



## Inside the Issue

### LIFE SKILLS: WORKING

You will gain skills to help them accomplish something through physical or mental effort.

### ASK IFAS

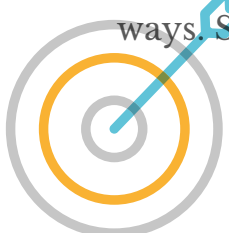
Powered by EDIS, Ask IFAS, serves as an electronic library where you can get research based information on a multitude of topics related to youth, livestock, etc.

### RECORD KEEPING

Help youth use record keeping as a way to record useful information related to their project for a specific purpose.

## NEW YEAR: NEW GOALS

As you think about a new year's resolution, consider one that includes self-improvement. Self Improvement is the improvement of your own knowledge, status, or character using your own effort. It is important that you take time to improve yourself by setting goals which will help set you on a path to a better you! The start of the new year is the perfect time to focus on you! This is the opportunity to challenge yourself in new ways and that can be done in a variety of ways. Scan the QR code below to discover the best way to invest in yourself this year.





# Mentoring

January is National Mentor Month. What is a mentor?

A mentor is an experienced or trusted advisor. If we take time to think of our own situation we probably can think of mentors we have had in our own life throughout the years.

However, have you ever thought of youth mentoring each other?

Often time we think of our teens and officers as mentors to the younger youth, but have you ever specifically named members as mentors, and given them someone or a group to mentor?

How can we use them in our club?

Mentors can be used :

- To help large clubs break into smaller groups. This allows youth and parents feel more comfortable to ask questions.
- To teach timely topics to other members. You can even have your mentors pick topics and what month/meeting they should be taught.

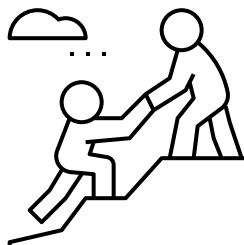
Advantages to using a mentor:

- Keeps older members involved and invested in the project.
- It gives youth mentors a sense of ownership.
- Mentors build relationships with youth in their group and can create a sense of belonging.

Effective Mentors are able to:

1. Build relationships grounded in trust
2. Help mentee create realistic goals and expectations.
3. Have fun together
4. Listen and focus on solutions
5. Be positive
6. Be a good role model/example

As we continue to work to create a sense of belonging in our clubs how can you use mentors effectively to accomplish this?



## 10 COMMANDMENTS OF SHOW PARENTS

As a leader we should strive to follow the guidelines of good show ethics, and help the parents of our youth understand them also.

1. **Thou shall know the rules:** There are written and unwritten rules about showing animals. Help youth/parents understand the requirements of the show and sale, and ensure you do not encourage them to break or bend rules.
2. **Thou shall allow youth to do their projects themselves:** Although younger children might need more help, give youth increasing responsibility as months and years go by in the project.
3. **Thou shall be supportive and involved:** Give advice and words of encouragement. While the project is a learning experience for the child, it is also a family commitment.
4. **Thou shall allow your child to practice and participate:** Experience is the best teacher.
5. **Thou shall provide proper equipment.** Ensure your child and their animal's safety by allowing proper safe equipment be used.
6. **Thou shall keep your attitude in check on show day:** Your attitude on show day can temper how your child performs.
7. **Thou shall not be a ring sideline director:** Your child is better off doing things on their own, and making their own mistakes.
8. **Thou shall not complain about the judge:** Complaining about the judge rarely accomplishes anything.
9. **Thou shall not disparage about the competition:** Teach winning and losing with grace by example.
10. **Thou shall honor your child:** Regardless of the outcome of each show, your child is learning a variety of facts or skills. This is a great opportunity to teach youth about agriculture. Sometimes failure happens to even the biggest companies, and oftentimes there are factors out of our control.

Derived from: Florida State Fair Youth Livestock Show Ethics and Animal Care Training.

# MARKETING YOUR 4-H PROJECT

Did you ever consider that your 4-H members are becoming entrepreneurs? By definition, an entrepreneur is someone who organizes and operates a business. You may ask what type of business they are running. Well, 4-H youth are running a business when they decide to raise and sell an animal or other market project to make a profit. Besides raising an animal or creating a product worthy of selling, the 4-H member must learn how to effectively market their product. Marketing can come in many forms and each of the important pieces are outlined on this page.

## Buyer's Letters

Buyer's letters serve as a way to acquire new and returning buyers to come to the sale of your animal or product. A buyer's letter:

- Tells a potential buyer about yourself and your project.
- Serves as an invitation to come to the fair and see your project(s).
- Creates a larger audience for the sale.
- The amount of effort that was put into sending out buyer's letters directly relates to the price paid for most projects at the fair.
- Increases an important life skill: communication.

When sending a buyer's letter, consider sending them to businesses, organizations, individuals, or groups of individuals which your 4-H members may come in contact with. Some great people to send to would be the family doctor, dentist, insurance agent, restaurant owner, mechanic, contractor, relatives, neighbors and family.

