

# McNary student hones sales skills in CTEC programs

By MATT RAWLINGS  
*Of the Keizertimes*

McNary senior Ian Koenig has been enrolled in the Business and Development Program at the Career Technical Education Center (CTEC) since the start of the school year. On Tuesday, Jan. 22, he was recognized for his “amazing work” at CTEC at the Keizer City Council meeting by Mayor Cathy Clark and City Councilor Roland Herrera.

“I wasn’t really expecting it,” Koenig said about receiving recognition. “I always try my best, but I never thought anything like this would happen.”

Koenig was nominated by his business teacher Jake Fineran — who was a student-teacher at McNary last year and is in his first year as a full-time instructor.

“Over the course of this year Ian has shown tremendous growth as a young business professional,” Fineran said. “He started off the year as a somewhat reserved student and has blossomed into one of our leaders.”

“The Keizer community should be proud to have a young leader like Ian.”

Koenig took a tour of the CTEC campus last year and was initially interested in the Drone Technology and Robotics Department. However, he eventually decided to go the route of Business Development and Leadership.

Seeing that it was going to be a first-year program, Koenig knew he was taking a leap of faith.

After nearly five months in the program, it’s safe to say that Koenig made the right move.

“Everything is just business related. It’s awesome,” Koenig said.

“Everything that I’m learning in this class is going



KEIZERTIMES/Eric A. Howald  
Ian Koenig, with teacher Jake Fineran, talks about his experiences at CTEC during the Keizer City Council meeting Tuesday, Jan. 22.

to help me in any field that I go into. It’s applicable in every form.”

One of the things that sets CTEC apart is how they give kids hands-on learning experience of a particular field and then give them the opportunity to show those skills by putting them in actual professional situations.

“We treat them as if they are already professionals in the industry and we mirror the workforce in everything we do,” CTEC Principal Rhonda Rhodes said at a CTEC showcase last month.

Koenig is living proof of

the accuracy of that statement.

For the latest project in the Business and Development program, Koenig took on the role of Sales Team Leader in his class for a project where kids were assigned to sell sheds that were made by the CTEC Construction Program.

Koenig was required to create sales scripts, make sales calls and send professional follow-up emails. Koenig also helped the team determine a rough estimate of how much the materials cost and then starting attempting to sell the sheds to high school athletic directors in the Salem-Keizer area.

“Everything that I’m learning in this class is going to help me”

— Ian Koenig

A pair of sheds were recently sold to Sprague High School, but Koenig also plans to target churches and community gardens.

Earlier in the year, Koenig and the team also put together a marketing package for the brand-new Cosmetology Department at CTEC — which is a fully operating salon with multiple clients.

“(Koenig’s) professional skills have grown so much. He gives tours to people that are coming into CTEC and talks to them like a business professional,” Fineran said.

Personal branding (i.e., handshaking, eye-contact, making public speeches, building resumes, doing job interviews, helping sell yourself, etc.) is a big teaching aspect of the program and it’s been an area where Koenig has been able to shine.

“For me, it’s just having the confidence to go out and know what I’m talking about and having the knowledge to speak to someone about what I am actually doing,” Koenig said. “I know that what I am doing now is going to benefit me for the future.”

Koenig is planning on attending Chemeketa Community College next year and wants to either look at getting a job at a bank, or as a car salesman.

But whatever Koenig ends up doing in his next stage of life, Fineran is confident that he will excel.

“(Koenig) is a humble guy and I don’t think he knows how good he is from a business standpoint,” Fineran said. “The way he communicates to people is well beyond his years. He sounds like a seasoned salesman.”

“The skills he’s learning here at CTEC are going to give him a competitive advantage for whatever he decides to do.”



Submitted  
Corrine Arehart, of the Keizer Elks Lodge, with Adrienne Christian, community engagement lead for Liberty House.

# Keizer Elks invest in two local efforts

The Keizer Elks Lodge recently offered financial support to two local non-profit organizations.

On Jan. 2, lodge officials presented \$1,000 checks to Shaney Starr of Court Appointed Special Advocates (CASA) and Adrienne Christian of Liberty House.

CASA, an advocacy non-profit group, represents abused and neglected children in foster care. CASA trained community volunteers help assure a child can grow up in a safe and permanent home.

Liberty House, a child abuse assessment center serving Marion and Polk counties, provides comprehensive medical evaluations and interviews for concerns of sexual and

physical abuse and neglect of children under the age of 18 years.

The contributions are in addition to \$1,500 the lodge presented to other organizations in December 2017.

Elks members also raised \$10,000 from members, community donations and a Elks National Foundation (ENF) grant for its annual holiday giving program. Gubser Elementary School families contributed 6,000 pounds of food to the effort and Perrydale Future Farmers of America contributed an additional 10,000 pounds of produce. Members and volunteers delivered 225 food boxes to local families, 75 of which were families of deployed soldiers.

## ATTN: Investment Property Owners

Right now is a crucial time to take advantage of a 1031-Exchange to optimize capital gains tax reduction, increase your base, and optimize your cash flow.

