

advancement

Sharing news of the Lord's work through Advance Memphis

Fall '09

Dear Friends:

How many of us hear a speech, seminar, or lecture and think “that was unbelievable teaching!”, but then fail to take action on what we heard? By the grace of God, through volunteers and staff, Advance Memphis is offering great teaching—and students are acting on what they learn.

In this newsletter Advance wants to invite you to learn how **SKILLS** are being developed in the students in Financial Freedom and Jobs for Life—and how they're further developed as students participate in Outsourcing, IDA saving, and Warehouse Warriors. Through each of these programs, we share knowledge and resources with students. When students apply what they learn, we see skills develop—and that is often when lives begin to change. Here are a couple of stories.

BOBBY: GETTING A JOB! Bobby Robinson (see picture below), called Jobs for Life instructor Andrew Vincent after his August graduation. He was excited to share how he had applied what he'd learned in class. Bobby left graduation and went to Jiffy Lube to get an oil change. While waiting, he struck up a conversation with the manager and ended up getting an interview and drug test scheduled for the next day. **Skills used:** Networking—look for work wherever you are! Interviewing—be prepared to give a 60 second commercial (also known as an elevator speech).



Bobby Robinson (left) is pictured with instructor Andrew Vincent, at his graduation from Jobs for Life. When asked what he learned in Jobs for Life, Bobby said “I learned to focus on the big picture, instead of living day to day.”

skill [skil]
noun

Proficiency, facility, or dexterity that is acquired or developed through training or experience.

JAMES: ADHERING TO WORKPLACE STANDARDS: To understand this story, you have to know that Jobs for Life students who are on time every day and have perfect attendance, receive a used Pentium 4 computer. During a recent class, James (name changed) signed in “on time” for class when he was actually two minutes late. No one was in the lobby that day to correct James. A portion of the Jobs for Life curriculum covers workplace ethics. James listened in class, and a few days later, he went to his instructor and confessed his dishonest action. James is a man full of integrity (doing the right thing when no one else is looking). **Skills used:** Listening—and applying—workplace ethics. Communicating with supervisors.

Please join me in praying that ALL of us (you, me, and graduates) would be men and women who would **act** on the knowledge we have. May we all take knowledge and turn it into skills that we apply in the market place and everywhere else that God takes us in our daily journeys.

Peace,
Steve Nash

P.S. Bobby has been offered the job at Jiffy Lube and orientation was 8-31-09!

HOPE

KNOWLEDGE

RESOURCES

SKILLS

SKILLS: Budgeting, Saving, Changing Lives

When we ask students what skill learned in Jobs for Life or Financial Freedom will have the most impact in their lives, the most common response is budgeting. Whether you have much or little, most of us would agree that learning to make and follow a budget is one of the toughest to learn, and most valuable, skills there is. **Here's how we teach these skills at Advance Memphis:**

First, track your spending.

If skills are the practical application of knowledge, then learning to manage money in the real world is a tremendous opportunity for our students to apply what they hear in the Financial Freedom class at Advance Memphis.

During the four weeks of JfL and Financial Freedom, students track their spending. Financial Freedom instructor Ann Brainerd then spends the last week of class meeting one-on-one with students to help them analyze their spending and identify “wants” and “needs.”

Next, decide how your spending should change.

After tracking and analyzing their spending, Ann helps each student create a budget. This process helps students see how they can change their spending habits—they begin to feel a sense of control over their financial situation. The budgeting process also helps students gain a clear vision of how a steady income will affect their budgets.

Now get a job and start saving!

After graduation comes employment—and with employment comes the opportunity to begin saving. To help students develop the invaluable skill of saving, Advance Memphis offers an Individual Development Account (IDA) Program.

Since most of our grads have never held a bank account of any kind (nearly 30% of Americans don't have bank accounts), the IDA Program is essential to our mission to bring economic health back to the neighborhood we serve. Using the relationships that have been built during class, and building on the knowledge that has already been shared, Advance staff members are able to help grads feel comfortable with banking systems that can sometimes be overwhelming.

Work, stick to your budget, and save!

