



VIRGINIA
PENINSULA
CHAPTER

NEWS IN A FLASH

VOLUME 11, NUMBER 5 February 2011



Chapter President's Message

Hello AGA Members,

I hope the beginning of the year has been all that you intended it to be. Continue to strive to keep those New Year's resolutions as long as you can, and also enjoy Valentine's Day as it will be here in the very near future.

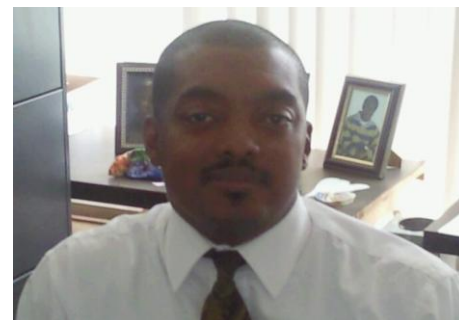
Just a reminder, we are co-hosting our spring 2011 conference with ASMC on March 16th and 17th at the Chesapeake Conference Center. I hope you received the registration form that was emailed to you, if not; a copy is included with this newsletter. We have great speakers lined up in anticipation of having a very successful conference. The conference provides the opportunity to earn 16 CPEs and CPAs can attend the annually required ethics course. Also, we will have a hospitality suite at the Marriott Chesapeake which is right next to the conference center. Please join us there on March 15th and 16th where you will be able to network, build contacts and just enjoy the atmosphere.

Please review the schedule of our upcoming events and activities so you can be an active participant. I want to thank everyone for their efforts in making sure the Virginia Peninsula chapter is well represented in the community. I have to say that for me, helping individuals in the community is one of the true highlights of being an AGA member.

I encourage each of you to volunteer and become involved in the chapter in any of the areas that you have an interest in. We are always looking for new talent and enthusiastic members who are willing to help.

Thanks for all that you do,

*Bradford W. Smith
President
AGA VA Peninsula Chapter*



NEXT MEETING

February 17, 2011

Holiday Inn Select, Norfolk Airport
1570 N. Military Hwy, Norfolk VA

Communicating with Mass Media

**Channing Guvernator, Public
Awareness and Training
Coordinator,
Virginia Utility Protection
Services**

11:30 am

Joint meeting with IIA

The menu is chicken roulade, red
blest potatoes and southern green
beans and carrot cake.

One CPE

\$10 for members
\$15 for non members

Payment of cash, check or credit card
accepted in person.

**All attendees must RSVP to
Melissa Saunders at
melissa.a.saunders@gmail.com
by February 10th**

Upcoming Chapter Events:

March 16 & 17, 2011
Chesapeake Conference Center

April 21, 2011
Crowne Plaza Hampton Marina

What's Happening?

This month:

- January 29 – Admiral's hockey game (POC is [Allison Shoemaker](#))
- February - Annual Sock Drive (POC is [Helen Brooks](#))
- February 17-18 AGA [National Leadership Conference](#), Ronald Reagan Building - International Trade Center, Washington, D.C.
- Sign up for AGA's special intensive review course and take the CGFM Examinations after the NLC. (POC is [Katya Silver](#))
- February 17 – Chapter lunch meeting, Chesapeake (POC is [Melissa Saunders](#)). **Joint meeting with IIA. Communicating with Mass Media. Channing Guvernator**, Public Awareness and Training **Coordinator**, Virginia **Utility Protection Services**

AGA at the Admirals

Interested in seeing a Norfolk Admirals Hockey game with your AGA colleagues? Allison Shoemaker is organizing an outing for Saturday, January 29th. The game starts at 7:15, please plan on meeting at the Scope (will call) at 6:45.

Norfolk Scope
201 E. Brambleton
Norfolk, VA 23510

<http://www.norfolkadmirals.com/index.php>

Everyone is welcome to attend! If you plan on attending, please let Allison know ***no later than Friday, January 28th*** and include the number of people you will need tickets for. AGA will not be paying for the tickets.

