

# Bertha's C o r n e r



By  
**BERTHA PARSONS**

## It's All a Sales Job

Seems like since the lockdown, we get more calls to buy things we can't live without. After two calls at dinnertime, the third one I said, "Thanks for the call, but I already have four of the forever car washing kits!" The caller must have told her co-workers, since then I have not received another call from them! Yea!

Many of you know I've been in sales most of my life. I love it! Helping someone buy an item that will make their life better puts a smile on my face. Many of my friends have told me what a great sales job I do! Then they continue to say, "I could not sell anything. I have enough trouble convincing myself it's a good idea to buy a new dress."

Many years ago, I started selling Tupperware at when money was tight for everyone. I practiced in front of a mirror for weeks, then took my show on the road. I enjoyed meeting new people in Illinois and Indiana. I felt like I was helping them keep their food a little longer, I made lots of new friends and got to know some old friends better. At one time we did not have a car and I earned a Tupperware station wagon that we drove for several years as I worked as a Tupperware Manager. Most of my parties were in homes, a few book parties, but we had such fun that most wanted real at home parties.

At a party in Anderson IN, where there were 25 guests, I played a game called "Ask the Dealer" Well, you guessed it, some really off-the-wall questions! Most felt they could never sell anything or their husbands would never like it. My answer was always about the same, "Everything you do is a Sales Job!" You sell your husband on the new dress you bought. You convince your son he can win the election at school because he is good with people. You believe you will get the job you interviewed for because you asked the right questions. Everything we do, whether working or playing, is a sales job. As we grow up we learn how to sell ourselves on life. No matter how tough or bad things may be, we sell ourselves on, "It's going to be alright!" I think that's an awesome sales job! Never, and I mean never, let anyone tell you, "You can't do it," "It's too much for you!," "Let someone younger or more educated do it!" Stop! right there and say out loud, "It's just a sales job and I can handle it!"

Yes, you can!

### Urich Realty

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### Hoopeston Car Wash

Customers make us smile!

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Pick up at Pink Poodle 900 W. Orange



### Pizza King

Check out our Expanded Menu  
plus Old Favorites!

111 E. Main, Hoopeston (217) 283-5911

Email:

[publish@justthefacts.net](mailto:publish@justthefacts.net)

# Just the Facts

Phone/Fax: (217) 283-9348

Lourdine Florek, Owner

**Thursday, November 17, 2022**

*Hoopeston's only locally-owned daily news publication!*

P.O. Box 441, Hoopeston IL 60942

[www.justthefacts.net](http://www.justthefacts.net)

## Former Firestone building razed after fire ravages structure

Hoopeston, Rossville, Rankin, Wellington and Milford fire departments spent several hours at the former Firestone building, 215 N. Dixie Hwy., after being called to a fire there at 1:18 p.m. Tuesday.

Hoopeston firefighters returned to the site at 10:10 p.m. when the fire rekindled.

Damage was so severe, a demolition crew was called to knock the building down.

According to county court documents, in October, the owner filed for an order of eviction against tenants who failed to pay rent. Although the order was issued and a judgement for possession stayed until October 31, the tenants remained in the building, according to reports.

Fire Chief Joel Bird said blaze is under investigation.



Smoke envelops a Hoopeston firefighter as he sprays water from the department's aerial truck during Tuesday's fire at the former Firestone building 215 N. Dixie Hwy.

While Supplies Last!

**34<sup>99</sup>**

9-Pc. General Purpose  
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302011 November

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Danville Area  
Community College

**DACC Higher Learning Center - Hoopeston**

**Spring 2023 Degree Credit Classes**  
January 17 to May 18, 2023

CBUS-150-HEXN - Business Computer Systems; Thurs. 6 - 7:50PM; Web TBA  
ENGL-101-HEXN - Rhetoric and Composition I; Tues. 6 - 8:40 PM  
ENGL-102-HEXN - Rhetoric and Composition II; Wed. 6 - 8:40 PM  
MATH-107-HEXN - Applied Mathematical Concepts; Mon. Tues., Wed., 4 - 5:40 PM  
MATH-115-GHEX—Survey of Statistics; Mon, Tues. Wed., Thurs. 2 - 2:50 PM  
PSYC-100-HEXG—Intro to Psychology; Tues., Thurs. 2 - 3:15 PM  
SPCH-101-HEXG Oral Communications Mon., Wed. 2 - 3:15 PM  
NURS-110-H1R—C.N.A. Nurse Assistant Tues., Thurs. 3:00 - 6:30 PM

**DACC Higher Learning Center - Hoopeston**  
847 E Orange St, Hoopeston or call 217-283-4170

**Briefly**

**Meetings**  
Hoopeston Area School Board, 6 p.m. Thursday, high school library. The board will hold a public hearing at 6 p.m. on issuing \$1.8 million in working cash bonds. The board will then go into executive session. The public portion of the meeting will follow. Full agenda is available at [www.hoopeston.k12.il.us](http://www.hoopeston.k12.il.us).

