



Bringing the World Together

THE UP WITH PEOPLE NEWSLETTER

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NOVEMBER 2006

A Message from Tommy

November 11, 2006

Dear Friends and Alumni,

Greetings from Mexico City. Today I had the wonderful opportunity to meet with a roomful of Mexican alumni and share with them the successes and vision of Up with People, or as they call it, *Viva la Gente!*

And just last week, I attended the European premier of the new Up with People show in Brussels, Belgium, in front of a sold out audience (they had to add a second show to fill the demand). The crowd was captivated; they gave a standing ovation and chanted for an encore. Afterwards, I met with more than 250 European alumni at the reception that was held for them. Many flew from all corners of Europe to catch the spirit.

If you have had the opportunity to meet any of the 79 current students representing 23 countries in Cast A 2006, you know as I do why the momentum of Up with People is being spread throughout our world. These students are passionate, humble and authentic. They joined Up with People to do more than take snapshot photos of the three continents they visit. They came to serve. They came to learn. They came to give of themselves.

What has become clear to me in my 16 months in this position is that Up with People is needed in our world, and there is an opportunity to greatly impact the 21st Century with our program. It is also clear to me that it is going to take more than one successful year for Up with People to be a sustainable company. It will take at least five-five years of all we've got to put Up with People back on the map as a relevant force in our world.

As I have said in every speech and just about every letter that I have written this past year, we cannot be successful without the support of our friends and alumni.

We need 80 students for January and 200 students for July 2007. We need to raise more money from individual donors this year than in our company history. We need to find more corporate sponsors. We need host families. We need volunteers. We need our worldwide alumni and friends to unite and align together for something greater than ourselves.

In four weeks, the Up with People International Alumni Association will have 79 new members from Cast A 2006. These future alumni represent our best.

Would you please help make sure that we have 20,000 more?

All the best,

Tommy Spaulding
President & CEO

Upcoming ALUMNI RECEPTIONS with TOMMY SPAULDING

Miami, FL, Dec 10

Atlanta, GA, Dec 1

Phoenix, AZ, date TBD
(early 2007)

Please see page 3
for information on
Alumni Receptions in
Europe.

ATTENTION ALUMNI

How to Give Away \$1,000 Without Spending Any Money:

1. Find a prospective student for Up with People
2. Invite that student to apply for the program at www.upwithpeople.org
3. Notify UWP Admissions by emailing dmcklveen@upwithpeople.org
4. Once the student is accepted, he or she will receive a \$1,000 scholarship in your honor!

Europe Welcomes Cast A 2006

Brussels – Nijmegen – Rostock – Köln – Bern – Modena. Over the course of six intense weeks, Cast A will encounter a complex blend of diverse cultural regions across Europe.

The kick-off in Brussels was a huge success. The European capital hosted the premier of the redesigned Up with People program. Local media, business representatives, and especially Up with People alumni and other longtime Up with People friends formed an enthusiastic crowd at the two performances.

In each city, the European Up with People team is setting up regional learning opportunities for the Cast in every city and, more importantly, they are organizing valuable community impact activities as well. All income from show ticket sales is benefiting local non-profit organizations that have been identified as our community partners in each city. For example, the cast volunteered with Blend-It, a youth organization in Nijmegen that has a similar mission to Up with People. In Köln, the community partner is AbenteuerHallenKALK, a large youth center where an indoor climbing wall will be installed by Cast A during their two community impact days. The wall will be used by mentally and physically challenged children.

Emphasis is also being placed on cast-related recruitment during the tour with the goal of attracting more European students to the program. Recruitment activities include trips to Maastricht, a university town in the south of The Netherlands, and various locations in Denmark. The Up with People Cast and Staff members will be holding presentations and informational meetings in these cities. Each show day also gives future students the opportunity to meet the Cast at the “Behind-the-Scenes-Days.” Young people use this afternoon to attend an informational meeting, talk to cast members, watch rehearsal and enjoy the show in the evening. Motivation is high with all prospective students at the end of the day.

If you have not yet visited the cast, please come and see Cast A:

Rostock, Germany, November 17th

Köln, Germany, November 24th

Bern, Switzerland, December 2nd

Modena, Italy, December 8th

For more information on all the cities and to reserve show tickets, send an email to europa@upwithpeople.org. Please make sure you order tickets before the show.



