, bambuco, rock, pop and the classical music.

Shakira and Juanes are well known internationally Colombian musicians.

Sports. Even though Tejo is Colombia's national sport, football is the most popular. Colombia was the champion of the 2001 Copa América.

This country is a mecca for roller skaters. Baseball is popular, and Edgar Rentería was champion of the World Series in 1997 and 2010. Boxing has produced several world champions for Colombia. At the 2013 Tour de France, Quintana won the Young Riders Jersey and the King of the Mountains competition. Mariana Pajón won a gold medal in BMX at the 2012 Summer Olympics. Pablo Montoya has won 7 Formula One events including the Monaco Grand Prix. Colombia has a long tradition in weightlifting.

Economy. According to International Monetary Fund estimates, in 2012 Colombia's GDP (PPP) was US\$500 billion (28th in the world and third in South America).

This country is rich in natural resources, and its main exports include petroleum, coal, gold, nickel, coffee, sugarcane, and other agricultural products, processed fish products, textiles, clothing and footwear, chemicals, beverages, cement, plastics, ferro-alloys and motor vehicles, among others. Colombia is also known as the

world's leading source of emeralds, while over 70% of cut flowers imported by the United States are Colombian.

The electricity production in Colombia comes mainly from renewable energy sources. 70% is obtained from the hydroelectric generation. Tourism in Colombia is an important sector in the country's economy.



San Agustín Archeological Park

AIU + COLOMBIA

Academic agreements

- Universidad Pedagógica y Tecnológica de Colombia
- Universidad de Cundinamarca
- Sociedad Colombiana de Consultores Empresariales
- Fundación Universitaria San Mateo –Fusagasugá –Cartagena
- Escuela de Economía, Administración, Fianzas y Ciencias del Derecho
- Universidad UDCA
- Universidad Libre de Pereira
- Centro de Estudios Tecnológicos y Desarrollo Empresarial UNIANDINO
- Cooperativa Progressa –Bogotá
- Corporación Civil Gestando Ideas
- Escuela de Gobierno de Cartagena de Indias –Cartagena
- Alcaldía de Fusagasugá –Cundinamarca

Formation Agreements

- Federación Colombiana de Contadores Públicos FEDECOP
- LatinPyme

Agreements of Double Degree High School

- Liceo de Cervantes –Bogotá
- Gimnasio la Arboleda –Bogotá
- Gimnasio Yacard –Bogotá
- Gimnasio Moderno de Cartagena –Cartagena

More information:
www.fundacionaiu.com

Consistency

“People often say that motivation doesn’t last.

Well, neither does bathing. That’s why we recommend it daily.”

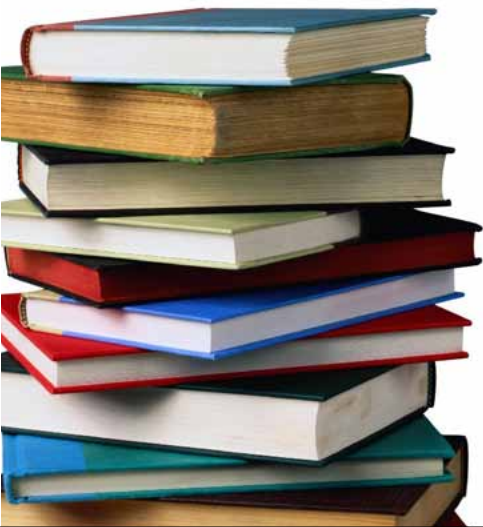
–‘Zig’ Ziglar. American author, salesman and motivational speaker.

It takes a minimum of 4 years of consistent training to earn your Shodan (1st degree black belt) in my karate training school. It takes another 2.5 years to earn your Nidan (2nd degree black belt), and another 3 years to earn your Sandan (3rd degree black belt). After 9.5 years, I officially became an internationally certified Sandan in Wado-Ryu karate on Saturday, October 16, 2010. I’m no more ‘special’ than anyone else. **I just kept coming to class.**

Consistency. What does it have to do with productivity? Everything. Without it, everything falls apart. You don’t have to be obsessed, but you do need to consistently ‘show up’ and take care of business. Letting things slide for a few days won’t kill you, we all do that occasionally. Life happens. But the longer you let things go, the uglier it gets. So it pays to be consistent.

