

Perks

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His patient wife Marianne doesn't seem to mind the comparison. An ex-Jerseyite, she is a field rep for the American Red Cross. When asked what it was like to live with a human dynamo, she smiled and said, "Great. My job has its downside at times. When I am that way and he finds out, he can always manage to pull me back up."

The two met at Channel 44 when Bob was Membership Director and Marianne was an auction coordinator. When asked if he immediately invited her out for a beer Marianne laughed and answered, "Something like that. How did you know?"

Perks sort of slipped into the motivational business. As he explains it, "I was out of work and haunting the unemployment office. It depressed me to see all the suffering there and I decided I had to do something about it."

Perks explains that he put some ideas together he felt would solve the problems he saw on every face, and with Chamber of Commerce help launched his first seminar. "The thing was put on at Genetti's and drew 1000, which kind of shook me. I told them how to prepare for an interview, how to write a resume, stuff like that."

He added, "It seemed to go over big, and not just because it was free. A friend then asked me how business was. I replied, what business? And he said the seminar business. And all of a sudden I realized what I could do, should do, and did it."

Perks says he never had a job offer since then, didn't need one, lifted himself by his own bootstraps and taught others how to do the same thing. Perks is our Back Mountain entrant into a long and illustrious list of motivators, some of whom of course are ministers, like the famous Mr Graham.

Although Bob Perks is devout and believes in the power of prayer, he also believes there are many pathways to God and it really doesn't matter which one you take. He explains, "I am not a minister and I don't part waters. There are

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Bob Perks
Shavertown

no burning bushes. I simply have a deep belief in what I am doing and I believe in people. I get them to believe in themselves."

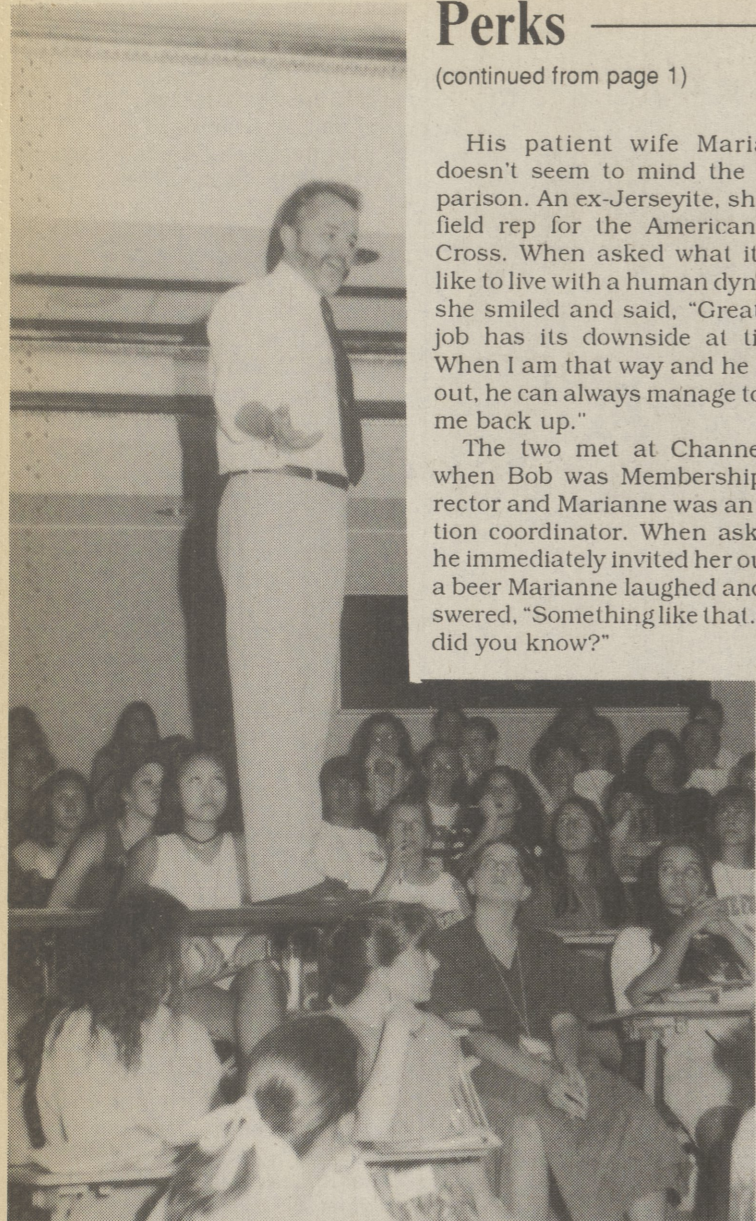
Possibly the earliest motivator (1862-1935) was another Billy, the great Billy Sunday, who used to hold rural audiences spellbound. He would rip off the end of a loaf of bread, grab a handful of the soft dough inside, make a ball of it and bounce it on the stage. "That's like your soul!" Billy would shout. "You too can bounce back!"