Please email Allison at ashoemaker@kearneyco.com if you have any questions.



Below -- Brad Smith, AGA VA Peninsula chapter president and Norma Canonizado, Hampton Roads ASMC chapter president thank speaker John Choplinsky (center). See next page for more pictures from the January meeting.



Virginia Peninsula Chapter 2010-2011 Schedule of Upcoming Events

- March 16 & 17 – Chapter's spring conference, Chesapeake conference center, (POC is [Curtis Joachim](#))
- April 21 – Chapter lunch meeting, Hampton (POC is [Melissa Saunders](#))
- April - March of Dimes Walk America –Chapter will help provide manpower to register walkers and count donations after the event for deposit. (POC is [Helen Brooks](#))
- May TBD – Chapter awards night (POC is [Brad Smith](#))
- May - Equikids Therapeutic Riding program for special children. Chapter will contribute \$250 to sponsor a hole for the fundraiser and/or help sponsor a team to participate. (POC is [Joe Rutecki](#)).
- June - Clean the Bay Day (POCs are Latrealle Lee (GAO) and [Ellen Silvela](#)).
- July 10-13, [AGA Professional Development Conference, Celebrating Our Past, Embracing the Future](#), Atlanta Marriott Marquis, Atlanta, GA.
 - Sign up for AGA's special intensive review course and take the CGFM Examinations before the PDC. (POC is [Katya Silver](#))
 - July - Community Service Fund Raiser at the AGA PDC in Atlanta, GA The chapter will provide a gift basket as a prize for the fund raiser and a donation for the chapter challenge. (POC is [Helen Brooks](#))

At January Meeting, Choplinsky Reminds Accountants – You Are Part of the Solution By Valerie Ward

More than 80 people packed the Norfolk Airport Hilton for the chapter's joint meeting with ASMC in February. John Choplinsky, a 39 year veteran of civil service, gave a blunt assessment of today's accountants. He noted we've become "terrific data handlers" but in the 21st century, we need to be able to convert data into information, information into knowledge, and knowledge into intelligence... quickly. Accountants need to believe "I make a difference" and be able to back it up in facts.

Choplinsky, who became the Deputy Fleet Comptroller in 1999, is responsible for leading the day-to-day budget formulation, execution, funds administration, and financial policy and information systems processes for U.S. Fleet Forces and the Atlantic Fleet.

Some of Mr. Choplinsky's main points were:

- ◆ Retool your thinking
- ◆ How do you learn something? Just do it
- ◆ Look to the future and have a clear vision
- ◆ Know the basics of financial management
- ◆ What is your mind set?
- ◆ How do you attack your job?

He also listed four characteristics that will make you a "21st Century Financial Manager": initiative, innovative, ingenious, and inquisitive.

What Happened?

Scenes from the January Meeting – At left, Joy Leyeza mans the AGA half of the registration table. Below left - speaker John Choplinsky challenges accountants to make a difference. Remaining pictures - views of 4 of 8 packed tables providing attendees abundant opportunities to meet fellow government financial managers.



Membership News



Did you know? Tidbits from our chapter history

Cecelia Smith stepped in as chapter president nearly a year early, completing the 2006-2007 year, when JoAnn Stevenson's new position took her to Indianapolis. Cecelia then led the VA Peninsula through a successful 2007-2008 year.

Read all about the VA Peninsula chapter's history and its colorful leaders, by visiting the "[Chapter History](#)" link on our chapter website.

Did you hear?

- The chapter has finally filled its Membership Director position. Thank you to **Traneisha Bailey-Williams** (pictured below) on her acceptance of this position. Traneisha is a senior consultant with Deloitte Consulting in its General Management /Health Sciences & Government section.



