

ANABAPTIST FINANCIAL

Business & Employee
SEMINARS



LEARN · CONNECT · NETWORK

BUSINESS SEMINAR Tuesday, March 14, 2023

EMPLOYEE SEMINAR Wednesday, March 15, 2023

Heritage Community Center

3558 US-62, Millersburg, OH 44654



**Stewardship
Resources**

Stewardship Connections with Integrity

SPEAKERS

Gary Miller, Caldwell, ID *Christian Aid Ministries, SALT Program*

Clyde Zimmerman, Altoona, PA *Former owner,
United Datacom Networks; AF Business Advisor*

Philip Horst, Wallenstein, Ontario *Partner, Wallenstein Equipment*

Leon Wengerd, Mount Hope, OH *Pioneer Equipment, AF Business Instructor*

Michael Shetler, Berlin, OH *Salesman, Trail Farm Supply*

Steve Leid, Loudonville, OH *Partner, H&H Custom Homes*

Lavern Zimmerman, Ephrata, PA *AB Martin*

Lynnwood Hershberger, Newcomerstown, OH
Human Resources, Christian Aid Ministries

Dennis Mullet, Millersburg, OH *Owner, Boyd & Wurthmann Restaurant*

Arlen Raber, Berlin, OH *CFO, Berlin Gardens*

Marcus Troyer, Berlin, OH *HR Manager, Berlin Gardens*

LOCAL COMMITTEE MEMBERS

Paul A. Miller *AF Executive Officer*

Atlee Raber *Berlin Gardens*

Wayne Keim *201 Storage*

Ivan Hochstetler *Hochstetler Wood*

Ivan Yoder *Walnut Valley Woodworking*

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

Millersburg, OH • Tuesday, March 14, 2023

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

Leading by Example | Gary Miller

All of us influence the lives of others, yet a business owner has a tremendous opportunity to impact the lives of many people. If you have been successful in business, others are watching your life choices during good times as well as your responses during uncertain times. How are you using this opportunity, and how are you stewarding the influence you have been given?

9:30 - 9:45 AM STEWARDSHIP RESOURCES UPDATE

9:45 - 10:05 AM BREAK

10:05 - 10:50 AM GENERAL SESSION

Company Culture—A Deeper Look | Philip Horst

Every business knows that customers and employees are vital to its success, but the key to growth and engagement lies in the one thing that connects them: a great culture. How powerful is culture? Can the culture in your organization be changed and what does it take to effect change?

10:50 - 11:05 AM BREAK

11:05 - 11:50 AM GENERAL SESSION

Business as Brotherhood—Rethinking the Relationship | Gary Miller

Many feel that the local church should have little involvement in a believer's business. Just let business be business and keep it separate from the brotherhood. But is this correct? Should the local church have no input into decisions regarding business debt, size, or operation? Or is it possible that we should revisit the purpose of both our businesses and churches, and reconsider the relationship between them?

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

12:00 - 1:15 PM LUNCH

1:15 - 2:00 PM BREAKOUT SESSIONS

Why Numbers Matter | Steve Leid

Why does accounting matter? Isn't it more important that you are actually doing something rather than spending your precious time on the numbers? Do the

numbers really matter if you are making money? This session will teach you what numbers you should know and why you should be paying attention to them.

Marketing with Purpose | Leon Wengerd

Telling potential customers about your product is key to generating sales and surviving in business. However, in the daily whirlwind, we struggle to find time to strategically plan our marketing efforts, much less develop a solid marketing plan. This often results in the uneasy feeling of wondering if our marketing dollars are yielding fruit. This session will discuss the components of a basic marketing plan and what to look for when choosing a marketing firm, along with staying true to Biblical principles.

2:00 - 2:15 PM BREAK

2:15 - 3:00 PM BREAKOUT SESSIONS

Calculating Cost | Clyde Zimmerman

If you do not know the cost, how can you determine the sales price? While it may be tempting to base your pricing off the competition, that method is fraught with pitfalls. Understanding the difference between fixed and variable expenses is a key component in finding break-even points. In this session we will explore how to calculate cost to better understand pricing, but more importantly, practicing Biblical stewardship in determining what investments and expenses are acceptable in your business.

Passionate Sales—Effectively Helping Your Customer | Michael Shetler

Are we listening to what our customer needs? Or are we simply trying to sell our product? Are we passionately using our whole heart to serve the customer? Let's explore how to greet your customer, listen to what they need, and help them find the right solution!

