

ANABAPTIST FINANCIAL

Business & Employee
SEMINARS

*Business teaching integrating Biblical values
and practical counsel from seasoned
Anabaptist businessmen.*

LEARN · CONNECT · NETWORK

BUSINESS SEMINAR Tuesday, February 18, 2025
EMPLOYEE SEMINAR Wednesday, February 19, 2025
Hillcrest Mennonite Community Center
23098 State Rt. M, Memphis, MO 63555

BUSINESS SEMINAR Thursday, February 20, 2025
Crossroads Community Center
15000 Hwy C, Versailles, MO 65084

FOR DISCOUNTED RATE, REGISTER BY JANUARY 31.
See registration form for more details.



**Anabaptist
Financial**

Stewardship Connections with Integrity

SPEAKERS

Sam Miller, Ethel, MO

Richard Burkholder, New Holland, PA *Livestock Farmer*

Keith High, Milton, IA *Purchasing, Dutchman's Store*

Leland Ulrich, Grandview, TX *CEO, Corland Partners*

Wayne Wengerd, Dalton, OH *Partner, Flextur*

Daniel Miller, Chariton, IA *Owner, Spring Valley Sheds*

Greg Wolf, Sawyer, KS *AF Workshop Manager & Content Developer*

James S. Martin, Barnett, MO *General Manager, Compass Foundation*

Gabe Yoder, Dundee, OH *Partner, L&J Companies*

Ernest Weaver, Dongola, IL *Co-Owner, Gail Cattle;
Owner, Between the Rivers Apiaries*

LOCAL COMMITTEE MEMBERS

Memphis, MO

Alvin Burkholder

Travis Martin

Richard Miller

William Beechy

Ed Lynn Good

Nemo Feeds

Oakwood Industries

Miller's Crating & Pallet

Diamond K Posts

Ed's Machinery

Versailles, MO

Jason Miller

Leonard Martin

LaRay Stover

Ascend Properties

NutraAg

Anabaptist Savings and Loans



Anabaptist
Financial

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Business & Employee **SEMINARS**

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BUSINESS SEMINAR

Develop. Connect. Network.

Anabaptist Financial presents business seminars from an Anabaptist perspective. Our seminars help you develop operational skills, implement best practices, work together in harmonious relationships, and plan for the next generation. Join us for a unique opportunity to:

- **Hear sound teaching** - that integrates Biblical values and spiritual truth with practical business counsel.
- **Advance your business education** - by attending year after year. Our systematic coverage of all aspects of business leads to well-rounded business training. Each year focuses on different areas of business operations and management.
- **Invest your time well** - by setting aside the tasks of one day to focus on your long-term business development. Time invested in personal growth has good returns.
- **Energize your vision** - with renewed inspiration for personal growth and renewed purpose in your business life.
- **Gain kingdom focus** - by learning and growing in kingdom-focused business theory and practice. Learn how others live out the Sermon on the Mount in daily business life.
- **Interact with other Anabaptist businessmen** - from our own circles who share their business experience. Gain insights and connections that you will not find at secular or non-Anabaptist seminars.

Anabaptist Financial's business seminars are not only for business owners, partners, and families. Anyone who provides products and services and interacts with the public will benefit. From beginners to old pros, everyone is welcome.

BUSINESS SEMINAR PROGRAM

Memphis, MO - Tuesday, February 18, 2025

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

Work as Service to God - Our Call of Duty | Sam Miller

In a perfect world before any sin entered, God gave man the gift of work and purpose. One of His first instructions to man was about work. This is still our sacred calling, privilege, and duty. Work is not a result of the fall, or simply a means to an end of providing for our families. Work is an act of service to God.

9:30 - 9:45 AM STEWARDSHIP EDUCATION OVERVIEW

9:45 - 10:05 AM BREAK

10:05 - 10:50 AM GENERAL SESSION

Avoiding Anabaptist Cultural Entitlement | Richard Burkholder

We Anabaptists often benefit from our reputation as honest people who work hard and deliver high quality goods and services. Is the way we think and work continuing to build this reputation? Are we falling into the trap of feeling entitled to special treatment because of who we are? Our cultural heritage is a blessing to share, not a privilege to abuse.

10:50 - 11:05 AM BREAK

11:05 - 11:50 AM BREAKOUT SESSIONS

Breakout A: Soft Approach Marketing | Daniel Miller

We all know what the primary products and services are that we sell. But what else is part of that package? Relationship, integrity, going the extra mile, and excellent customer service are all a part of what we sell to our customers. This session will explore how to market those aspects alongside our the primary product and service.

Breakout B: The Blessings and Challenges of Partnerships | Leland Ulrich

Business partnerships can be a beautiful thing. Because they are made up of two or more people, though, there will inevitably be differences of perspective and opinion. This session will explore the blessings and challenges of partnerships.