- John Sanderlin, Norfolk City Auditor** has successfully passed all of the examinations and earned the **CGFM designation. Congratulations John!**
- Mark Morehouse** recently celebrated his Grandma Alice Sammons' 100th birthday in Toledo. Below he's featured with the centurion and his sisters Denise & Jennifer.



Welcome New Members

Ms. Carla Brown, VITA
Ms. Sarah Blake, Deloitte.
Ms. Tia F. Godwin, AERS
Ms. Annette Peberdy, KPMG LLP
Mrs. Erica Sawyer, Norfolk Public Schools
Mrs. Tiffany Speight, Norfolk Public Schools
Ms. Lauren Lombardo, Deloitte Consulting LLP
Ms. Barbara W. Reeves, City of Newport News
Ms. Beverly Thomas-Burse, NASA Langley

New Members Can Get \$20 Back- Tell a Colleague About Our Membership Special and Help the Chapter Grow By Traneisha Bailey-Williams

The Virginia Peninsula chapter is having a membership recruitment special! Get a new member to sign up for membership ONLINE on AGA's National website, between now and March 1st, and they are eligible to receive a \$20 check from us as an incentive for making the decision to try out AGA for a year. Note this is not for renewal memberships and is limited to the first 10 NEW MEMBERS who take up this offer. Current members are encouraged to pass this email on to prospective members. Here are the details on how to take advantage of this promotion:

1. Sign up for membership with AGA on the national website <http://www.agacgfm.org/membership/joinnow.aspx>
2. When filling out your information, be sure to designate Virginia Peninsula as the chapter AND enter your sponsor's name and Member ID (mine is 64814)
3. After you complete your membership application online and receive your confirmation email from AGA, forward that mail to me at tbaileywilliams@deloitte.com and let me know that you have signed up for AGA membership.
4. I will let the chapter treasurer know to send you a \$20 check.
5. I will send you a chapter welcome email and let you know to expect your check in the mail soon.

Annual Membership Renewals Now Available Online

Thank you for your support of AGA over the past year. Make it your resolution to renew your membership now! Don't risk letting your membership lapse and missing out on your membership benefits.

You should have received your 2011-2012 membership renewal invoice by e-mail. Otherwise AGA National will mail your invoice in February. The due date for renewal payments is March 31, 2011. We encourage each of you not only to renew your membership in AGA, but also to encourage a peer, co-worker, or business associate to join as well.

It takes only minutes to renew online at www.agacgfm.org. Your AGA ID number is the login and, your password is your first initial immediately followed by your last name, unless you have changed it. Once you log in, you will see your AGA profile. Press the 'billing' button to renew with a credit card on our secure server. While you are logged in, please take a moment to review your membership information. If you need assistance, please call the AGA Customer Satisfaction Center at 800.AGA.7211.

Member Spotlight



Melecia, center, surrounded by her family

Melecia Lagarile

1. What is your job position?

I am an accountant at the USCG FINCEN (US Coast Guard Finance Center)

2. Give us a brief description of your job.

As an accountant, I analyze and interpret financial reports and accounts. I review and consolidate various financial reports and submit them to the TSA Revenue Office. I also reconcile, analyze and solve difficult accounting transactions on a daily basis. I closely monitor the adjustment entries requested by other agencies and ensure that the adjustments are accurately completed in a timely manner.

3. What do you like most about your job?

I like to analyze, reconcile and solve problems. I am so lucky to have a very cooperative team. Most of the people on my team are excellent team players.

4. What is your favorite perk of AGA membership?

I like attending the spring seminars.

6. What are your hobbies?

I like to walk in the park with my children and my husband. I also like decorating my home and reading the bible.

7. What was your best vacation?

My best vacation was in Colorado Springs, Colorado. The whole family came and attended the graduation ceremony at the prep school for my son at the Air Force Academy. It was also great seeing the beautiful scenery of the mountains and the sky.