YOU'RE INVITED

to the Up with People Show in Europe!

Alumni Receptions will take place immediately after each show.
Tickets for shows can be reserved at Europe@upwithpeople.org.
All proceeds will benefit local charities or non-profit organizations.

ROSTOCK, GERMANY

7:30pm on Friday, November 17
Scandlines Arena

KOLN, GERMANY

7:30pm on Friday, November 24
AbenteuerHallenKALK

BERN, SWITZERLAND

7:30pm on Saturday, December 2
Rudolf-Steiner-Schule

MODENA, ITALY

9:00pm on Friday, December 8
Polisportiva Modena East



Student Spotlight



Tina Tatsch

Tina is a college sophomore from Brawley, California. While she plans to attend nursing school after her time in Up with People, Tina is also interested in studying sports science, world religion and culture. She is an active volunteer in her community and hopes to use her nursing skills to help people in developing countries.

1) Now that you are nearing the end of your tour with Up with People, what have you learned about the differences and similarities in cultural perspectives, behaviors, and ways of thinking?

If I have learned anything, it would have to be that everyone is different. Despite what culture a person is a part of, everyone has their own personal behaviors and ways of thinking. Many people do not realize how important it is to look at people as individuals, but UWP has helped me discover that treating people as an individual is the key to breaking down barriers and getting rid of stereotypes.

2) What do you believe are critical factors for facilitating communication, understanding, and cooperation among cultures?

We need to learn how to listen to each other. In staging, we were introduced to the idea of holding someone in our hearts instead of in our minds. When we are faced with a difficult situation, we need to care for each other before we think about speaking. If we can learn to listen with our hearts and truly consider their words, we will overcome great obstacles. Cooperation follows consideration.

3) What seem to be some of the major challenges to achieving the above ideals?

Patience and true effort are two of the most difficult things to have when faced with a challenge like cross cultural communication. It has been a great experience to practice such patience and effort with host families, cast members, and community members.

4) Please share either a brief story of how you feel you have influenced someone's life in a positive way while in Up with People or a story of how someone has influenced your life.

One of my most important experiences in the program was living in the home of two deaf people and their hearing children. I study American Sign Language to communicate with some of my friends, but I never thought I would have an opportunity to share my life with another family in this way. These people reminded me how precious life is, and they have shown me how beautiful language is. Through sign language, I was able to understand how my host mother came to know about UWP, and about how people in the program had influenced her life. Being able to see a very busy and tired mother smile as she spoke about UWP gave me confidence in the program and made me feel happier than ever to be a part of this experience.

Student Spotlight



Kechao "Matt" Ma

Kechao "Matt" Ma joins Up with People from Beijing, China. He is a finance student and Student Union President at Beijing Foreign Studies University. He would like to continue his studies abroad after finishing his tour with Up with People.

1) Now that you are nearing the end of your tour with Up with People, what have you learned about the differences and similarities in cultural perspectives, behaviors, and ways of thinking?

I see a huge difference between Chinese culture and the people from these places that we have visited. People from Western countries have strong religious beliefs, which play a very important role in their lives. They do what they are really interested in, even without getting paid, and they have more relaxing lifestyles. Having fun is the goal. Bars, pubs, and parties are indispensable in their lives. In contrast, Chinese people pay more attention to material aspects of life since we still live in a developing country. Career and family are the two most important things in our lives. We do not spend as much time hanging out with friends or having fun in bars or at parties. People from Western countries raise questions, give a comment or share their thoughts in the middle of a lecture. Chinese and Japanese people are more reserved or even shy. Americans' facial expressions impress me a lot, as they use them often. In contrast, Europeans seem more reserved, and most of time, they do not have such expressive facial expressions. Chinese and Japanese people always try their best to avoid conflict by saying "yes" most of the time.

We have similarities as well. Most people respect each other no matter what background they have. We are willing to listen, to help and to cooperate.

2) What do you believe are critical factors for facilitating communication, understanding, and cooperation among cultures?