I know people who have over 1,000 emails in their email Inbox. Some have over 5,000! That would drive me insane now. There was a time, though, when I would have 3,000 emails in my Inbox! I finally got to ‘threshold’ and decided to learn a better way.

I think it’s interesting that we all seem to have a certain thermostat for how many emails we can stand to have at any one time in our Inbox. What’s your number? 100? 3,000? 5,000? More? Mine is zero. Finally.



A perfect example

I have an insatiable appetite for knowledge. I love learning the wisdom of the ages from those who have gone before me. I’m like a dry sponge when it comes to increasing my knowledge. I can’t get enough. Why? **Knowledge gives you leverage –when you apply it in your life.** That’s why I learn anything and everything that helps me better master my thoughts, emotions, and actions so I can more elegantly live a happy and successful life.

Even though reading gives you leverage, the average person reads less than one book a year. So, if you want to be average, do that. But if you want to be exceptional or outstanding, read at least one hour a day in the area of your chosen field. According to Brian Tracy, “This alone will make you an **expert** in 3-5 years. It will make you a **national authority** in 5 years. It will make you an **international authority** in 7 years.”

If you read just one hour a day, you will read about a book a week. That’s about 50 books in a year and 500 books in 10 years.

Do you think if you read 500 books in your chosen field you will be more effective and productive? Do you think it would affect or change your income? Your career? Your life? Absolutely!

Ten years will pass whether you decide to read an hour a day or not. The question to ask yourself is, “Where do I want to be in 10 years from now: having read 500 books in my chosen field or not?”

And remember, knowledge is not power. **Only practical knowledge that can be applied toward getting desired results is power.** So choose what you read wisely.

From the articles “Consistency” and “Gain leverage one hour a day” written by David Humes for his own website HowToBeMoreProductive.com

Consistently...

- Review your goals. Do it a few minutes each day to keep them top of mind.
- Take action in the direction of your goals.
- Process your email Inbox to empty.
- Do your weekly review, to clear the decks and your mind for the upcoming week.
- Immediately forgive yourself for not being perfect. This helps keep you in the present moment.
- Be open to learning new and better strategies for doing things.

The Secret Recipe

As an Admission Counselor, you’ll need to repeat the process until you create your own recipe.

- Respect your call schedule. We recommend a minimum of 6 hours a day.
- Communicate with every single prospect. When you can’t reach them on the phone, write an email. If you don’t succeed today, call again tomorrow.
- Challenge yourself to greater goals: every week raise your minimum of enrollings, good calls or acceptance letters.
- Have a clear policy of taking a “No” for an answer. Some ACs don’t stop calling until they hear a clear “No”; others let the prospect go if they don’t get an answer right away. It’s up to you.
- Learn from experience. After every call, always find something to improve.



Thirsty Bird Water Dispenser

Keep fit with this dispenser reminding you to drink more water. It's also a great way to see how much water you've taken in. The design lets you attach your personal sized water bottle to the base. Just give the cute little green bird a pull and the water will quickly dispense into the waiting cup!



Remove the superfluous

While it may seem like a challenge to set your home office apart from the rest of your living space, all it requires is giving the matter a little time, thought, and creativity. Once you have found the perfect spot, in order to transform your home office into a pleasant, efficient, and

organized workspace, you should begin by removing the superfluous. Clutter will make it impossible for you to remain organized in a home office. Being at home, you're at greater risk of things "migrating" into your work zone that have nothing to do with your work –stuffed toys, pieces of clothing, books unre-

lated to your work, things tossed by others, and things mounting up through your own lack of self-discipline. Deal with this by getting rid of every object that is not useful for work. Define carefully what you need and what you don't. And don't hang onto pens that no longer work; useless writing implements can

waste several minutes of time for you at work when you need to search for new ones. At the end of this de-clutter, you'll get tons of spare space!