Guide youth to include the following information in their buyer's letters:

- **Information About Themselves:** name, age, years in 4-H, hobbies
- **Information About Your 4-H Club & Project:** about your project, how you cared for your project, what club you are in, what you did in your club & what you have learned this year.
- **Fair Dates & How They Can Participate:** dates animals will be on display, when the auction takes place, how the auction works, how add-ons work.
- **Your Contact Information:** how to contact the child or parent for more information about the project.

It is **VERY** important to encourage youth to **personalize their letters**. Buyers prefer for their letter (handwritten or typed) to be addressed to them specifically rather than addressing it to Dear Sir or Ma'am.

In addition, they should sign each letter rather than copying a letter that is already signed.

*Scan for a video to help your youth catch a buyer's attention through an elevator speech.*



## THANK YOU LETTERS

Send a thank you letter or card as soon as possible after the sale.

- Make sure that the card or letter is personal - use the person's name instead of ma'am or sir.
- Create a heartfelt letter that thanks the buyer but also provides them with more information about what you will use the money earned for (college, next year's animal, etc.).

## BUSINESS CARDS

Create a business card that holds important information about the project and the 4-H member.

These cards can be given to buyers during the fair so that they remember the child and hopefully purchase their animal or give an add-on. This business card could include a picture of the child and their project, the child's name, information about the animal (breed, weight, etc.).

## ELEVATOR SPEECH

How long does it take for you to ride an elevator? Help youth prepare an elevator speech (30 seconds) to introduce themselves, their project, get across a key point or two and make a connection with someone.

Through an elevator speech, this can all be done in the time it would take to ride an elevator.

When creating an elevator speech, focus on these three points:

- Who am I?
- What do I do?
- What is my ask?

Remember, once you create your speech, practice makes perfect. Be prepared to use the speech at anytime with anyone!



# LIFE SKILL: WORKING

Through 4-H, our target goal is to teach youth life skills that they can use throughout their life. Within the hands section of the life skills wheel, you will find the life skill section labeled **working**. As we work to increase life skills within working, we are beginning to help youth better understand and participate in teamwork, self motivation, and marketable skills. Lets dive a little deeper into each of these life skills.

**Teamwork:** youth are engaged in many projects and activities through the 4-H program. These projects and experiences should help youth learn to work with others to meet a common goal. In order to meet the common goal and work together as a team, youth must communicate effectively with each other, act responsibly and meet deadlines, share information with others and all together work well together.

*Related activities: encourage youth to join a team activity, allow the opportunity to take on a leadership role in the club, allow youth to take turns leading team-building activities in the club or group.*

**Self Motivation:** In order to get something done or accomplish a goal, youth will need to be self-motivated and make the needed effort to carry out a task or plan. Whether this is with a project animal or learning a skill, youth will need to take initiative, be self-starters who can work independently or with little supervision and they must follow-through and stick it out even if the going gets tough.

*Related activities: In a club setting and after giving instructions, have youth create a list of tasks they need to accomplish a goal or complete a project. Have youth create their own ideas for fundraising and/or create a calendar for activities to complete the fundraising goal.*

**Marketable Skills:** these skills encompass the skills and abilities wanted by employers and that help employees maintain a job. Youth can begin gaining marketable skills by interviewing, learning and using technology and making presentations to a group.

*Related activities: Invite guest speakers to a club or meeting to help youth explore different career opportunities. Hold a resume building workshop with the club. Set up mock job interviews or opportunities for youth to shadow someone in a career they are interested in.*



# ASK IFAS

Powered by EDIS, ASK IFAS serves as an electronic library where you can get research based information on a multitude of topics related to youth, livestock, etc.

You can use the search bar on the ASK IFAS page to search any topic relevant to your club. Once you find a publication you are interested in, you can share the information with your youth and their families.

Publications can be found under the following topic areas:

- Agriculture
- Natural Resources
- 4-H & Youth Development
- Lawn & Garden
- Family Resources

<https://ask.ifas.ufl.edu>



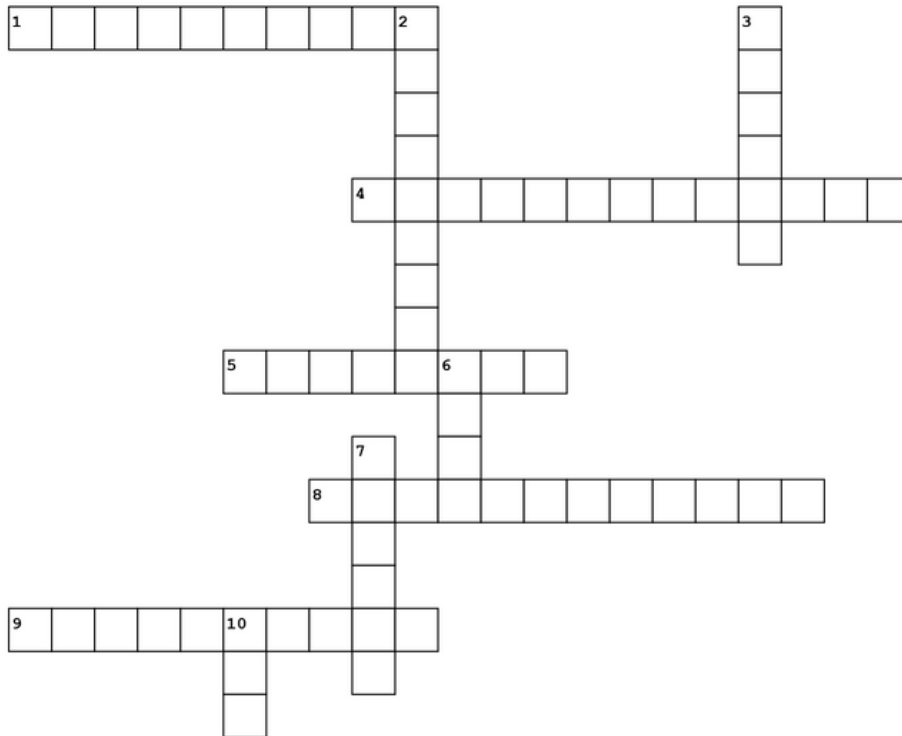
## Upcoming Beyond the Club Opportunities

