



# Next Generation

► Postcard from an NJAA director and state spotlights.

## A people-oriented business

As I sit here and write this article, I think of the life ahead of me and what my future entails as well as what I need to do to get me to that desired point I have pictured. The multiple applications, phone calls and interviews that will take place are already weighing on my mind, though they are years away.



Clay Williams

These jobs and careers that I dream of are definitely not random thoughts; they all root from within the cattle business. I consider everything from whether it's a person I know or I have a connection to or an event that I have attended or participated in. Those are the same people who can assist me when making phone calls, getting interviews and filling out applications that are needed to reach my desired goal. All this makes me realize how the cattle industry is still a people-oriented business. You can use this people-oriented business by keeping a few things in mind.

**Desire and interest.** Always show a desire to succeed and an interest in what is going on around you; whether it is in class, an interview, or when selling and buying cattle. Showing both will build a great foundation for a positive reputation and a lasting impression that will hopefully impress people

enough for them to store away your name.

Professors, employers and cattle buyers would rather not interact with someone who does not have the willingness to improve what they can and always tries to present themselves and the industry in the best way possible. Therefore, show desire and interest to forever mark your name in the minds of those who could influence your future.

**Confidence.** Be confident in yourself and in whatever you are presenting. Without confidence, others might question your desire to succeed in the industry. For example, if someone were to be looking at bulls to buy and the seller sounds uncertain of his bull's capabilities, then that buyer will proceed to another ranch until he is presented with a confident approach. You, of course, should want to be the one that is confident enough to show off your knowledge for buyers, to teachers, to employers. Stand behind all that you do, and be proud in your actions.

**Credibility.** Keep your credibility and always treat your customers, professors or whoever you buy from with the utmost respect. If you remain credible with those around you, then a great relationship of trust will be built and people will rely on you, allowing you opportunities to grow. Above all things, if there is a large amount of trust and respect for you, then your name will easily float to the top of discussions when industry decisions are being made.

Put these traits into a pot, add hard work

and stir until you smell success boiling. This success can expand to many areas in your time as a junior member, and can carry you far in the future as a junior, as well. As most of you know, there are many other key components to being successful in the cattle business, but as a junior focus on these three traits and a sturdy foundation will build itself beneath you.

— Clay Williams, Georgia

## Ohio Angus juniors receive recognition

**Colton Kreager**, Newark, was presented with one of four \$1,000 Ohio Cattlemen's Association Foundation Tagged for Greatness Scholarships Jan. 22 at the Association's awards banquet in Dublin, Ohio. He is the son of Dean and Becky Kreager and has participated in 4-H, FFA, and the Ohio Junior Angus and National Junior Angus associations.

**Becky Harsh**, Radnor, was awarded the first installment of the three-year \$5,000 Steve R. Rauch Inc. Benchmark of Excellence Scholarship Jan. 22. Harsh is the daughter of Tim and Elizabeth Harsh, and has been an active member of Delaware County 4-H, president of the Ohio Junior Angus Association and a representative for the Ohio Cattlemen's Association BEST youth program.

**Lindsey Grimes**, Hillsboro, was awarded one of three \$1,000 Ohio Cattlemen's Association Country Club Scholarships Jan. 22. Grimes is the daughter of John and Joanie Grimes and has served as a junior representative for the Ohio Cattlemen's Association Beef Exhibitor Show Total Committee and is currently serving on the National Junior Angus Association Board of Directors.

**Krystin Bachman**, Lancaster, was one of five recipients of a \$1,000 scholarship from the Ohio CattleWomen's Association and received the second installment of the Steve R. Rauch Inc. Benchmark of Excellence Scholarship Jan. 22. Bachman is the daughter of Doug and Cheryl Majors and has served as her county beef queen, a BEST program participant, an Ohio Junior Angus Association officer and has delivered many speeches at the state FFA convention.

## NJAA BOARD OF DIRECTORS

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Visit the NJAA web site at [www.njaa.info](http://www.njaa.info).

► **Illinois Jr. Angus Ass'n Board Meeting, April 10, Urbana**



► Serving as officers and directors for the Illinois Jr. Angus Ass'n are (from left) **Lucas Wall**, Hopedale; **Kurtis Devore**, Mulberry Grove; **Ashley McEwen**, Bushnell, reporter; **Andrea Hosto**, Alhambra, show secretary/scrapbook; **Gabrielle Lemenager**, Clifton, second vice president; **Heather Kiner**, Mendota, secretary; **Brooke Haas**, Downs; **Lauren Adcock**, Moweaqua, first vice president; **Keegan Cassady**, Mahomet; **Jennifer Ewing**, Rushville, president; **Siera Day**, Cerro Gordo; **Kayla Widerman**, Good Hope, treasurer; **Laramie Chaffin**, Roodhouse; **Robert Hosto**, Alhambra; **Troy Rawlings**, New Holland; and **Cade Moritz**, Roberts.

► **Minnesota Angus Ass'n Annual Meeting & Banquet, March 5, Cannon Falls**



► Minnesota Jr. Angus Ass'n officers and directors are (from left) **Luke Nord**, Wolverton, director of membership; **Kelsey Glaess**, Cannon Falls, treasurer; **Matt Purfeerst**, Faribault, president; **Emily Scholtz**, Comfrey, vice president; **Betsey Hansen**, Marshall; and **Taylor Waugh**, Goodhue, director of communications. Advisors for the juniors are Bruce and LeeAnn Waugh, Goodhue; Bob and Amber Nord, Wolverton; and Dick and Kim Walser, Minnesota Lake.



► Minnesota Angus Royalty includes (from left) Miss Minnesota Angus 2011 **Stacey Glaess**, Cannon Falls; Miss Minnesota Angus 2010 **Kelsey Glaess**, Cannon Falls; Miss Minnesota Angus 2010 **Emily Scholtz**, Comfrey; and Miss Minnesota Angus 2011 **Ellin Stolp**, Oronoco.



► **Ellin Stolp** (left), Oronoco, receives the Show Steer of the Year award, and **Matt Purfeerst** (right), Faribault, receives the Show Heifer of the Year award.



► **Chelsey Drysdale**, Wabasha, receives a \$500 Minnesota Angus 2010 Scholarship.



► **Andrew Scholtz**, Comfrey, receives a \$500 Minnesota Angus 2010 Scholarship.