**Act before investment tax laws change**

**Kristine Jacobsen**  
Principal Broker / Owner

Call me at **503.504.7330** for a **FREE** market analysis of your investment property

## puzzle answers

6	1	4	7	2	5	9	8	3
8	2	7	1	9	3	5	4	6
9	3	5	4	6	8	1	7	2
4	7	9	2	3	6	8	1	5
3	5	8	9	4	1	6	2	7
2	6	1	8	5	7	4	3	9
7	9	3	6	1	4	2	5	8
1	8	6	5	7	2	3	9	4
5	4	2	3	8	9	7	6	1

## KEIZER CLASSIFIEDS

### EMPLOYMENT

## Part-Time Community Reporter

All news is local and no one does it better than the Keizertimes. The Keizertimes is adding to its staff with a part-time community reporter.

The chosen applicant’s duties will include writing for print and social media as well as posting on keizertimes.com.

Specially, this position will write short news briefs about activities at local schools, churches and non-profit organizations. Reporter will also cover personnel changes at Keizer business as well as other assignments.

An ease with interviewing, a nose for news and able to work within deadlines is a must for the chosen candidate. Some photographic work may be required. The reporter will work both inside and outside the office. A working knowledge of Word, TextEdit and InDesign preferred.

Hourly wage based on experience. Benefits.

Submit resume and writing samples via email to: [publisher@keizertimes.com](mailto:publisher@keizertimes.com) no later than Feb. 22, 2019.

Keizertimes is an equal opportunity employer.

# Keizertimes

### MUSIC LESSONS

Beginning Acoustic guitar lessons @\$25 per 30 min session. For more info Contact Debi @ 503-404-3900

### LAWN SERVICES

Jim’s Lawn Service – Complete lawn and garden care. Yard cleanups, mowing, pruning, bark dusting. Serving Keizer since 1984. Voted “Best in Keizer!” 503-990-2752.

### SERVICES

DENTAL INSURANCE. Call Physicians Mutual Insurance Company for details. NOT just a discount plan, REAL coverage for 350 procedures. 844-239-9335 or <http://www.dental50plus.com/25> Ad# 6118.

Medical-Grade HEARING AIDS for LESS THAN \$200! FDA-Registered. Crisp, clear sound, state-of-the-art features & no audiologist needed. Try it RISK FREE for 45 Days! CALL 1-866-799-5056.

Frontier Communications Internet Bundles. Serious Speed! Serious Value! Broadband Max - \$19.99/mo or Broadband Ultra - \$67.97/mo. Both Include FREE Wi Fi Router. CALL For Details! - 1-855-972-6641.

### SERVICES

DIRECTV NOW. No Satellite Needed. \$40/month. 65 Channels. Stream Breaking News, Live Events, Sports & On Demand Titles. No Annual Contract. No Commitment. CALL 1-844-269-0236.

DONATE YOUR CAR, TRUCK OR BOAT TO HERITAGE FOR THE BLIND. Free 3 Day Vacation, Tax Deductible, Free Towing, All Paperwork Taken Care Of. CALL 1-844-533-9173.

Get a SMARTPHONE for \$0 DOWN\* with AT&T Next@ and AT&T Next Every Year #8480 1) Pick Your New Phone. 2) Pick Your Plan. (\*Req’s well-qualified credit. Limits & restr’s apply.) CALL 1-855-593-4474.

Craftmatic Adjustable Beds for less! Up to 50% Off Leading Competitors. #1 Rated Adjustable Bed. Trusted Over 40 Years. All Mattress Types Available. Shop by Phone and SAVE! CALL 1-877-808-3466.

A PLACE FOR MOM. The nation’s largest senior living referral service. Contact our trusted, local experts today! Our service is FREE/no obligation. CALL 1-888-651-5669.

### SERVICES

DIRECTV & AT&T. 155 Channels & 1000s of Shows/Movies On Demand (w/SELECT Package.) AT&T Internet 99 Percent Reliability. Unlimited Texts to 120 Countries w/ AT&T Wireless. Call 4 FREE Quote-1-855-502-2578

DISH Network \$69.99 For 190 Channels. Add High Speed Internet for ONLY \$14.95/month. Best Technology. Best Value. Smart HD DVR Included. FREE Installation. Some restrictions apply. Call 1-866-373-9175.

Earthlink High Speed Internet. As Low As \$14.95/month (for the first 3 months.) Reliable High Speed Fiber Optic Technology. Stream Videos, Music and More! Call Earthlink Today 1-855-977-9436.

### SERVICES

Applying for Social Security Disability or Appealing a Denied Claim? Call Bill Gordon & Assoc., Social Security Disability Attorneys, 1-855-548-1237! FREE Consultations. Local Attorneys Nationwide [Mail: 2420 N St NW, Washington DC. Office: Broward Co. FL (TX/NM Bar)].

Become a Published Author. We want to Read Your Book! Dorrance Publishing-Trusted by Authors Since 1920. Book manuscript submissions currently being reviewed. Comprehensive Services: Consultation, Production, Promotion and Distribution. Call for Your Free Author’s Guide 1-844-803-4427 or visit <http://dorranceinfo.com/> Oregon.

### MISCELLANEOUS

GOT AN OLDER CAR, VAN OR SUV? Do the humane thing. Donate it to the Humane Society. Call 1-877-246-1527.

DONATE YOUR CAR FOR BREAST CANCER! Help United Breast Foundation education, prevention, & support programs. FAST FREE PICKUP - 24 HR RESPONSE - TAX DEDUCTION 1-855-252-2579.

## Confidential News Tip?

If it’s happening in Keizer, We want to know about it.

**CALL/TEXT TIPLINE 503.383.9201**