



# The Prairie Professional

1905-2005

A Newsletter for KAE4-HA Members

March 2005

## Message From



## The President

*Amy Gerdes*

### Message From the President

The news is constantly reminding us that we are entering the severe storm weather season. Storm spotter meetings are being held across the state in preparation of this “season.” In preparation of our upcoming whirlwind of 4-H programs throughout the summer, I challenge each of you to attend our upcoming Spring KAE4-HA Association meeting on May 17 & 18 in Hays. Witness the work of our Professional Development Committee as they have planned a unique professional development and leadership opportunity for you.

OK, enough of the promo. How are you doing with your 4-H youth development programming? Are you taking time to re-energize, create, and evaluate your youth development initiatives? Or, are you like me, and simply jumping from one program to the next trying to catch up with all the activity and happenings?

Sometimes, it would be nice just to add an “eighth” day to our week to try and catch up. This is not possible, so we must prioritize our time and energy to make sure we are doing what we say we do - providing high quality educational hands-on youth development programming. And we must do a GREAT job telling our story! In other words, we must have powerful and easy to understand “outcomes” in RHETORIC terms.

Knowing how to tell our story and making sure the right people hear the facts was a focus at the North Central Region JCEP (Joint Council of Extension Professionals) Conference this past February. It was quite interesting to hear the status of 4-H Youth Development programs in the various states. Most all are facing difficult situations - budget constraints, cost recovery on 4-H programs & curriculum, more programming with less staff, etc.

Kansas Extension and 4-H is in much better shape than many of our surrounding states. We have seen many positive things: new hirings (Congratulations, Pat, our new State 4-H Leader), supportive

administrators and no new budget cuts at this point. We need to continue to build upon this trend by working with our stakeholders and legislative members to truly educate them of our importance and impact.

Suggestions provided at JCEP to help us tell our story included:

- C Keep it brief. Use the SECS Framework - Statement, Evidence, Conclusion, Shut-up
- C Show relevancy and value by giving the impact and try to tie the impact into economics (\$\$)
- C Identify your stakeholders
- C Create Community Partner Advisory Groups (focus groups)
- C Understand and be informed of the “hot topics” your legislative members are currently facing
- C Make yourself available to your legislative members so they will utilize you as a resource
- C Read the book “Good to Great” by Jim Collins

As you storm into the busy spring and summer 4-H season, take time to smell the roses as you evaluate and complete programs so you will know the impact and difference you are making in the lives of young people across Kansas.

## What About a Bowl-A-Thon?

“Miami County 4-H Foundation raised \$5,600 in a 2 hour bowl-a-thon”, reports Crystal Coffman, Miami County 4-H Agent. “There is a lot of work ahead of an event like this, but it paid off in the end.”

This was their first-ever event of this kind. 22 teams (6 bowlers per team) turned in donations after the event. More support was obtained from event sponsors (\$500 each), Session Sponsors (\$250 each) and Lane Sponsors (\$100 each). Door prize sponsors helped make the evening of “cosmic” bowling---under the big silver globe with the house lights low-- a success.

This event requires lots of community support to be successful. A past 4-H member in the Miami County Mapping Department made large signs for the Lanes. The public relations director at IncredABowl provided the planning team with lots of help. Big Brothers/Sisters, who have an annual bowl-a-thon fundraiser, shared ideas and suggestions. Volunteers contacted businesses to provide gift certificates, food (Papa John's Pizza), drinks (Pepsi) and funding.

For more information about the Miami County 4-H Foundation Bowl-A-Thon, contact Crystal Coffman, 20 S. Gold, Paola KS 66071, phone 913-294-4306, fax 913-294-4301, email [ccoffman@oznet.ksu.edu](mailto:ccoffman@oznet.ksu.edu)

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*Take time to smell  
the roses*  
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## Fundraising Idea:

### *What About a Bowl-A- Thon?*



## Keys To a Successful Bowl-A-Thon



### Keys to a Bowl-A-Thon Success:

- \*Have a great fundraising committee; select members with connections to business and corporate partners.
- \* Set up and use committees; decorations, food, awards, clean-up, and finances.
- \*Encourage 4-H Clubs to form teams and challenge other clubs.
- \*Reach out to non-4-H groups or organization to get teams.
- \*Encourage Jr. Leaders to be team captains.
- \*Plan awards for most donations, teams with best game, teams with best costumes.

### North Central Regional Update

Mark your calendars now for the 2005 NAE4-HA Conference October 29-November 3 in Seattle, Washington. The 2006 NAE4-HA Conference will be October 22-26, 2006, in Milwaukee, Wisconsin.

## North Central Region 4-H Update

There is always a North Central Region breakfast at the NAE4-HA Conference, where “hospitality funds” are raised (usually through auctions). There is discussion as to how these funds should then be best utilized. They currently are divided up equally among the North Central Region states. It has been proposed to give the money to the state or states who will be hosting the next NAE4-HA Conference to give them start up funds, programming funds, etc. What is your opinion? Please send comments, suggestions, ideas, etc. ASAP to Amy Gerdes or Rod Buchele.

Is anyone interested in running for a National Leadership Position with NAE4-HA for 2006? If so, please let Amy or Rod know ASAP so your name can be forwarded to our Regional Directors.