Bob Perks, like Mr Sunday, uses show-biz gimmicks to focus audience attention. He might leap on top of his lectern and then proclaim he will go to any height to prove his point. He and Sunday would have understood each other.

But his real idol is the oddly-named Og Mandino, author of at least a dozen self-help books and once the most sought-after speaker in the world. Mandino's Chicago agent Cheryl Miller has expressed an interest in Perks, has told him to be patient, and his fingers are crossed. They will need

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Bob Perks, a motivational speaker from Shavertown, will go to any length - or height - to get his audience's attention.

Gambling

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added. Charges have not yet been filed in a continuing investigation into possible criminal violations, Scott said. Criminal charges are handled by the Luzerne County court system.

The citation is the result of a three-month investigation and a raid March 12, in which LCE officers confiscated four video poker machines, three older model six-card pinball machines, \$5,994.25 in cash, a four-column paper containing suspected payout information, two bank pouches, two blue slips of paper dated March 12 and containing the words "\$1,500 Len" and a key used for deleting points from the machine.

According to the probable cause affidavit filed by LCE investigator Thomas J. Sorokach, he and supervisor Edward J. Meade visited the Legion on December 10 and March 10.

On December 10 they saw a patron identified as Danny playing one of the three pinball machines and accumulating a total of 122 credits. After talking with a barmaid identified as Dorothy, he returned to the machine and

reached under it.

The machine went dark, then lit up again, with the credits reading zero. The officers saw Danny take a seat at the bar and receive some money from Dorothy. Sorokach figured that 122 credits at 5c per credit totaled \$6.10.

The agents then took seats at the bar near the cash register, where they saw a white sheet of paper on a clipboard and read "U Pickum and Stamp Machine," three columns and a name printed opposite entries of \$4.15 and \$6.10. They also observed a payoff from the pinball machines.

When the agents returned to the Legion on March 10, they saw several patrons entering and leaving a room with a brown paper-covered window and a sign, "Employees Only," near the bar.

Meade went into the room and returned a short time later to tell the barmaid, Mirian, that he had 60 credits and wanted to cash in. Meade and Sorokach returned to the room, where Mirian met them and used a key to delete the cred-

its from the video poker machine. She then gave Meade \$15.

Sorokach then played the machine, won 80 credits and received \$20 from Mirian, who again used the key to delete the credits.

They observed another patron identified as Joe playing a second video poker machine and accumulating 600 credits. Mirian returned to the room, used the key to delete the credits and placed a large amount of money behind a sign stating "Machine in use" on the front of the machine.

When Joe returned to the machine, Meade told him there was money behind the sign, to which Joe replied, "That is the usual procedure."

Gaming machines are legal only if they award free games to winning players. When the machines are used as gambling devices to award cash prizes or credits for free food, they are illegal.

"This is big business and we're making every effort to stamp it out," Scott said.

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WILKES UNIVERSITY

to be, for the self-help game is awfully crowded...bookstores have hundreds of titles and scads of authors.

But if his list of satisfied customers means anything, Perks is well on his way to fame, and hopefully, fortune. That list is long and includes a well-known educational motivator - Dr Mahmoud Fahmy of Shrine Acres. Dr Fahmy, although retired from Wilkes University, remains active in his field.

Fahmy said, "While Mr Perks talents are many, his two mainstays are, one, he is positive, and two, he is constructive. With these attributes he is able to arrive at solutions to problems, and his positive approach is able to motivate people. We have used him at our new Educational Training Center where we not only train but place people in jobs. I cannot praise him and his help enough."

And on a recent Secretaries Day, a group of employees of Meadows Nursing home listened raptly to an hour of Perks (he says the dictionary calls "perks" fringe benefits, and "that's what I am too!") and Mrs Elinor Piazza of Pioneer

Avenue, a receptionist, reports, "I don't know when I have enjoyed anything so much. He was just great. Of course I'm prejudiced - I happen to know the family, and I know he is great to them too."

One of that family Mrs Piazza is referring to is Keith Perks, his 19-year old son who had to drop out of his art studies at LCCC because he developed a cancerous tumor in one leg. Keith has been on chemical therapy and is on the way to recovery. He hopes to return to college in the fall.


Some by-play between father and son on the loss-of-air side effect is typical of the upbeat magic Perks dispenses ... kidding his Dad about his own thinning hair young Keith easily had the last word, "Yeah Dad, but mine will grow back"

The Bob Perks calling card bears this slogan: "I Believe In You!" and after five minutes listening to this creative motivator you'll believe something too... that indeed he does.

Give him a call. 717 696-2581. (P.S. He's affordable too.)

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