**Church hosting community meals**  
New Beginnings of Hoopeston is hosting a community meal at the Hoopeston Multi Agency on Thurs-

Come see  
**Santa Claus**  
at  
**Pizza King**  
Saturday, Nov. 19  
2-4 p.m.



111 E. Main St. Hoopeston (217) 283-5911

days starting at noon and ending at 1 p.m. or until the food is gone. It is for anyone that may be struggling and in need of a hot meal.

### Breast cancer support

Hoopeston Breast Cancer Support group meets the third Thursday of each month at The Pit Stop at Fast Lanes Bowling Alley. The next meeting will be Nov. 17. Please spread the word and join us for a meeting to offer support to past and present breast cancer survivors.

For more information, call Pat Foster, (815) 984-4040 or (309) 208-9829.

### Music service

Chestnut Street Church has started up its evening music service again. It will be held at 6 p.m. the third Sunday of each month. Everyone is invited.

### Weather

Mostly cloudy today, tonight. High 34, low 20. Tomorrow, mostly cloudy. High 27, low 14.

For real time Hoopeston weather, visit [justthefacts.net/weather/](http://justthefacts.net/weather/).

Boxcar Books and Vinyl

**GRAND Opening**

Saturday,  
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Enter to Win

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## Classifieds

### HELP WANTED

First Christian Church has immediate opening for a secretary, Tuesday-Thursday 8 am-noon. Send a Resume to FCC, PO Box 115, Hoopeston, IL. 60942

Hoopeston Police Department will accept applications for the position of police officer until 8 a.m. Saturday, Nov. 19, 2022. Applications/forms are available at the Department, 301 W Main St. and [cityofhoopeston.com/employment/](http://cityofhoopeston.com/employment/). Completed applications/forms may be dropped at the Police Department or emailed to [admin@hoopestonpolice.org](mailto:admin@hoopestonpolice.org).

Written testing will begin at 8 a.m. on Nov. 19 at Hoopeston Area High School, 615 E Orange St., followed immediately by the physical agility test.

Cade's Heating and Air seeks a HVAC service/ installer tech. IL DR license required and Freon license preferred. Must have mechanical ability. HVAC experience preferred. send resume to: [ramcade@frontier.com](mailto:ramcade@frontier.com):101 E Penn St. Hoopeston, Starting pay based on experience.

Fast Lanes is looking for a breakfast waitress. Apply in person. No phone calls.

Silgan Containers is hiring Press Operators. Please apply online at: <https://silgancontainers.mua.hrdepartment.com/hr/ats/Posting/view/12655>

City of Hoopeston is seeking applications for full time position at the Water and Sewer Department. Applicants must have a HS diploma or equivalent, Class B CDL or ability to get one, a positive attitude with a strong work ethic, and a willingness to learn. Applications are available at City Hall, 301 W Main St. or online at [cityofhoopeston.com/employment/](http://cityofhoopeston.com/employment/).

Silgan Containers is hiring for Press Line Mechanics. Please apply online at: [silgancontainers.mua.hrdepartment.com/hr/ats/Posting/view/124640](http://silgancontainers.mua.hrdepartment.com/hr/ats/Posting/view/124640)

Full-Fill Industries in Henning is HIRING, starting pay \$18/hour. Apply at [www.full-fill.com](http://www.full-fill.com) or applications available onsite. EOE

Silgan Containers is hiring for an Electrician-Industrial/Maintenance position. Please apply online at: [silgancontainers.mua.hrdepartment.com/hr/ats/Posting/view/124060](http://silgancontainers.mua.hrdepartment.com/hr/ats/Posting/view/124060)

City of Hoopeston Police Department is taking applications for certified police officers/part time certification is recognized. Applications will be ongoing; no deadline applies for certified officers.

### HOUSES FOR RENT

Hoopeston 3 bedroom 1 bath home, all one level, laundry room, large yard. Call or text 217-495-2274

### RUMMAGE SALES

HOOPESTON: 1010 E. Thompson, in heated garage! Fri., Sat., Sun, 8-5. 2 curio cabinets, porcelain dolls, lots of misc. Everything cheap!