Dear Southwest Region Educators and Staff:

It’s August! Where is the summer going?

The RDs had a great retreat last week and got much planning accomplished. Now on to Administrative Cabinet for approval and implementation! Those going for promotion have also been busy with meeting deadlines. This week I’ll be visiting Camp Graham and a county fair. We’ll be scheduling autumn visits soon! Please note the position openings we have in the region now, and encourage qualified applicants to apply.

Thought to Remember . . .

    Success takes deliberate decisions, conscious effort, and immense persistence at striving to reach specific goals.

    “The key is not to prioritize what is on the schedule, but to schedule your priorities.” - Stephen Covey

Have a great week!

Best Always,

Barbara
Happy August Birthdays…

- August 1  Pat Brinkman, Educator/Director, Fayette County
- August 2  Trevor Corboy, Program Coordinator, Clermont County
- August 3  Cindy Meyer, Educator/Director, Butler County
- August 4  Greg Meyer, Extension Educator, Warren County
- August 5  Jo Langenkamp, Office Associate, Darke County
- August 7  Judy Skidmore, Office Associate, Logan County
- August 11 Diane Barga, Program Coordinator, Darke County
- August 19 Betty Wingerter, Educator/Director, Montgomery County

Easy Ways for Teams to Celebrate

Celebrate small successes or “near misses.” Don’t wait until the team has reached their ultimate goal. Celebrate small successes or the efforts of near misses along the way.

Director’s Drop-In

Last week, I had the opportunity to participate in the annual Roads Scholar bus tour of Ohio coordinated by the Office of Outreach and Engagement designed to help new faculty and administrators learn about OSU’s impact on the state of Ohio. Our tour began early Thursday morning with a visit to WOSU studios located at COSI in downtown Columbus.

Our first stop was at the Transportation Research Center at East Liberty. We were able to take the bus on the 7.5-mile oval test track used for performance testing by the automotive industry.

(We did not "crash test" the bus, but we were introduced to the latest model of crash test dummies.) We then headed north to Unverferth manufacturing, The Anderson’s, Toledo Zoo, Toledo Art Museum, and Cooper Tire. It was impressive to see how many OSU alums were employed at each of these facilities. Along the way, I had a chance to tell the story of the creation of the land grant university system and provide passengers with an overview of OSU Extension. Meanwhile, another bus full of OSU students, student-athletes, and Brutus took another route to Toledo, eventually meeting up with our bus at the Zoo for an advancement event with alumni and other supporters. The students paid a visit to Rufenacht Family Farms in Fulton County where they learned about contemporary agriculture. Thanks to Eric Richer and the Fulton County team for arranging for that visit. Later that day, the students visited Sylvania Family Services, the Choice Food Pantry, and learned about the Master Gardener Volunteer program in Lucas County. Thanks to Patrice Powers-Barker, Amy Stone and the rest of the Lucas County team for their role in setting up those visits.

Job Postings

**County Extension Educator, Family and Consumer Sciences**  
*Butler County, Hamilton, OH*  
JR# 420268  
1.0 FTE  
Post Date: July 30, 2016  
Deadline Date: August 28, 2016  
Screen Date: September 14, 2016  
To Apply

**Program Assistant, SNAP-Ed**  
*Clermont County, Owensville, OH*  
JR# 420274  
1.0 FTE  
Post Date: July 30, 2016  
Deadline Date: August 14, 2016  
To Apply

Barb Brahm’s Schedule

- August 1  Delaware County
- August 2  Camp Grahm/Clermont County
- August 3  Greene/N. American Manure Science Expo
- August 4  Admin. Cabinet
- August 5  Campus/State Fair

Southwest Region Forum
About one hundred years ago, a man named Ivy Lee went to the president of Bethlehem Steel, Charles Schwab, and made a deal with him. Lee told Schwab he could increase Schwab's productivity as well as the workload of all his managers. What's more, Lee told Schwab he could help Schwab's executives produce a significant amount more if he could just spend fifteen minutes with each of them. To make the offer especially enticing, Lee told Schwab he wouldn't charge anything at all unless his advice worked. "Then, after three months," Lee told Schwab, "if my advice proves profitable, send me a check for whatever you think it's worth."

