

Greenhands show sale skills

Wallowa Dam irrigation company withdraws water right application

By Kathleen Ellyn
Wallowa County Chieftain

Heads up, agricultural companies: Enterprise FFA Greenhands came home from the Dec. 4 Ag Sales and Service Career Development Event in Baker with the top award.

In all, 11 schools in the FFA district competed in the event, which tests student skills in the areas of sales and selling, dealing with customer concerns, prospecting for new customers, understanding advertising, and telephone ordering.

Students who compete in the events must be able to think on their feet and be skilled at handling customers respectfully. Students choose a category they like to compete in, learn the skills required to work within that category and then demonstrate that skill by tackling a scenario they are given just five minutes before they perform.

For example, if they are demonstrating their skill in customer relations the scenario may be:

Joe comes into your store angry because he bought a hedge trimmer and the engine seized up. He wants his money back.

In this scenario the student has to go through a process of sympathizing with the customer and agreeing it's a problem, questioning the customer to find out what



Courtesy photo

The Enterprise High School FFA Greenhand Team took First place in the Ag Sales and Service Competition in Baker. Left to right, front row: Jalyn Barney, Shelby Moncrief, MacKiah Tarvin, Lexi Gasset and Deidre Schreiber. Left to right back: Karli Bedard, Dylan Marr, Justus Even and Riley Masters.

caused the problem, coming up with a solution that is satisfactory to both the customer and the company, asking for the receipt, and then trying to sell an additional product.

"The students are judged by actual business people," said Enterprise Vo-Ag teacher Stephanie Schofield. "Teachers draw from the community and bring judges with them. We have people from Banks, Coops, farms and ranches."

The Enterprise FFA Chapter Greenhands competed against nine other teams. The individual awards were as follows:

Karli Bedard took first, and Lexi Gasset took second in Telephone Ordering; MacKiah Tavin took fifth in Sales Presentation; Dylan Marr took sixth and Jalyn Barney took eighth in Advertising; Justus Even took sixth and Shelby Moncrief took eleventh in Customer Relations; and Deidre Schreiber took fifth and Riley Masters took thirteenth in Prospecting.

Enterprise also fielded an advanced team made up of Wade Isley, Darby Gasset, MacKiah Tarvin, Whitney Evans, Claire Beck, and Georgia Falk. They placed sixth overall.

Enterprise teacher dials up a great idea

Schofield wins education award for repurposed pockets

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Kathleen Ellyn/Chieftain

Enterprise Vo-Ag teacher Stephanie Schofield saw the craft project online and something just clicked.

"I thought it would work," she said.

What she'd seen was a crafter's idea for turning jeans pockets into a wall of little storage bins.

Her modification of the idea was to repurpose the pockets and put students' cellphones in those instead of their jacket pockets.

With one wall of pockets she could eliminate much of the hassle of keeping students focused on their work instead of their social life.

"There's always problems with phones," she said. "Always. But some students use their phones when the laptops are not connecting. And sometimes I let them use their phones (for things like studying Spanish vocabulary when they're done with classwork) because it's that kind of world we're in — a technological world."

Phones would go in there at the start of class, she figured, and if there was free time students could ask to retrieve their phones, but the temptation would be clear across the room, rather than in their hoodie.

So, Schofield put out a call on the Enterprise FFA web page for seamstresses willing to make

the pocket panel. "If you knew me, you would know I absolutely didn't make those pockets," Schofield said. "I just put on the Facebook page I needed that and it just showed up."

The late Nicole Wynn and Natalie Wilsey made the pocket panels.

Now that the pocket panels are up, all it takes to make the idea work is dedication and remembering the incentives, Schofield said.

The incentive is a prize. "If they come in and put their phone in there at the end of class I draw a number and they get a raffle ticket and at the end of

the quarter I'll draw for a prize," Schofield said. "If I do my part and make sure I do the drawing at the end of the class it works really well."

So well, in fact, that she took the idea to the Oregon Vocational Ag Teachers Conference and submitted it in a contest called "Ideas Unlimited."

"Ag teachers from all over the state bring their ideas and do a little brief stand-up explanation and the teachers vote on the ideas," she explained.

Re-purposed pockets won and Schofield brought home a plaque.

"I think the reason why it won is because very teacher has trouble with cellphones," Schofield said.

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What Do CASA Volunteers Do?
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- Unlike mentors, CASA volunteers have legal standing so they can gather relevant information, talk to all related parties and make considered recommendations to the judge about the child's best interests.
- Children with CASA volunteers get more help while in the system and spend less time in foster care.
- Children with CASA volunteers do better in school and are less likely to be bounced from home to home.

How can you become a CASA?

Wallowa County CASA Program will be hosting a brief information session for anyone who would like more information about volunteering or making a donation. Join us on December 16th at 5:15pm at Building Healthy Families located at 207 NE Park St. in Enterprise. For more information call 541-426-9411 or visit our website at www.oregonbhf.org