8. Anything else you'd like to share about yourself?

I am a person with a positive attitude. I believe that when you are positive, people around you are positively influenced as well. Lastly, please allow me to share this bible verse:
"Commit your work to the Lord, and your plans will be established" Proverbs 16:3

Membership News, con't



Ellen Silvela Recognized for Volunteerism by AGA National President

Ellen Silvela was spotlighted for her tremendous AGA volunteerism by National President Lisa Casias in her January *Topics* column. It was the third time this year that a member of the Virginia Peninsula was recognized.

This designation was well deserved. As Virginia Peninsula chapter members know, Ellen has been a tremendous advocate and hard working volunteer for the chapter for several years. In case you missed it, the National President's column is repeated below.

To start the New Year off right, it's my pleasure to feature Ellen Silvela, CGFM, an active participant in the Virginia Peninsula Chapter. Nominated by newsletter director, Kelly Stefanko, CGFM, Kelly said: "Ellen is a young lady who actually joined AGA as a student member at Old Dominion University. Once she began working professionally in the field, she joined our local chapter, and we've benefited from her enthusiasm and energy since. Last year, as our membership director, she was one of AGA's top sponsors, although she wasn't able to attend the PDC and be recognized for that honor. She held all kinds of recruitment contests and incentives to get people signed up, and then she wrote about them for the newsletter. She also held recruiting lunches at local employers and assisted in organizing community service events. This year, she's moved on to being our chapter treasurer, another time-consuming but critical volunteer position. We're hoping her enthusiasm and energy don't wane so perhaps she'd be willing to be a future chapter president!"

A member since 2001, Silvela shared some of her thoughts about how her involvement with AGA has benefited her and the Association.

Please tell us a little about your service to your chapter and how you came to be so involved.

I'm going on almost 10 years as a member of AGA. In my earlier years as a member I was there mostly because AGA was a great venue to earn CPEs. Going to AGA meetings was a nice break from the office and a way to catch up with others in the same field but work at other agencies or companies. AGA also gave me countless role models to look up to as I progressed in my career. I didn't know exactly what I was getting into when I agreed to be membership director, but with the support of the chapter officers and other board members and the confidence they had in me, I was able to take on the challenges of this position. As membership director, I focused on two areas: recruitment and retention.

Joining AGA and continuing my membership was always a no-brainer for my personal situation and professional goals thus far, but as membership director I had to look outside myself to find out what other factors would drive potential members to join AGA. This formed into a membership plan, which included hosting a booth at an accounting student job fair; speaking to students of the Managerial Accounting and Auditing Club at ODU about my career and the benefits of AGA; providing on-the-spot joining incentives for potential members at meetings and online during the year; facilitating informational lunch sessions on AGA and the CGFM at local agencies; and responding to inquiries about membership whether it was by e-mail, phone or in person. I aimed to welcome each new member to our chapter by e-mailing or calling them, and recognize them when they attend their first chapter meeting as member, which I hoped further foster a sense of belonging. I also made it a point to try to "work the room" at chapter meetings to put a face to a name for as much of our more than 200 chapter members as possible. As membership director, I also maintained our chapter's e-mail distribution list and disseminated the current list to other chapter leaders for our chapter communications. In support of retention, I participated and led a few of the chapter's community service events. My

favorite has been Clean the Bay Day, which is organized in conjunction with the local GAO office, and has become a community service tradition for our chapter and one of the most enjoyable and fulfilling because we can see the tangible results of our hard work then and there. I also was a "regular" at our chapter's early career/emerging leaders' social activities, which provided another avenue for me to get to know our members. Participating in those events also gave us the opportunity to grow our professional network outside of work hours as we did fun things like a bike ride, watch a hockey game, and go to an arcade. Promoting AGA at chapter meetings, newsletter articles and through various activities was key throughout—from when a potential member first inquires about membership to when they finally join our network of approximately 200 government financial management members in the Hampton Roads, VA, community.

In my current role as chapter treasurer, I continue to work with the other chapter officers and board members on executing our overall plan for the program year but from a whole different perspective of chapter leadership. I am using QuickBooks and providing financial reports to chapter leaders and treasurer update submissions for our newsletter.

