

Go for the **Gold** in **You!**

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8:45 AM – 9:45 AM

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**CHILD NUTRITION
SUPPORT SERVICES**

Objectives

- Who do you want to be when you grow up?
- Do you want to change your job, your lifestyle, your life?
- How do you achieve dreams? Join me in an inspirational discussion on how to create **major change in your life**. What to expect, what to avoid and how to end up being a new you in love with your life. Whether you want to move up in your current job, move to another field or do not yet know who you want to be this session will be invigorating to your dreams.

How I Arrived Here

- Long, strange trip
- Multiple changes to my life
 - To my career
 - To my family
 - To my “home”
- Some dead ends became new journeys
- Some of life’s hardships fueled my growth
- Some people doubted
- But I **NEVER Gave Up on ME!**

Change

- Exhilarating or Scary?
- Fun or Frustrating
- Exciting or Nightmares?
- Usual or Unusual?
- **“Everyone thinks of changing the world, but no one thinks of changing himself.”**
 - -- Leo Tolstoy, Russian writer

Your Career

- Are you doing what you want to do?
 - If not, why not?
- Need education?
- Need mentoring?
- Need skills?
- **You are responsible for You!**

You Are Here!

- **“Preparing for ANC 2013: Taking Advantage of Education, Certification and Credentialing Opportunities**

SNA wants you to take your career to the next level, and the 2013 Annual National Conference (ANC), July 14-17, is just the place to start!”

Follow Your Dreams

- **“Life isn't about finding yourself. Life is about creating yourself.”** --George Bernard Shaw, Irish playwright
- How are you creating your life?
- How are you helping or hindering the You inside your heart?

Your Changes

- What do you want to do?
- Where do you want to live?
- Who do you want to be when you grow up?
- Anytime is the right time
- **"What the mind of man can conceive and believe, it can achieve" Napoleon Hill**
 - Lived 1883 – 1970
 - One of the first “Personal Success” Authors

Goals

- Set a goal
 - 18 months to 3 years out
 - What steps do you need to take to achieve your goal/goals?
 - Outline the steps needed
 - Be specific
 - Focus on the first steps
 - Lay the foundation and the Path will lead you

Where to Start?

- ***"The way to get started is to quit talking and begin doing."*** - Walt Disney
- Action is necessary
- Deliberate, focused actions produce results
- Network with those who inspire you
- Network with those who you aspire to join
- Join organizations that support your goals

Move up in SNA

- Start locally
- Volunteer to assist on a committee
- Then lead the committee
- Then form a committee
- Contribute
 - Your Voice
 - Your Energy
 - Your Knowledge

Move Up In Your Job

- Volunteer for more responsibility
- Express your desire for movement
- Look for opportunities within your district/company
- Go After those opportunities
- Mentor new employees

Obstacles

- Real or Imagined?
- Self Sabotage
- Negative Energy
 - Focus on the problems
 - Or
 - Find the solutions
- Life is not perfect but it is your life to lead