They struck a deal.

Here's how productive he was—Lee actually spent only ten minutes with each executive. Here's what he told them: "I want you to promise that for the next ninety days, before leaving your office at the end of each day, you'll make a list of the six most important things you have to do the next day and number them in their order of importance."

The executives were shocked that that was all they were asked to do.

"That's it," Lee said. "Scratch off each item after you finish it. Then go on to the next item on your list. If something doesn't get done, put it on the following day's list."

Each Bethlehem executive agreed to follow Lee's instructions. Three months later, Schwab studied the results. He was so pleased, he sent Lee a check for $35,000! (That may or may not seem like a lot of money to you, but this was one hundred years ago. At the time, the average United States worker made $2.00 a day or $4,000 a year. Thirty-five thousand dollars was a LOT of money! Even today, imagine if you spent a few minutes with a group of executives and gave each one the same, simple tip and got $35,000 for it. You'd be thrilled!)

Many people follow Lee's advice today. The founder of the $2.2 billion direct sales cosmetics company Mary Kay praised Lee's idea when she wrote the book You Can Have It All: Lifetime Wisdom from America's Foremost Woman Entrepreneur. Mary Kay Ash boasted that she herself followed Lee's advice. After all, she reasoned, Schwab was one of the smartest business professionals of his day. If he felt that bit of advice was worth paying $35,000, she ought to try it, too. So, each night she made a list of things to do the following day. But, she added a twist to it. She didn't just number the tasks in order of importance. She always put the hardest or most unappealing task at the top. "This way," she wrote, "I tackle the most difficult item first, and once it's out of the way, I feel my day is off to a good start."

Follow Lee's advice! Before you go to sleep tonight, figure out what you need to do tomorrow. Write down the six most important things you need to accomplish. Not only will you start tomorrow ready to go, but subconsciously, you'll also be working on those six projects while you sleep. Then, follow Mary Kay's advice and knock those tasks out from hardest to easiest.

Don't let your time get snuffed out by what appears to be an innocent killer! Stand guard. When you guard your time, you guard your life. For time is the stuff that life is made of.
Suzanne Mills-Wasniak

I have been the Agriculture and Natural Resources Extension Educator in Montgomery County since 2012. Prior to 2012 I was the Agriculture and Natural Resources Program Assistant in Montgomery County since 2008. My area of specialization is Sustainable Agriculture / Local Food Systems. A native Pennsylvanian I was educated in Ohio. My Bachelor of Science in Agriculture is from The Ohio State University majoring in Animal Science. I have a Masters in Biological Sciences from Wright State University with a concentration in Environmental Sciences.

In 2010 I was fortunate to be selected as a National Association of County Agricultural Agents (NACAA) – United States Department of Agriculture (USDA) / Sustainable Agriculture Research and Education (SARE) Fellow. The competitive program each year selects one person from each of the four regions in the United States to be trained in sustainable principles. Training focused on “Reading the Farm” to marketing to the commodity entering the local food system is intensive, rewarding, and eye opening as the Fellows visit each of the four regions.

I serve as the NACAA Sustainable Agriculture Committee National Chair. The vice-chairs and I are responsible for the selection of SARE Fellows and Sustainable Agriculture presenters for the NACAA Annual Meeting and Professional Improvement Conference.

In a prior life I served six years on Village Council, two as Council President. I ended my elected public service as Mayor. As Mayor, I was the Chief Law Enforcement Officer and Chief Executive Officer of the Village. I was privileged to oversee the investigation of a stagecoach runaway accident that warranted Associated Press coverage, the EPA grant for the sanitary sewer system, the apprehension of a serial rapist, and the removal of the Chief of Police. The Chief challenged my charges and the council’s termination vote. The case was ultimately decided by the Ohio Supreme Count which upheld my charges and the council termination vote.

My husband, Ray, and I live on the family farm, soon to be a Century Farm.