What motivates you to be such an active volunteer within AGA?

I believe in AGA's mission, including what my chapter offers for government financial management professionals in my community. I like having the opportunity to meet and work with members from all levels of government and different areas of financial management who share the same enthusiasm for this career field and the success of the chapter and AGA overall. I also have had great support from my employers throughout my career who have supported me being an AGA member and also earning the CGFM certification.

How have you benefited from your volunteer service to AGA?

Intangible rewards—you can't put your arms around it, but you know it's there! Knowing that I'm playing an active part in an association that fosters growth in members' professional and personal lives is encouraging.

How can we better encourage others to get involved as AGA volunteers?

When the plea for volunteers is put out there but results in no takers, I believe personally asking members to participate in or lead an effort is one of the most effective ways to get them involved. It helps foster a sense of belonging and communicate their importance to the success of the chapter.

What does it mean to you to be nominated by one of your peers for special recognition by the AGA National President?

I am sincerely honored to be nominated. None of my efforts were a one-man show—there was always encouragement and teaming up with fellow AGA colleagues along the way, for which I am grateful.

Thank you Ellen and all of our many volunteers, for your service and commitment, which make our chapter great.

Education – Looking Ahead to the Spring Conference



Who says it's too soon to look forward to spring? The dates have been set, the agenda is forming, and registration has begun for the chapter's spring 2011 professional development conference that our chapter annually co-hosts with the Hampton Roads chapter of ASMC.

The date of the conference is **March 16th and March 17th**. It will be held at the Chesapeake Conference Center, in Chesapeake, VA. There will be a hospitality suite on the evenings of March 15th and 16th at the Marriott Chesapeake which is right next door, so please plan to join us for networking opportunities, catching up with friends and making new contacts. If you want to stay on-site, the Marriott is offering a \$78/night conference rate.

An early bird registration discount of \$20 is being offered for registration submitted with payment by February 25th. Alternatively, organizations that register 3 or more people can save \$20 per person.

The conference offers 16 CPEs, including the chance for Virginia CPA's to earn the required annual ethics credits. (Non conference attendees can attend JUST the ethics for \$40).

We are looking to have a great time. So don't delay, complete your registration form and send it in. A copy of the registration form is attached.



GFM Chapter Promotion

The AGA National Office is offering an incentive to bring a Government Financial Management (GFM) course to our chapter! If our chapter holds a GFM course through AGA National during the 2010-2011 program year, the chapter will receive 10 free CGFM Examinations that can be used by the course participants. If anyone is interested in organizing a course for the chapter, contact [Katya Silver](#) for more information.

Audio Conference Schedule Changes

The audio conference on **Audit Tools** has been moved to **March 9**. The audio conference on **Ethics** has been moved to **May 11**. We hope these changes will not affect those of you who already purchased either or both of these audio conferences. However, if your group cannot accommodate the changes, you may request a credit toward a future audio conference. Please direct such requests to Maria Lucas at 800.AGA.7211, ext. 308. Questions regarding all audio conferences should be directed to Raymond Harris, CGFM, at 518.280.6317.

New AGA Audio Conference

Watch for AGA's new audio conference on Program Integrity set for 2-3:50 p.m. (EDT) **March 30**. Details will be announced soon. Attendance is unlimited and participants can earn 2 CPE hours.

UPCOMING NATIONAL CONFERENCES

AGA's
Ninth Annual
**National
Leadership
Conference**

February 17–18, 2011
Washington, D.C.

**Click here
for more
information!**

AGA's **60th** Annual
**Professional
Development
Conference &
Exposition**

July 10–13, 2011
24 CPE hours
Atlanta, GA

**Click here for
more information!**

AGA Regional and National News

Apply for a 2011 AGA National Academic Scholarship

Are you or a family member pursuing undergraduate or graduate studies in disciplines such as accounting, auditing, budgeting, economics, finance, information technology, public administration, etc.? If so, consider applying for an AGA National Academic Scholarship today!