Through the IDA program, participants have a practical opportunity to apply the knowledge they have acquired in Jobs for Life and Financial Freedom. They have the resources to save from successful employment. When combined with the incentive of match funding as well as Advance's connection to Independent Bank, participants have a golden opportunity to develop a skill of savings. It is our hope that this skill continues long after the program is over, long after they have ceased to utilize Advance Memphis resources and knowledge.

Advance Memphis's financial programs are structured so that community residents can gain financial knowledge and resources to create tangible skills: budgeting, living within their means, and saving.



I learned that I've been going over my budget. I've got to slow down and watch how I spend my money.

Tommy Hodges



I learned to separate my needs from my wants and stop spending unnecessary cash.

Lindsey



By writing down what I spend everyday, and seeing how much it was, I've learned to stop spending as much, and to save a little.

Cora Stuckey (with her daughter Marquiana)

HOPE

KNOWLEDGE

RESOURCES

SKILLS

SKILLS: What did you learn in Jobs for Life that changed the way you live?



I learned to be on point for interviews—to have my resume ready. And I also learned that you've got to tell the truth.
Courvoisier Hill

I learned not to chew gum in an interview! And I also learned to format a resume.
Dominique Noel



I learned basic things, like how to use the back space key to delete things in Word. I also learned to attach a resume to email.
Decrecia Johnson



I added my skills and areas of expertise to my resume. It's better than it was before.
Darren Brown



I learned that I can ask questions in an interview, and that it's important to act like - to show - that I want the job.
Craig Johnson



I've learned how to present myself more professionally when being interviewed...knowing what to say, when to say it, and what not to say. I learned to speak fluently with eye contact and greet the employer with a smile and a handshake.
Cedrick Dean



LIFELONG LEARNING

Of course it's important to help our students develop skills so that they can find a good job. But excellent employees—and employers—know that we must continue to learn and grow even *after* we get a great job. To this end, all Advance Memphis employees participate in Sonship, a study created by Jack Miller of World Harvest Mission, that takes Gospel truths and translates them into skills for living in a grace-filled way. Rosalind Hardy, Advance Memphis Program Assistant and Jobs for Life grad, is currently working through the Sonship program. After completing the first lesson, she wrote the following poem.

FINDING ME

Dedicated to Advance Memphis

I am looking to God in finding me,
I hear it is great things in Christ
And what mines could be,
I know there is a lot of
Information that I must seek,
I know when I find it my life will be complete,
Without God there is nothing we can do
But by finding him he will see us through
The only way He will help us is by only telling
the truth,
That is why I must find God so I can see what
he can do,
Sometimes we go through life living for all the
wrong reasons,
I bet if we find God we will see better days
and seasons,
Sometimes the things that I do make me real
furious,
I bet if I had God I would take my life more
serious
By listening to this sermon there is a lot of
things I see
That is why from now on I am looking for the
Lord to help in finding me!

By: Rosalind Hardy

Advance Memphis Progress Report

The Advance Memphis staff is committed to practicing responsible stewardship through outcome based management. Each year, we set specific goals. Each goal is tied to a program, and each program is tied to our mission statement.

While numbers don't measure everything, progress toward annual goals is tracked on our website at www.advancememphis.org. There is a link on the home page to the Progress Report. We also track progress each quarter in this newsletter.

ADVANCE MEMPHIS PROGRAM	YTD GOAL	YTD ACTUAL
Number of JFL/FF Grads	96	86*
Number of New Employers	15	20
Number of Grads Employed	60	54
Number of IDAs Opened	27	13**
Number of Volunteer Hours	850	1411

* One JFL/FF class was dropped from the 08-09 schedule
** Until further notice, the program can only support 20 total participants at any time.

JULIE LATCHAM JOINS ADVANCE MEMPHIS



During spring break 2009, Julie participated in a mission trip here in Memphis, and felt that God might be calling her to continue serving after graduation. In May, Julie graduated from the University of Texas with a degree in marketing and minor in management and, shortly thereafter, came back to Memphis to participate in SOS Academy, a program of Service Over Self. Through the SOS Academy, Julie will serve one year as an intern at Advance Memphis, while also completing theology coursework, supporting neighborhood home churches, and assisting with the SOS spring and summer camps. We praise God for sending such a capable worker to join the Advance Memphis team.



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