

SEMINAR PROGRAM

FINGER LAKES FELLOWSHIP CENTER • Seneca Falls, NY

Tuesday, January 21, 2020



8:00 – 8:30 AM REGISTRATION, COFFEE, AND SEATING

8:30 – 8:45 AM WELCOME AND SEMINAR DETAILS

8:45 – 9:30 AM GENERAL SESSION

What is success? | David Zimmerman

“Except the Lord build the ‘business,’ they labor in vain...” What is our definition of success in business? Is today’s drive for success undermining our integrity? How can we effectively teach the oncoming generation to faithfully “occupy” till the Lord’s return, so we can hear those words “Thou good and faithful servant”?

9:30 – 9:45 AM STEWARDSHIP RESOURCES UPDATE

9:45 – 10:05 AM BREAK

10:05 – 10:50 AM GENERAL SESSION

Listening Well | Doug Ramer

What is good listening? What are the qualities of good listening? Why is it important to listen well before responding? How do you listen for what is not being said? How do you ask pertinent questions? This session will teach the art of listening well and provide tips to help you become a good listener.

10:50 – 11:05 AM BREAK

11:05 – 11:50 AM GENERAL SESSION

Visionary Leadership | Myron Miller

Visionary leaders lead from the front and cast a vision for the future. They inspire purpose and show how meaning is embedded in work. Leading with vision is the ability to influence and guide others by providing a compelling picture of a preferable future. Learn how to show and communicate that people’s work and interests can be realized by enlisting in a common vision.

11:50 – 12:00 PM ANABAPTIST FINANCIAL/
ANABAPTIST FOUNDATION UPDATE

12:00 – 1:15 PM LUNCH

1:15 – 2:00 PM BREAKOUT SESSIONS

Strategic Leadership | Myron Miller

Strategic leaders start with what is known and strategically think through how things could unfold. They use well-rounded research, gather the facts, and solicit feedback to build a plan. Strategic leaders set challenging goals and break down goals into clear achievable tasks, gauging action and re-adjusting as new insight occurs. This session will help you become a strategic leader and lead with intentionality and good planning.

Understanding Your Balance Sheet | LaRay Stover

Your balance sheet reveals a lot about your business. It is an accumulation of data compiled over time that provides a look at the overall health of your company. This accounting track segment provides insight to balance sheet content, along with “how-to” analytical tools that anyone can use.

2:00 – 2:15 PM BREAK

2:15 – 3:00 PM BREAKOUT SESSIONS

Full Alignment and Engagement | Doug Ramer

Every employee is different and uniquely created to be part of a group or team. Finding the right job fit for employees can be challenging and requires an understanding of people as a “body of Christ.” When each person is in the “right seat,” that makes for a fully-equipped workforce.

Understanding Income Statements | LaRay Stover

We all go to the bottom line first! But that which happens between the top line and bottom line tells all. Do you understand the difference between cost of goods sold and expenses, between fixed and variable costs, and your breakeven point? This accounting track segment covers these and more, enabling you to make decisions and plan for profit.

3:00 – 3:15 PM BREAK

3:15 – 4:00 PM BREAKOUT SESSIONS

Where’s the Money? | LaRay Stover

Cash really is king in business! Without it, things will not go on. We will consider the relationship between profits and cash flow in this segment, along with potential cash traps that are often overlooked. We will provide insight on the impacts of loan payments, changes in accounts receivable, accounts payable, and inventory, and the timing of income from sales.

Raising the Family While Doing Business | Carl Sensenig

Is it possible that being involved in business may contribute to teaching our families the values we hold dear? One very effective teaching tool is example. Our families observe how we handle the challenges of business and relationships. Children can easily answer the question of, “What is most important to Dad?” This topic will share practical pointers of how to communicate to our families and communities that kingdom interests and principles come first as we do business.

You are invited to attend an

Anabaptist Financial

BUSINESS SEMINAR

LEARN · CONNECT · NETWORK

Speakers

David Zimmerman, Phelps, NY
Owner, Maple Ridge Cabinetry LLC

Myron Miller, Shipshewana, IN
VP General Manager, FinishWorks

LaRay Stover, Versailles, MO
CFO, Anabaptist Savings and Loan

Carl Sensenig, Romulus, NY
Partner, Sensenig Landscape and Supply

Doug Ramer, Myerstown, PA
*HR manager, Martin Appliance,
AF Business Advisor*

SEMINAR DATE AND LOCATION:

Tuesday, January 21, 2020

Finger Lakes Fellowship Center

3403 SR. 414, Seneca Falls, NY 13148

Registration Form New York Business Seminar

Cut out or copy this form and mail to the Stewardship Resources address given below.

**Please list each person so we can prepare name tags.
Attach an additional sheet if needed.**

Name(s) _____

Company _____

Address _____

Phone _____

Email _____

Contact Directory

Check this box if you would like your contact information added to the contact directory that is printed in the seminar handout. You may also provide a brief description of the goods and services that you provide (maximum 15 words).

Note: For printing purposes we must have your registration by January 7.

Please include payment with your registration.

If registered on or before January 9, \$94 for the first person.
Additional attendees, \$84 if from the same family or business.

If registered after January 9, first person \$104.
Additional persons, \$94 if from the same family or business.

To register online, visit:

afweb.org/resources/business-seminars

If registering by mail, return this form with a check payable to:



55 Whisper Creek Drive
Lewisburg, PA 17837

seminars@afweb.org
800-653-9817 (AF office)
570-468-1268 (Sierra)
866-230-6253 (fax)