- **Dairy Quiz Bowl** - Join a statewide Dairy Quiz Bowl Practice on Monday nights @ 6:30 pm  
<https://ufl.zoom.us/j/95135790172>
- **Florida State Fair Judging Contest** - February 20-21 is the 2022 Florida State Fair. There are several opportunities for youth to participate in various judging events including poultry, dairy, livestock and horse.
- **Manatee County 4-H & Open Horse Show** - March 6, 2022 @ Manatee County Fairgrounds 1402 14th Ave W, Palmetto, FL - Mary Collazo (Registration) at 941.224.9546 or email [isacollazo3701@gmail.com](mailto:isacollazo3701@gmail.com)
- **State 4-H Dairy Show** - March 31-April 2 @ Manatee County.

*If you know of upcoming opportunities please email them to [kpopa@ufl.edu](mailto:kpopa@ufl.edu) or [tyceerprevatt@ufl.edu](mailto:tyceerprevatt@ufl.edu).*



# JANUARY/FEBRUARY 4-H VOLUNTEER CROSSWORD PUZZLE



## Down

- 2. Marketable skills are skills and abilities wanted by \_\_\_\_\_.
- 3. An elevator speech should be \_\_\_\_ seconds.
- 6. ASK IFAS is powered by \_\_\_\_\_.
- 7. An experienced and trusted advisor is called a \_\_\_\_\_.
- 10. An elevator speech should focus on who am I, what do I do, and what is my \_\_\_\_\_.

## Across

- 1. The 3rd commandment of show parents states that thou shall be \_\_\_\_\_ and involved.
- 4. Buyer's letters increase the life skill: \_\_\_\_\_.
- 5. Setting goals will help you improve \_\_\_\_\_.
- 8. Buyers letters and thank you cards should always be \_\_\_\_\_ and addressed to a specific person rather than ma'am or sir.
- 9. When asking youth to create a calendar of activities to complete a fundraiser, they are practicing self \_\_\_\_\_.

# January is National Slow Cooker Month

Here is an easy slow cooker recipe for taco soup that can be used for those days that you have 4-H meetings, or for show week when everyone wants to know what is for dinner.



## Ingredients

- 1 pound ground beef
- 1 small onion, diced
- 1 (15 oz) can beef broth
- 1 (15 oz) can diced tomatoes and green chiles, undrained
- 1 can pinto beans, undrained
- 1 (15 oz) can kernel corn, undrained
- 1 packet taco seasoning
- 1 packet dry ranch dressing mix
- 1 cup water
- optional toppings: crushed tortilla chips, sour cream, shredded cheese, sliced green onions

## Instructions

1. In a pan, brown and crumble ground beef along with diced onion (season with a pinch of salt & pepper). Drain excess grease.
2. Put ground beef and onion mixture in slow cooker.
3. Add in diced tomatoes, corn, pinto beans, beef broth and water.
4. Stir in packets of ranch dressing mix and taco seasoning.
5. Give it all a good stir and set on low for 6 to 8 hours.
6. serve and top with: crushed tortilla chips, sour cream, shredded cheese, sliced green onions

Derived from:

[https://www.thecountrycook.net/wprm\\_print/20425](https://www.thecountrycook.net/wprm_print/20425)

## JANUARY/FEBRUARY VOLUNTEER CHALLENGE COMPLETE THIS SURVEY FOR A CHANCE TO WIN A 4-H PRIZE.



**Congratulations**

**Laura Mathis**

**our November/December  
winner!**



## FREEZER MEALS - A WAY TO SAVE TIME DURING FAIR SEASON

Freezer meals that can be just put in the oven or crock pot are one way that we can reduce the stress of fair/show season. Click below for some quick easy freezer meals.

[https://www.youtube.com/watch?v=1UILb\\_6ta74](https://www.youtube.com/watch?v=1UILb_6ta74)



## Contact Us

### KRISTIE POPA

Charlotte County  
4-H Extension Agent II  
(941)833-3836  
kpopa@ufl.edu



### TYCEE PREVATT

Glades County  
4-H Extension Agent/CED  
(863)-946-0244  
tyceeprevatt@ufl.edu