Each year, AGA National awards:

- Up to four \$3,000 full-time merit scholarships to AGA members and their family members,
- Up to one \$1,000 part-time merit scholarships to AGA members and their family members, and
- Up to one \$3,000 community service scholarship

The **deadline for receipt of applications is Wednesday, March 31, 2011**. Apply now and take full advantage of your AGA membership.

To download a copy of the application go to <http://www.agacgfm.org/membership/awards/> or contact [Louise Kapelewski](#).

Leadership Positions Available on National Boards and Committees

AGA is seeking candidates interested in filling vacancies on National boards and committees. Serving as a board or committee member might just be the most important contribution you will make to your own career and the profession. Take advantage now of this exceptional opportunity to:

- Contribute to the growth and success of your professional association
- Network with a dynamic group of accountability professionals
- Develop your leadership skills
- Develop solutions to meet present and future challenges
- Stay apprised of hot topics in financial management

Qualifications--If you are an AGA member in good standing, able to serve a full term of office, and can participate in board and committee conference call meetings, you are qualified to serve. [Specific qualifications for each committee are listed here](#). Learn more about the myriad of activities our boards and committees perform by [visiting the AGA website](#).

February is Early Career Month

By Allison Shoemaker

The VA Peninsula Chapter is fortunate to have a Board of Directors member dedicated to engaging early career members. Allison Shoemaker has filled this role for the chapter for the last two years. This year, she is also a co-chair of AGA's National Emerging Leaders Focus Group (ELFG).

The ELFG developed ideas for chapters to use to emphasize ways to target early career members (people within the first three years of their career). Based on the results of a survey the ELFG came up with the type of programming suggested to engage this class of membership.

Our chapter has done many of these - we currently try to have at least one emerging leader focused event a month (PLEASE JOIN US FOR THE ADMIRALS GAME IN JANUARY!). In the past, the emerging leader and the membership directors conducted meet and greets with local agencies to increase AGAs presence in Hampton Roads.

Other ideas include:

- **Networking:** Early career members are more likely to attend events where they could network in person
- **Service:** With the weakened economy it is a great time to get our members out doing something for the community. A great way to serve the community is through community service outreach. Organizations like the United Way, Red Cross, nursing homes and many others offer opportunities for people to get involve.
- **Incentives:** Some chapters offer the incentive of free membership to early career members after they have attended a certain percentage of chapter meetings (Example 4 of 6 lunch meetings).
- **Mentoring:** Start a small mentoring program within your chapter. Or at least have a contact person or group interested in mentoring new professionals. It is also possible to adopt a buddy program pairing new/early career members with individuals who have been with AGA for a few years to learn the ropes.
- Offering one of the hotel scholarships your chapter receives to aid an emerging leader in going to the National PDC.
- Quarterly social meetings
- Speaking with high school and university students/personnel
- Work with members who are alumni of schools and other organizations to invite them to the meeting
- Have a meet and greet with local agencies (order pizza for a lunch)
- Reach out to your local chamber of commerce
- Have a lunch meeting with one free CPE (the Virginia Peninsula chapter offers monthly luncheons with one free CPE, these luncheons are also an excellent opportunity to network with other AGA members and other emerging leaders).

Please continue to support the chapter's efforts to engage early career members. E-mail Allison Shoemaker at ashoemaker@kearneyco.com if you have any emerging leader event suggestions.

Treasurer's Report

By Ellen Silvela

Congratulations VA Peninsula chapter! As you can see at right, the chapter's fall MidAtlantic PDC was a financial success. Our chapter made nearly \$7,000 after splitting the profits with our co-hosts, AGA's Richmond chapter.



Our chapter heavily relies on conference profits to generate its operating costs. As you can see at left, conference revenue comes almost equally from conference attendees and sponsors.