- 11:50 - 12:00 PM** ANABAPTIST FINANCIAL/FOUNDATION OVERVIEW
12:00 - 1:15 PM LUNCH
1:15 - 2:00 PM GENERAL SESSION

Teamwork and Trust | Leland Ulrich

Work gets done within the context of people and relationships, and trust is the currency of those relationships. A team needs to trust each other to work well together. Trust, however, is slowly gained but quickly lost. You'll leave this session with practical tips for increasing trust and teamwork in your organization.

- 2:00 - 2:15 PM** BREAK
2:15 - 3:00 PM BREAKOUT SESSIONS

Breakout A: Letting Go of Control - Change and Transition |

Wayne Wengerd

Transitioning business leadership to others or to the next generation can be very challenging. Sometimes our efforts to help actually end up hurting. Whether you're in active transition now, or will be in your future, this session will give you practical tips to transition well.

Breakout B: Risk, Liability, and Debt: Navigating a Changing Economic Environment | Leland Ulrich

The economy of the last 15+ years has been highly unusual. High economic growth rates, low interest rates, and debt risk have all changed quickly in the last several years. It's important to consider how much and how quickly the economy has changed as we make business decisions.

- 3:00 - 3:15 PM** BREAK
3:15 - 4:00 PM GENERAL SESSION

Contentment, Capacity, and Growth | Ernest Weaver

We're all created by God with unique capacity, gifts, and talents, and we honor Him by using those well. We've heard that if we're not growing, we're dying, but how do we blend the sometimes competing ideas of growth and contentment? How do we decide when we have enough, especially if we could make more?

All are welcome—business owners, spouses, key employees, and other interested persons. Please tell your friends and business associates about this seminar.

EMPLOYEE SEMINAR

Develop. Connect. Energize.

Anabaptist Financial presents employee seminars from an Anabaptist perspective. Our seminars help you develop operational skills, implement best practices, and work together in harmonious relationships. Join us for a unique opportunity to:

- **Hear sound teaching** – that integrates Biblical values and spiritual truth with practical workplace counsel.
- **Advance your career education** – by attending year after year. Our systematic teaching of various aspects of employee work leads to well-rounded business training. Each seminar focuses on different areas of business operations and workplace issues.
- **Invest your time well** – by setting aside the tasks of one day to focus on your long-term development as an employee. Time invested in personal growth has good returns.
- **Energize your vision** – with renewed inspiration for personal growth and renewed purpose in your employment.
- **Gain kingdom focus** – by learning and growing in kingdom-focused workplace theory and practice. Learn how others live out the Sermon on the Mount at work.
- **Interact with other Anabaptist employees** – from our own circles who share their employment experience. Gain insights and connections that you will not find at secular or non-Anabaptist employee seminars.

Anabaptist Financial's employee seminars are not only for employees but also business owners and partners. From new employees to old pros, everyone will benefit.

EMPLOYEE SEMINAR PROGRAM

Memphis, MO • Wednesday, February 19, 2025

- 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

Work as Service to God—Our Call of Duty | Sam Miller

In a perfect world before any sin entered, God gave man the gift of work and purpose. One of His first instructions to man was about work. This is still our sacred calling, privilege, and duty. Not a result of the fall or simply a means to an end of providing for our families, our work is an act of service to God.

- 9:30 - 9:45 AM** ANABAPTIST FINANCIAL OVERVIEW
- 9:45 - 10:05 AM** BREAK
- 10:05 - 10:50 AM** GENERAL SESSION

Teamwork and Trust | Leland Ulrich

Work gets done in the context of people and relationships, and trust is the currency of those relationships. Trust, however, is slowly gained but quickly lost. A team needs to trust each other to work well together. You'll leave this session with practical tips for increasing trust and teamwork in your organization.

- 10:50 - 11:35 AM** GENERAL SESSION

Avoiding Anabaptist Cultural Entitlement | Richard Burkholder

We Anabaptists often benefit from our reputation as honest people who work hard and deliver high quality goods and services. Is the way we think and work continuing to build this reputation? Are we falling into the trap of feeling entitled to special treatment because of who we are? Our cultural heritage is a blessing to share, not a privilege to abuse.

- 11:35 - 12:45 PM** LUNCH
- 12:45 - 1:30 PM** GENERAL SESSION

Five-Star Customer Service | Wayne Wengerd

Few things are more important to a business' success than serving the customer well. We all know bad customer service when we see it or encounter it. This

session explores what good service looks like, and practical tips for giving five-star customer service.

1:30 - 1:45 PM BREAK

1:45 - 2:30 PM GENERAL SESSION

Being a Valuable Employee | Keith High

We all want to do well in our work, but what does that mean? This interactive session will explore what is important in an employee team member and how to be a valuable employee.