Being respectful is the most important thing. And being flexible and adaptable are also fairly helpful. We also need to take other people's feelings into consideration when communicating and cooperating among cultures.

3) What seem to be some of the major challenges to achieving the above ideals?

Language. Although people use English a lot as an official communication language, slight differences of understanding of the same words could lead to miscommunication because of different cultural backgrounds. For example, the word "leadership" has totally different meanings between the US and Europe. It is challenging to stay patient and objective when listening to each other's opinions because of bias and stereotype.

4) Please share either a brief story of how you feel you have influenced someone's life in a positive way while in Up with People or a story of how someone has influenced your life.

Before I joined UWP, I had already set a picture of how to live my future life. It was more or less like a timetable about work, marriage and family. I had a hard time figuring out what I would really like to do or how to live a happy life with so much financial pressure present. By talking to many cast members who are from many different countries and living with host families in different continents, I realized that there are way more lifestyles than the Chinese one that I can choose to live. Many people gave up job opportunities or even quit their jobs to have this experience in Up with People. I have been taught many times by other people's actions that working only for money is the stupidest thing ever. Doing something that you really have a passion for could bring you much more happiness than you expect. I really appreciate how Up with People has impacted me.

Interview with Chris & Cathy DeGraff: Alumni/Parents/Host Family/Past Staff Members!

Chris and Cathy DeGraff are alumni and long-time supporters of Up with People. Their daughter, Kaylee, was recently accepted to the January 2007 Cast. We interviewed them to find out their perspective on the new program, its influence on their home community of Minneapolis-St. Paul, Minnesota, and how they feel about their daughter joining the program.



1) *What is your background with Up with People?*

Chris: I traveled in Up with People as a student in 1975-1976. I then worked in promotion and education for two years on Road Staff from 1978-1980. In 1981, I joined the office staff in Tucson and worked in Promotion and Development until 1993.

Cathy: I traveled as a student in Up with People in 1979-1980, where I met Chris. While Chris worked in the Tucson office, I helped by providing staff training. Our family was also a perpetual host family throughout the 1980's and 1990's. Most recently, I was a part the Local Organizing Committee and was the External Relations Coordinator for the Cast A 2006 Twin Cities visit—it was a blast!

2) *What was the highlight of having Up with People in the Twin Cities this year?*

Chris: The highlight for me was knowing that Up with People is really back. I had met Tommy at an alumni reception in January, but I didn't know what the program would really be like. When I saw the cast do a Backing Track Show (BTS) for the Courage Center here in Minneapolis, and later saw the full show in Mankato, Minnesota, I got the same feelings from watching them as I had when I was a student myself.

Cathy: Because I was the ERC for the Twin Cities, my perspective was different. I had been hoping for so long that Up with People would be everything everyone said it would. My highlight was when the students and staff arrived and I realized that Up with People is truly back. It was everything I hoped it would be and more. The cast is an incredible group of people, and I could tell that they had joined Up with People for the right reasons. Another highlight is the positive feedback I continue to receive from my neighbors and other community members about the cast's visit.

Continued on page 7



DeGraff Interview, Continued

3) *Tell us about how your daughter, Kaylee, decided to join Up with People.*

Chris: I think that if anyone had suggested Up with People to Kaylee one year ago, she would have looked at them like they were crazy . . . When she saw the Up with People show in Mankato and had an opportunity to spend time with the cast, I think she realized that Up with People would give her the opportunity to continue to engage her passions and interests on an international level. While we encouraged her to see the show, this decision was completely her own – she spent several weeks and put a lot of time and deliberation into it.

Cathy: Like Chris said, prior to seeing the show and the cast, Kaylee had no interest in Up with People. But before the cast's week was over here in Minneapolis, I knew this would be perfect for Kaylee. I called her and just said, "For what it's worth, I think you should come home [from college] to see the show." She was able to make it, and after the show, she spent some time with the cast that evening. The students were the ones who really convinced her to apply for Up with People – Chris and I did not even talk with her about it or pressure her. Since Kaylee has been accepted and decided to join the program, she has had to figure out how to put school on hold for a semester, find someone to sublease her apartment, and raise money for the program fee, but she believes – as do I – that the Up with People experience is worth it. Knowing that she will travel and have similar experiences in Up with People as my own is very rich to me personally. The value of Up with People is magnified for me now because it is not just a part of my life, but also a part of my daughter's.

