



*I had no vision of the scope of what I would start But I always had confidence that as long as we did our work well and were good to our customers, there would be no limit to us.*

*- Sam M. Walton*

**A**n innovative thinker and one of America's — most remarkable leaders, Sam Walton created the world's largest and most successful retail corporation — Wal-Mart Stores, Inc. — recently reaching more than 100 billion dollars in annual sales.

Mr. Sam's legacy will not be the establishment of his multi-billion-dollar corporation, but rather the way he revolutionized the philosophy of excellence in the workplace. We have come a long way from the first Wal-Mart store in 1962. Along the path to success, we have remained the No. 1 retailer by doing what no other company dared to do — staying true to our basic values and beliefs. The roots of our success remain firmly grounded in three fundamental principles:

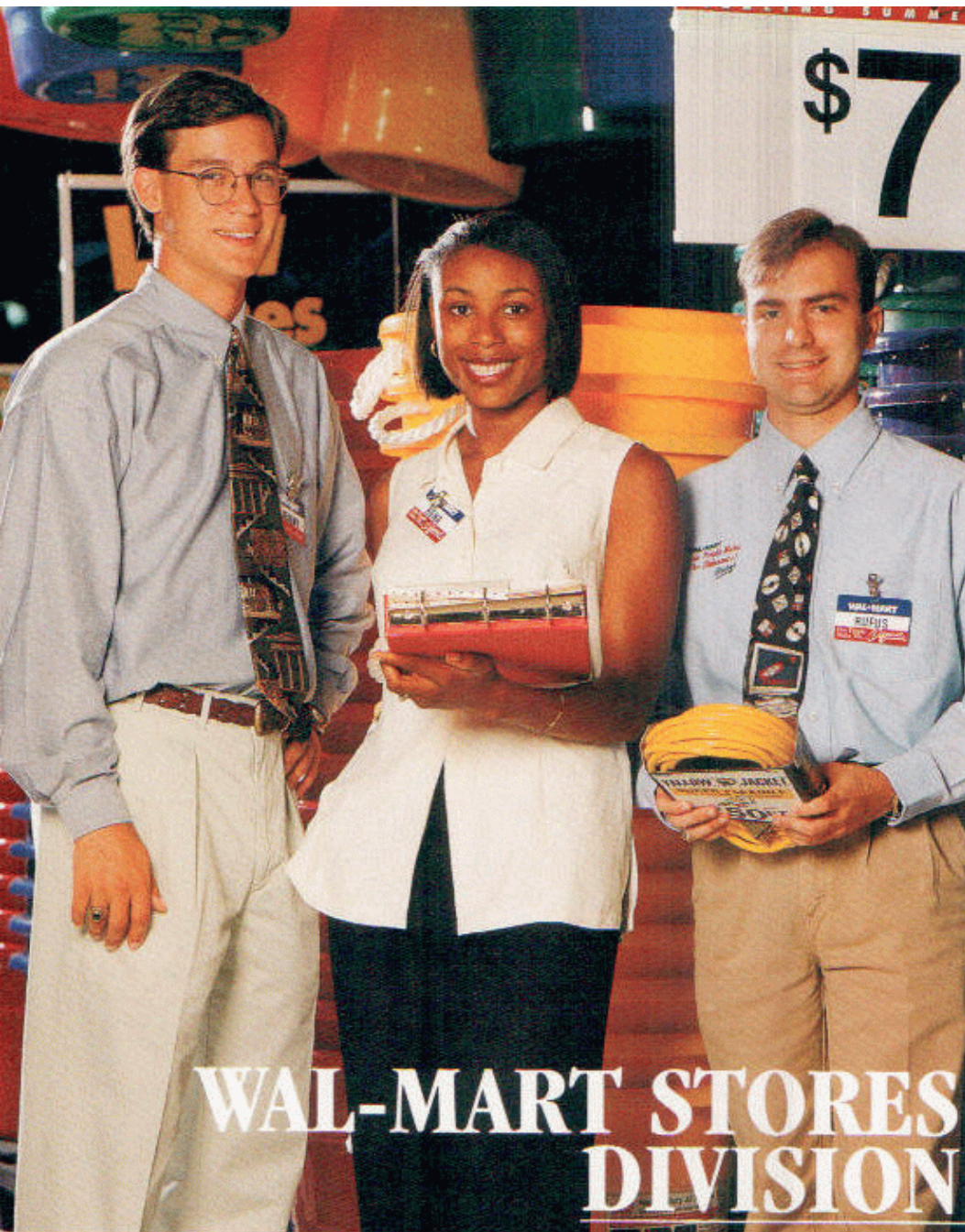
- ! Respect the Individual
- ! Serve Our Customers
- ! Strive for Excellence

We live up to these by bringing together bright, active people from diverse backgrounds. Wal-Mart has always been an organization whose strength lies in the belief that extraordinary results can come through empowering ordinary people. In the history of major U.S. corporations, few are more passionate about principles.

*Forbes* magazine's acclamation of Sam Walton as the Richest Man in America and President George Bush's awarding him the Congressional Medal of Freedom were milestones in the life of this corporation. The torch of leadership has now been passed to David Glass, current President & CEO of Wal-Mart Stores, Inc. David's vision of the future of Wal-Mart is as exciting as our beginning.

We need first-class, talented people to become part of one of the most successful and innovative companies in the world. Thanks to Mr. Sam and the values he instilled in all of us, Wal-Mart Stores, Inc., will remain a place where people truly make a difference every day, in every Wal-Mart enterprise around the world.





## ARE YOU THE TYPE OF PERSON WHO...

- ! Thrives in an environment where you have the opportunity to assume responsibility?
- ! Really enjoys working with other people, teaching them what you know and helping them, as well as yourself, succeed? Enjoys a challenge, a goal, and an opportunity to do the impossible?
- ! Believes work isn't always serious and that fun should be a key ingredient in success?

If so, then Wal-Mart is the place for you! We look for individuals with personal initiative; individuals who aren't afraid to make mistakes; and most of all, individuals who truly respect, appreciate, and enjoy working with people.

The Management Training Program is a comprehensive 26-week program that will give you a solid foundation in retailing. It is designed to give you an opportunity to learn and apply the basic skills necessary to advance to the Assistant Manager position. The objectives of this program are to build a strong knowledge and experience base in the areas of:

- ! Personnel and administrative functions from one of the world's most distinguished corporations
- ! Operations of a high-volume Wal-Mart store
- ! Supervisory skills
- ! Merchandising and marketing skills necessary to operate in a high-volume retail setting

**W**al-Mart has been a success story since its beginning in 1962. Founded by Chairman Sam M. Walton and his brother James L. "Bud" Walton, Wal-Mart is now the largest retailer in America . . . and still growing. At Wal-Mart, your future begins with integrity, ambition, and dedication.

The personal attributes of our associates have enabled us to become the largest retailer in the world. Our outlook is bright with more than

2,300 Wal-Mart stores currently in operation and more than 740,000 associates currently employed. The dream of a global retailer meeting the needs of customers worldwide — is now a reality with operations in 50 states plus Puerto Rico, Mexico, Argentina, South America, Indonesia, Canada and China.