The North Central Region is responsible for hosting the NAE4-HA Conference in 2010. The Regional Directors were asking if any state is interested in hosting at this point. Nebraska might be, and if they are, they may be asking for assistance from Kansas. Would we be interested in helping IF Nebraska were to put in a bid for hosting?

If you would like to keep up with the latest news from the North Central Region, visit the member resources, regional newsletters site on the NAE4-HA website at <http://www.nae4ha.org/mbrres/regionalnews.html>.



## Ideas To Grow On:

### *Adaptability in Action*



## Adaptability in Action

In a way, human beings behave like bees. If you place several bees in an open-ended bottle and lay the bottle on its side with the base toward a light source, the bees will repeatedly fly to the bottle bottom toward the light. It never occurs to them to reverse gears and try another direction. This is a combination of genetic programming and learned behavior.

Put a bunch of flies in that bottle and turn the base toward a bright light. Within a few minutes, all the flies will have found their way out. They try all directions up, down, toward the light, away from the light, often bumping into the glass but sooner or later they flutter forth into the neck of the bottle and out the opening.

We often allow ourselves to become locked in our present circumstances even if we are unhappy and really want to be reaching in a new direction. What we are doing may make us miserable, but at least it is familiar. One of the most important factors in achieving personal success is the willingness to try things out, to experiment, to test new grounds. In fact, this is the only way to learn and progress: trial, error, feedback, knowledge, trial and success. It is a far better thing to try to succeed and fail, than to do nothing and succeed.

This week:

- \* Try it
- \* Change it
- \* Do it

Stop stewing and start doing! -- Denis Waitley Article submitted by Phyllis Kriesel

## Time Management



## Time Management *by Jim Rohn*

Something will master and something will serve. Either you run the day or the day runs you; either you run the business or the business runs you.

Learn how to separate the majors and the minors. A lot of people don't do well simply because they major in minor things.

Don't mistake movement for achievement. It's easy to get faked out by being busy. The question is: "Busy doing what?"

Days are expensive. When you spend a day you have one less day to spend. So make sure you spend each one wisely.

## Program Impact Evaluation

Best idea I've learned was from a recent One Kansas training where we learned about the Payoff Matrix. This is a great tool for prioritizing program planning.

Bright Ideas  
From  
KAE4-HA  
Members:

*Program  
Impact  
Evaluation*

|                                 |                      |   |  |       |
|---------------------------------|----------------------|---|--|-------|
| I<br>M<br>P<br>A<br>C<br>T<br>- |                      | Easy  |  | Tough |
|                                 |                      | <b>Implementation</b>                           |  |       |
|                                 | Small<br>Payoff<br>↓ | Stolen Base<br><i>(Easy &amp; Small Payoff)</i> | Strike-Out!<br><i>(Tough and Small Payoff)</i>                                     |       |
|                                 | Large<br>Payoff      | Grand Slam<br><i>(Easy and Large Payoff)</i>    | Extra Innings!<br><i>(Tough and Large Payoff)</i>                                  |       |



With each program, ask:

- \* Will implementation be easy or tough (horizontal axis or columns)?
- \* Will the impact be small or big (vertical axis)?

Obviously, you do not want programs in the “Strike Out” quadrant, and the programs you do want the most are in the “Grand Slam” quadrant. “Stolen Bases” may be a good thing, and “Extra Innings” will require lots of effort, time, \$\$\$\$ , etc., but lots will be gained. Great way to see how your programs or new ideas are “measuring.”

This information is from Ray, R.G. (1999). The Facilitative Leader: Behaviors that Enable Success. Article submitted by Amy Gerdes



## Role of a Facilitative Leader

### More Bright Ideas:



### *Role of a Facilitative Leader*

As a youth development professional we are leaders within our communities. We've all learned the characteristics of the different types of leadership, but one of the most important roles we fulfill is that of a facilitator. We facilitate educational programs and initiatives for youth and adults.

As a facilitative leader, keep these tips in mind:

- u Listen Generously
- u Suspend Judgement
- u Care About People
- u Focus on Others
- u Recognize All People Have Value
- u Pay Attention
- u Facilitate from the Chair (remember, you don't have to be in front of the group to be an effective facilitator!)
- u Ask Questions to Help Understanding
- u Think Creatively
- u Believe in the Group Process

These tips were shared by Barry Carroll and Greg Meissen of the Self Help Network at Wichita State University during a One Kansas training.

## July to December KAE4-HA Member Birthdays

Happy Birthday



**KAE4-HA Members!**

|                 |              |                   |              |
|-----------------|--------------|-------------------|--------------|
| Carol Fink      | July 17      | Nancy Honig       | September 18 |
| Nadine Sigle    | July 19      | Beth Drescher     | September 24 |
| Craig Gross     | July 20      | Diane Mack        | September 24 |
| Kim Davis       | July 21      | Amy Gerdes        | September 29 |
| Cathy Musick    | August 2     | Jeremy Nelson     | October 5    |
| Shawna Mitchell | August 14    | Robyn Swonger     | October 7    |
| Rod Buchele     | August 17    | Evelyn Neier      | October 31   |
| Barb Addison    | August 21    | Beth Hinshaw      | November 1   |
| Beth Hecht      | August 26    | Lori Shoemaker    | November 17  |
| Melissa Warren  | September 6  | Susan Schlichting | December 12  |
| Leroy Russell   | September 10 | Jodi Besthorn     | December 17  |