After removing the superfluous, permit yourself three beautiful objects to grace your workspace and inspire you. Keep it at three or less always, no more. If you want to rotate the inspirational things, feel free to do so. Source: [wikihow.com](http://www.wikihow.com)

Health tips

Foot lifts. Place your heels on the floor and bring your toes up as high as you can. Then put both feet back flat on the floor. Pull your heels up while keeping the balls of your feet on the floor. Repeat 10 times.

Knee lifts. While keeping your knee bent, raise your leg while tensing your thigh muscle. Repeat 20 to 30 times, alternating legs.

GLOBAL VILLAGE

November

small crowds, low prices
and good weather

Source: priceoftravel.com
BI = 2013 Backpackers Index

Cusco, Peru. Reservations for the train to Machu Picchu should be easier to get the day before this time of the year. BI: US\$28.10

Mexico City, Mexico. This could be a perfect short cultural holiday. Great shopping, dining, and nightlife. There are ruins just out of town. BI: US\$28.92

Cairo, Egypt. Some of the posh places are struggling to fill rooms. If you stay in a locally-owned hotel you can see some old-world charm. BI: US\$25.36

Goa, India. Book a few nights online in advance, and after that you might be able to find a similar place for half the price by just checking around the same area. BI: US\$19.72

Pokhara, Nepal. Temperatures are warm enough for trekking in the valley. The high-season rates are still cheap, and food and drinks are always very affordable. BI: US\$14.75

Chiang Mai, Thailand. There are temples like crazy between the old walls, but even more interesting ones in the area just around. BI: US\$19.56



BoostTurbine 4000. When power is out or you don't have access to an outlet, sometimes you have to make your own power. This backup battery pack holds some juice for your phone. It incorporates a hand crank that will allow you to recharge the battery without needing to plug it into the wall. You can still charge it up by plugging it into a USB port. ETON



USB Aroma Leaf. Fragrance dispenser stick. Soothe and relax your mind and body by putting this gadget into your computer's USB port. It will gently dispense fragrant aroma oil into the air around you. Put some droplets of aromatherapy oils onto the pad inside the filter, connect the Leaf to your computer and it will work by itself. Bottle of aroma oil included.



Messless Mixing Mug.

16-oz. tumbler that fits inside a Holstein-patterned holder with a trigger button on the handle. Simply add milk and chocolate syrup or powder. A safe nylon whisk quickly whips up the beverage without creating dirty spoons, countertop spills, or the frustration of finding undissolved chocolate at the bottom of the glass. Includes sip-top lid. Dishwasher-safe. Requires two AA batteries.

Vera electric kettle.

Elegantly shaped kettle, with a 360° swivel base. Equipped with special electronic control for a consistent and efficient heating and sleek touch-activated display which are integrated into the handle. Also features a clock and a timer. Not just an eye catcher but very energy efficient as well. Easy opening push-down top lid, maximum capacity of 1.75 litres and protective overheating system. BUGATTI.



chipotle

(chi-poh-t-lay)

mexican grill



USA + CANADA + UK
FRANCE + GERMANY

A chain of restaurants specializing in burritos and tacos. Its name derives from the Mexican Spanish name for a smoked and dried jalapeño chili pepper.

The company has released a mission statement called 'Food with Integrity', which highlights its efforts in using organic ingredients, and serves more naturally raised meat than any other restaurant chain. Founded by Steve Eells in 1993, **Chipotle** had 16 restaurants (all in Colorado) when McDonald's Corporation became a major investor in 1998.

With more than 1500 locations, during 2012 Chipotle had a net income of 278 million usd and a staff of 37,310 employees.

www.chipotle.com



1

1. A Family. 1996. Oil on canvas. Fernando Botero, Colombian artist. **2. Beaver pencil sharpener.** By Rodrigo Torres, for Alessi. **3. Eton Rukus XL portable solar-powered boom box.** Bluetooth wireless and eco-friendly. **4. Dinosaur gloves.** For those cold mornings. Grab some thread, a couple of needles and start knitting! **5. Satechi Desk Mat and Mate.** Protect any surface area from scratches and spills. **6. Mounted Hand Light** is right where you need it to be. **7. Day and Night mug.** Add any hot beverage into the mug and the sun will arise.

ALDEA GLOBAL



2

3

5 6



4



7

Jaime Rotliwicz is in Malaysia!