2:30 - 2:45 PM BREAK

2:45 - 3:30 PM GENERAL SESSION

Leaving A Positive Impact in The Workplace | Wayne Wengerd

How we do our work is sometimes as important as what is the finished product of our work. The impact of our attitude and relationships is extremely important but can be hard to quantify. When we work heartily, as unto the Lord, His light shines through and brings life to those around us.

All are welcome—business owners, spouses, key employees, and other interested persons. Please tell your friends and business associates about this seminar.

BUSINESS SEMINAR PROGRAM

Versailles, MO • Thursday, February 20, 2025

- 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 Are We Really in Business For? | Ernest Weaver

As Anabaptist businessmen, we are sometimes tempted to create a “spiritual” and “secular” divide in our church and business lives. Is this separation Biblical, or is it something man created?

- 9:30 - 9:45 AM** STEWARDSHIP EDUCATION OVERVIEW
- 9:45 - 10:05 AM** BREAK
- 10:05 - 10:50 AM** GENERAL SESSION

Why You Need a Plan | Greg Wolf

Except the Lord build a ‘business,’ they labor in vain. Every business needs a plan! You can plan, prioritize, and manage proactively, or you can let your business react to events. In this session, we will cast a vision for business planning and the reasons to develop an annual business plan.

- 10:50 - 11:05 AM** BREAK
- 11:05 - 11:50 AM** GENERAL SESSION

Developing a Plan | Greg Wolf

This practical session builds on the vision of the previous session and includes practical tips and steps to start and improve your planning process.

- 11:50 - 12:00 PM** ANABAPTIST FINANCIAL/FOUNDATION OVERVIEW
- 12:00 - 1:15 PM** LUNCH
- 1:15 - 2:00 PM** GENERAL SESSION

Communicating With Clarity and Integrity | James S. Martin

Does what we say match what we do? We are constantly communicating, both in what we say and what we don’t say. Learn how to clearly communicate with integrity and kindness.

2:00 - 2:15 PM BREAK
2:15 - 3:00 PM GENERAL SESSION

Training and Engaging Your Employees | Gabe Yoder

Training, equipping, and engaging with your employees doesn't happen accidentally, whether your team is two people or two hundred people. An engaged, well-trained team is more fun and effective, and serves everyone better.

3:00 - 3:15 PM BREAK
3:15 - 4:00 PM GENERAL SESSION

Leading Effective Discussions | Gabe Yoder

Learn how to lead productive and insightful discussions in which you hear from everyone, ask good questions, navigate differences of perspective, and leave with clarity about next steps. Making progress often requires discussions. This session will equip you to make those more effective.

All are welcome—business owners, spouses, key employees, and other interested persons. Please tell your friends and business associates about this seminar.

Seminar Information

Business Seminar Fee

Early registration fee: If registered on or before January 31, \$109 for the first person. Additional attendees, \$99 if from the same family or business. For early registration rate, payment is due by January 31.

If registered after January 31, first person \$119. Additional attendees, \$109 if from the same family or business.

Employee Seminar Fee

Early registration fee: If registered on or before January 31, \$99 for the first person. Additional attendees, \$89 if from the same family or business. For early registration rate, payment is due by January 31.

If registered after January 31, first person \$109. Additional attendees, \$99 if from the same family or business.

Registration covers lunch, facility, and other expenses. For more seminar information or if you need special accommodations due to a handicap, call 800-653-9817. In consideration of other attendees, no young children, please.

Pick up your pre-printed name tags as you arrive.

Call or email our office for extra brochures: 800-653-9817 or 267-368-4628 or seminars@afweb.org.

Cancellation Policy

- Cancellations must be made 14 days before the seminar in order to receive a full refund.
- If attendee cancels within the 14 days leading up to the seminar or does not show up to the seminar, attendee will still be required to pay 50% of the registration fee.
- If cancellation is made within 14 days of the seminar due to a death, sickness, or a family emergency, a full refund will be extended.

Registration Form

Please mark the seminar you plan to attend:

- Business Seminar** in Memphis, MO on February 18, 2025
- Employee Seminar** in Memphis, MO on February 19, 2025
- Business Seminar** in Versailles, MO on February 20, 2025

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

Name(s) _____

Company _____

Address _____

Phone _____

Email _____

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If registered after January 31, first person \$109. Additional attendees, \$99 if from the same family or business.

Please include payment with your registration.

To register online, visit: afweb.org/resources/business-seminars

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



**Anabaptist
Financial**

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Lewisburg, PA 17837
seminars@afweb.org
800-653-9817 (AF office)
267-368-4628
866-230-6253 (Fax)

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Anabaptist
Financial

55 Whisper Creek Drive
Lewisburg, PA 17837

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**REGISTER
TODAY!**

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or register online at
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email seminars@afweb.org

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