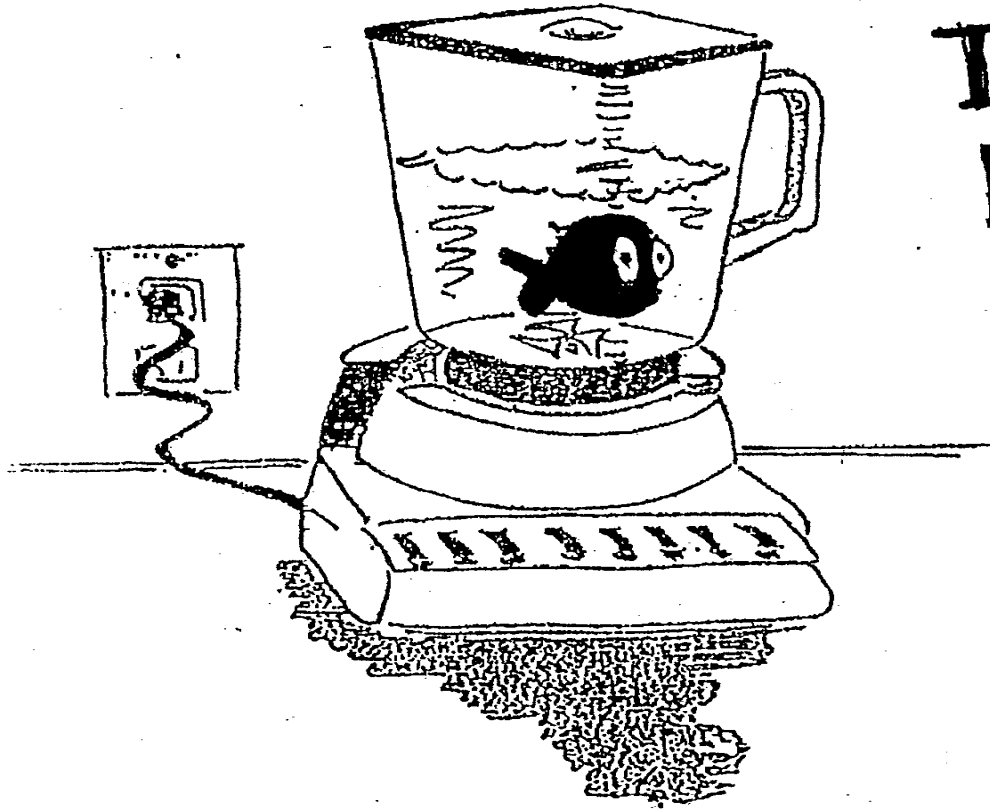
Your Reaction is Yours

- Are you Acting or Reacting?
- Can someone “make” you mad?
 - No, you are making choices
- Are you reaching for the stars?
 - Or are you looking for trouble?

Katie Wilson, PH.D, SNS

- **“It is worth remembering that the time of greatest gain in terms of wisdom and inner strength is often that of greatest difficulty. “**
 - Dalai Lama

AND YOU THINK
THERE'S STRESS
IN YOUR
LIFE !



Janey Thornton, Ph.D., SNS

- “Don’t stress over things out of your control but never give up on those things you can influence”
- “Many things in life may not go as planned but learn from those situations and stay positive”
- “As a leader, it’s important to lead by example. It’s easier to lead a team than to dictate to a group of followers”

The Future's So Bright

- **SNA President Leah Schmidt:**
 - “The most important thing to remember is this: **“To be ready at any moment to give up what you are for what you might become.”**”
—W.E.B. DuBois
- Who might you become?

The Beginning



What I Did

- Got divorced in 1987
 - 4 kids 6, 5, 4, 3
- Worked full time
 - First days
 - Then nights
- Got my degrees
 - First nights for my AA
 - Then days for my BA
 - Graduated with Honors 1990

From Indiana Back to Illinois

- Sales and Catering Director
 - 13 months of torture
- Moved back home
- Sold Produce
- Sold for a broad liner
 - Got fired**

The Curve

- 1993 hired by a Food Service Broker
 - As a school and healthcare specialist
 - I knew nothing about schools or institutional sales
 - I fell in love with the school market
 - I educated myself on the market
 - I sought out mentors
 - I took my lumps and learned my lessons

My Professional Growth

- Became active in the State Association
- Volunteered to do sessions
- Attended conferences Outside of the Exhibit Hall “Food Show”
- Joined the Industry Committee
- Became Chairman of the Industry Committee
- Learned about USDA Foods (Commodities)
 - Started that in 1995

Nationally

- Joined SNA as an Individual Member in 1999
- Joined ACDA as an Associate Member in 1999
- Attended both Annual Conferences
- Attended LAC
 - Marched on the Hill when Industry Partners were few in number

SNA

- School Nutrition Association
- SNS Credentialed (2008)
- Marketing Advisory Council (2003 – 2004)
- Presenter 2005, 2006, 2007, 2008, 2011, 2012, 2013 Annual National Conferences
- School Foodservice & Nutrition Magazine (April 07), contributor
- School Foodservice & Nutrition Magazine (October 04), “Industry 101”

ACDA

- American Commodity Distribution Association
 - Processing Committee Associate Representative (2005 – 2009)
 - Chair of the Legislative Committee (2007 – 2008)
 - Co-Chair of the Processing sub committee on Training needs for all partners (2006 – 2008)
 - Conference Planning Committee (2005, 2006, 2007)
- Presenter at 2005, 2006, 2007, 2008 Annual National Conferences

My Career

- Started in 1993 with Asmussen and Associates
- Merged in 1996 to become Asmussen Waxler Group
- Merged in 2007 to become Venture Marketing
- Facing more mergers
- **Quit 2009**
 - Did not Retire
 - Spent 16 years doing what I loved

My Personal Life

- Met my husband in 1992
- Married in 1999
- Lost my parents, brother and brother in law
- Then tragically lost my beloved niece in 2001
- 2003 Lost my son Matthew at 21 in a car accident
- Remember God does not promise us tomorrow



My Current Journey

- Quit our jobs
- Bought a boat
- Went 1200 miles and 27 locks
- Landed in Pensacola Florida
- Live on our boat
- Husband works on a barge line
- I formed my own business in 2010 and work from the boat























Time For Discussion

- “Pray to God but row toward shore”
 - Final Quote
- Thank you