3:00 - 3:15 PM BREAK

3:15 - 4:00 PM GENERAL SESSION

Business Operational Processes—Optional or Required?

Clyde Zimmerman

Is your business stress increasing and your quality of life decreasing? As business grows, simplistic repeatable processes are critical to delivering high quality products and services to your customers and reducing confusion and stress in your workforce. This session will review what good operational processes look like and how to practically develop them in your business. All with the end goal of demonstrating the kingdom of God in practical ways to everyone we serve!

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

Millersburg, OH • Wednesday, March 15, 2023

- 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

Loyalty, Identity, and Purpose | Steve Leid

Who are you and what are you doing here? Does loyalty mean you can't have a life outside of work? Should your job be your identity? What is your purpose? Our work should be a form of worship; this means it is an extension of who we are in Christ. This session will show you how to be a better leader and a better employee.

- 9:30 - 9:45 AM** FINANCIAL/FOUNDATION UPDATES
- 9:45 - 10:05 AM** BREAK
- 10:05 - 10:50 AM** GENERAL SESSION

The Golden Rule | Dennis Mullet

How would the workplace environment improve if all my interactions were based on Jesus' principle in Matthew 7:12 to treat others with the same respect, kindness, and fairness that I expect from them? Can I imagine myself on the receiving end of my actions? What perspective do I gain by putting myself in their shoes?

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

Drivers of Compensation | Philip Horst

Scripture is clear that laborers are to be paid a fair wage, but it is less clear on what fair really is. How is it determined and why are some employees compensated more than others? What factors drive compensation up for any individual employee, and what influence does the employee have at his disposal to effect change?

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

Finding Purpose in the Workplace | Marcus Troyer

What are your God-given talents and skills, and how do you use them in your workplace? In this session we will discuss ways of finding purpose in the workplace by discovering and maximizing the gifts God has given you and applying them where you are right now. Matthew 25:15 says that each

man was given according to his ability. Are we using our talents to the full potential and for His glory?

1:30 - 1:45 PM BREAK

1:45 - 2:30 PM BREAKOUT SESSIONS

“Not With Eyeservice”-Serving with All Your Heart | Lavern Zimmerman
Internal motivation is an essential ingredient of a great work ethic. But sometimes inner motivation escapes us. How can a person find deep, sustaining motivation that springs from the heart? (Ephesians 6:6)

Serving Others as an Office Worker | Arlen Raber

Sometimes we have a misconception that an office position is a “boss” position. While it carries different responsibilities than a production worker, it’s simply serving external customers or internal employees. This topic will draw some examples from the life of Christ and illustrate that an office role is really about serving others. We will also drill into the details of how Berlin Gardens organizes and deploys its office staff.

2:30 - 2:45 PM BREAK

2:45 - 3:30 PM GENERAL SESSION

Building Christian Culture-Doing Your Part | Lynnwood Hershberger

What culture do you think God envisioned when He designed humans for collaborative and creative work? Why does culture matter? What’s an employee’s role in building it? Discover how to help grow a compelling Christian culture grounded in the person of God Himself.

Registration Form

Please mark the seminar you plan to attend:

- Business Seminar** in Millersburg, OH on March 14, 2023
- Employee Seminar** in Millersburg, OH on March 15, 2023

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

Name(s) _____

Company _____

Address _____

Phone _____

Email _____

see reverse side to complete registration form

Contact Directory (Business Seminar only)

Check this box if you would like your contact information added to the business directory that is printed in the business seminar handout. You may also provide a brief description of the goods and services you provide (maximum 15 words). Note: For printing purposes, we must have your registration and contact information by February 24.

Business Seminar Fee

Early registration fee: If registered on or before February 24, \$109 for the first person. Additional attendees, \$99 if from the same family or business. For early registration rate, payment is due by February 24.

If registered after February 24, first person \$119. Additional attendees, \$109 if from the same family or business.

Employee Seminar Fee

Early registration fee: If registered on or before February 24, \$99 for the first person. Additional attendees, \$89 if from the same family or business. For early registration rate, payment is due by February 24.

If registered after February 24, 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:



**Stewardship
Resources**

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

Seminar Information

Business Seminar Fee

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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 tag as you arrive.

Call or email our office for extra brochures: 800-653-9817 or 570-468-1268 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.



Stewardship
Resources

55 Whisper Creek Drive
Lewisburg, PA 17837

** Address service requested **

**REGISTER
TODAY!**

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