We are already preparing for the chapter's spring professional development conference and could use your help in encouraging colleagues to attend. Please also help spread word of the marketing opportunity to potential sponsors.

The chapter has a number of sponsorship types. Sponsors who set up exhibit booths may make literature and marketing materials available, demonstrate software and display signs/banners. All sponsors will be acknowledged in the conference program and throughout the conference. Also, sponsors will be acknowledged in AGA Virginia Peninsula and ASMC Hampton Roads chapter newsletters in April 2011, which will reach an even wider audience of more than 400 government/defense financial management professionals in the Hampton Roads area.

For more information on sponsorship opportunities, please contact me at **(757) 639-5129** or **esilvela@deloitte.com**

Below is the chapter's status of funds as of 12/31/10. Please don't hesitate to contact me with any questions.

VA Peninsula Chapter Status of Funds

Bank Statement Balance as of 11/30/10:	\$17,135.77
Plus Deposits and Other Credits:	+ \$ 11,745.92
Less Checks and Other Debits:	- \$2,773.12
Bank Statement Balance as of 12/31/10:	\$26,108.57

Fall 2010 Mid-Atlantic PDC (Both Chapters)

Total Revenues	\$ 34,451.00
Total Expenses	\$ 21,130.60
Profit	\$ 13,320.40

Virginia Peninsula Chapter

Revenues	
Conference Attendee Fees	\$ 11,205.00
Sponsors	\$ 10,900.00
Total Revenues	<u>\$ 22,105.00</u>
Expenses	
Attendee Gift (Bags)	\$ 1,747.30
Speaker Gifts	\$ 450.77
Credit Card Fees	\$ 385.34
Ethics Session	\$ 250.00
Dr. Z mileage	\$ 50.00
Printing	\$ 1,588.75
Hospitality Suite	\$ 602.08
Flash Drive	\$ 15.62
Name Badges	\$ 53.54
Wed Hotel Stay	\$ 81.20
Bellhop	\$ 20.00
	<u>\$ 5,244.60</u>
Net Income VaPen Chapter	\$ 16,860.40
Deficit Richmond Chapter	<u>\$ (3,540.00)</u>
Total Profit	<u>\$ 13,320.40</u>
50/50 profit	<u>\$ 6,660.20</u>

Food for Thought

Expectation

By Curtis P. Joachim

For those of you keeping score, in our game of “I Spy”, you’ll recall that we were hot on the trail of the “success clues”. Thus far we’ve successfully tracked down and captured three of those elusive clues, namely self-discipline, persistence, and preparation.

You’ll recall that we defined self-discipline in layman’s terms as the ability to stay focused on the task at hand, no matter what life throws at you. Persistency we described as “doggedness”, as having that resolute determination to succeed and “sticking with it” no matter how many times you’ve been knocked down, turned down, or told to sit down. Preparation we equated to “sharpening the axe” to reduce the amount of effort required for the task. Today we’ve captured and will dissect clue number four: expectation.

Expectation is the noun form of the word expect. Webster’s dictionary defines the word expect as; “to look forward, to anticipate or look forward to the coming or occurrence of something”. To say that one expects implies a high degree of certainty and usually involves the idea of preparing or envisioning. Expectation then describes the act or state of expecting, anticipation.

At the onset of some negative outcome, have you ever heard someone say, “I knew that was going to happen” or, “I knew it was going to turn out that way” or “this or that always happens?” Ever wondered how they know that this or that was going to happen? Well, it’s no big secret really. That’s what they expected!

Or, have you ever found yourself saying, “Oh it’s going to be a horrible day”, and the day turns out to be just that, horrible? Maybe the alarm clock didn’t go off or the kids stayed up too late and missed the school-bus and threw everything off schedule and you end up talking yourself into a bad day, or a bad week, or a bad month and God forbid a bad year! Put too many of those bad years together and there goes your life!