4) *What are some ways you think alumni can effectively talk with young adults about joining Up with People?*

Chris: Every young adult needs to travel. Up with People helps them equip themselves to know about the world, learn global perspectives and connect with others. The unique value of Up with People is that this all happens through service learning and experience. We should be honest when talking with young adults about Up with People – it is challenging and difficult, but one of the most satisfying experiences they will have in life.

Cathy: I understand that it's hard for students to put college on hold, and the cost is hard on the family, but it is such an important life experience, that it is more than worth these difficulties. I tell young adults that they can't get this experience anywhere else, and it will enhance the experiences of the rest of their lives. Sometimes alumni ask me, "But what if Up with People doesn't last?" I tell them, "It's here now – let's support it and take advantage of it."

I would encourage alumni reading this newsletter to identify even just one young man or woman and give them a phone call or send an email. It doesn't have to be a college student. I was talking with a young teacher the other day and asking her to consider what it would be like for her to come back to the classroom after having this experience. I agree with Chris that alumni should also communicate the truth – that this will be the hardest, best 6 months of your life. It will stretch and grow you in unanticipated ways – this is what experiential learning is all about.

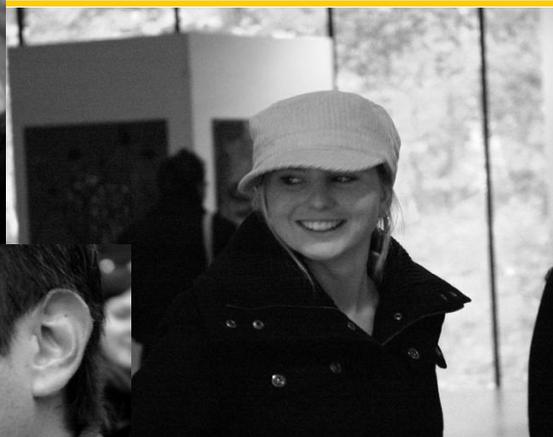
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DeGraff Interview, Continued

5) *How do you feel about the future of Up with People?*

Chris: I'm very excited for the future of Up with People. There is a great need for Up with People in the world today, and I believe this need will grow. I realize Up with People is not the only program that can provide young adults with opportunities to work with and learn about people from other cultures, but it is very unique. Up with People provides a place where conversations about global issues with people from other countries can happen. These conversations are vital for bringing the world together and alleviating global problems. I also really appreciate the new leadership in Up with People. The focus on giving to communities is what Up with People has always been about. The Up with People experience is invaluable to young adults today. All of us alumni now have friends all around the world, and we stay in touch with them. These relationships are what make the world a better place. When you finish Up with People, you feel so empowered – like you really can do anything and help the world. Also, Up with People is just fun! You pour your life out, you give, learn, and work the hardest you can, and it is so worth it. Now having my own daughter travel and knowing she will have this incredible experience is so great, it's unbelievable.

Cathy: Up with People is critical because it is one organization that is not afraid to ask difficult questions and tackle the challenge of bringing people together from diverse backgrounds. The experiences that participants have will mold and shape them to be the future. As adults, we have to challenge young people to learn and grow because they will be the leaders of tomorrow. Up with People believes in the power and value of changing the world one person at a time. When the participants go back home, they will go back and serve their communities in new ways, with new energy. I saw how the cast touched my neighbors; there was a tangible difference in people after they walked out of the auditorium after the show. Seeing that change and being a part of it is an amazing opportunity. I know that the Up with People staff is working hard to make this program a success. As alumni, I believe that we need to step up to ensure that the program is around for many more years to come.



The Up with People
2005-2006 Annual Report
is now available online



Download the report at

http://www.upwithpeople.org/documents/2005-2006UpwithPeopleAnnualReport_000.pdf

Corrections:

Please accept our sincere apologies for any omissions or errors in this report. You may email your corrections to Rebecca Pallas at rpallas@upwithpeople.org, and we will gladly print them in the newsletter.

Please note the following corrections to the report:

- All Donors \$1,000+ should include Michael & Francine Knowles