That’s the power of expectation. Elbert Hubbard, the famous American editor, publisher and writer is quoted as saying, “we find what we expect to find and we receive what we ask for.” Those of you who are Bible scholars will know that this quote has its root in the book of Matthew 7:7 which states, “Ask and it shall be given unto you, seek and ye shall find, knock and the door shall be open unto you”.

Since discovering the role of expectation in the outcome of events in my life, I’ve learned to always expect the best, always expect a positive outcome, and always expect to win. I’ve found that if you don’t expect to win, you’ll certainly lose.

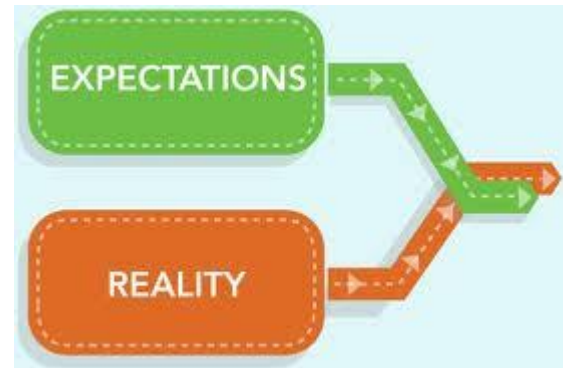
Henry Louis Mencken, who is regarded as one of the most influential American writers and prose stylists of the first half of the 20th century, is quoted as saying, “To expect defeat is nine-tenths of defeat itself.” If you’re a boxer and you show up for a bout or any sports for that matter, and you don’t expect to win, you might as well not show up.

Do I always get a positive outcome? Most certainly not, but the positive outcomes sure surpass the negatives. I’ve found that when I expect a positive outcome, I subconsciously take the actions that are consistent with or will facilitate a positive outcome. But if one does not expect to win, you can be certain that the effort will not be 100%, much less the 110% that it takes to achieve a decided victory.

The role of expectation in influencing uncertain outcomes is well documented. Ralph Charell, the author of several books including the critically acclaimed, *How to Make Things Go Your Way, and The*

Magic of Thinking Rich, said, “Nobody succeeds beyond his or her wildest expectations unless he or she begins with some wild expectations”.

Charles F. Kettering the American engineer, and inventor of the electric starter says, “High achievement always takes place in the framework of high expectation.”



Mindflash.com

There will be times when things won’t turn out as you expected, when reality just crushes your high hopes. What do you do in those moments? Do you give up; do you just chuck it up to setting your expectations too high?

Ralph Marston, author of *The Daily Motivator*, has this answer, “Don’t lower your expectations to meet your performance. Raise your level of performance to meet your expectations. Expect the best of yourself, and then do what is necessary to make it a reality.”

Maybe you’re that person we talked about earlier who always find themselves saying, “I knew this wouldn’t turn out right”. If so, Liz Green, at www.LizGreen.com offers the following tips on how to use the power of positive expectation to shape your destiny:

“Start by looking at where you are in life this very moment compared to where you want to be. Or look at a situation you are facing in life maybe in your job, business, relationship, home or family life. You can use this exercise for anything.

Think about how you expect this event or situation to take shape and also what you think the outcome will be. Now stop and think about how positive your expectations are about this event or situation.

This is where you can really start to transform your life through the power of positive thinking. Expect the best!

Shift your thoughts to that of a more positive outcome. Rather than expecting the worst or something bad to happen or maybe just something which is not your ideal outcome to take place start to focus on your ideal outcome.

Also remember to forget similar events or situations in past events which may have turned out negative. The past is gone, your future events and situations do not need to depend upon what happened in the past. I am here to say ~ forget the past! You can re-shape any situation or event by the power of positive thinking and positive expectation”.

When failure is not an option, you’ll have victory. It won’t be handed to you; you may have to re-tool, regroup, re-train and mount a counter attack, but by all means, expect to win!





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