

Are your business hours convenient for customers?

One of the biggest complaints of business owners in small towns is the lack of local support. While there are many reasons residents should shop at home, the fact remains that many do not.

Instead of complaining, take time to evaluate their reasons. Are your hours convenient? Many people run errands before and after work or on their lunch break. If you're open the same hours they work and close for the lunch hour, you've made it difficult for them to support your business.

What about customer service? Are you grateful for their business or do you show contempt because it's been over a month since they were last in?

Brainstorm ways to draw in your local crowd. You're here for them, not the other way around.

There are many helpful resources



jamie morphew

• business tips

on the Internet. For Kansas business owners, a good place to start is the KS Business Center at www.accesskansas.org/businesscenter/index.html.

This site has helpful information and links for starting and maintaining a business. This multi-agency effort is designed to enable Kansas business owners to interact with state government on-line. Take time to look around and see what you can learn.

When hiring employees, consider their attitude as well as their aptitude. It takes just one negative

person to spoil the work environment. Positive people, on the other hand, are pleasant to work with and often see possibilities rather than problems.

Small business owners are notorious for being so busy working "in" their business that they fail to work "on" their business.

Growth and improvement doesn't just occur. You have plan for it and take the necessary steps to make it happen.

At least annually, you should take time to review your progress and plan for the future. Write down your goals and the steps to take to accomplish them. Set realistic timelines and make sure your staff is on board. Don't settle for a good business when you could have a great business.

Take time to evaluate yourself. What are your strengths? What are your weaknesses? You can't do it all. Hire people to handle the areas where you are weak and focus your energy in the areas where you are strong. The world is full of mediocrity.

Instead of being average in all areas of your business, focus on your strengths and become great in those areas. Hire people who are great in the other areas of your business. Don't hire people with the same skills you have. Hire people who have skills that complement yours.

"Doing business without advertising is like winking at a girl in the dark. You know what you're doing, but nobody else does," said Stuart Henderson Britt.

Even if you have the best product

in the world, you won't sell any if nobody knows about it. Determine your target market and the best way to reach them. Then advertise, advertise, advertise! Effective advertising isn't important for success — it's critical.

Don't risk losing a great idea. Any time you think of something you can do in your business or for your business, write it down that second. Save yourself the frustration of having a great idea that you just can't remember.

Next, put your ideas in a notebook or file. Good ideas are useless if you can't remember them or if you can't find the paper you wrote them down on.

As we near the end of the year, take time to review your financial situation. Will you show a profit for this tax year? If so, what are some

things you could buy to reduce your tax liability? Is that printer on its last leg? Do you need to stock up on office supplies?

Don't be foolish in your spending, but do be proactive in making the most of your profits. Would you rather hand that money over to the government or use it for things you need?

These tips are brought to you by Western Kansas Business Consulting, a joint effort of five Kansas counties to boost business success, formerly known as Western Kansas Enterprise Facilitation Consortium.

We offer free and confidential business consulting in Kearny, Lane, Scott, Sherman and Wichita counties. For information or to set up an appointment, contact Jamie Morphey, business consultant, at (620) 874-0771 or e-mail wkbc@wbsnet.org.

lincoln larks club news

The Sunflower District No. 6 had a fun evening Monday, Nov. 27, with the help of agents from Thomas and Logan counties.

Diann Gerstner, family and consumer sciences agent from Thomas County, and Lori Sporer, Logan County Extension director, joined Melinda Daily, family and consumer sciences agent for the Sunflower District, in a program for the Lincoln Larks Family, Community and Education Club and clubs from surrounding counties.

The evening started with snacks and candies. Then Diann presented several ways of making candy and dipping ideas. She told the group how to store candy, as some can be made in October and saved for the holidays.

There are two different types of chocolate, real and summer coating. The chocolate and white almond bark are great, but don't overcook the bark. A lot of recipes were given, and everyone had a favorite.

Melinda made a red car out of boxes and showed the group how to exercise while driving. The exercises relieve stress and were great fun. She kept everyone laughing.

Lori handed out several leaflets; one was the Twelve Days of Christmas, a way to organize holiday tasks. The list says:

- On the first day (the day after Thanksgiving), buy Christmas card stamp and computer address labels, put up outdoor Christmas lights and decorations.

- On the second day, put up your Christmas tree and sit in the glow of the tree and finalize your gift list.

- On the third day, put out your Christmas nick nacks, collectibles and family holiday treasures and start looking for recipes for special dinners and holiday baking.

- On the fourth day, delegate a family member to write the annual Christmas letter. Allow yourself only 20 minutes to write it. Use humor and keep it short — it isn't the

only letter they'll get!

- On the fifth day, write a quarter of your Christmas cards and finish putting out Christmas decorations.

- On the sixth day, it will be midweek and a great time to do your Christmas shopping while avoiding the crowds. Plan ahead to use vacation time or a discretionary or personal day from work. Go early and take your lists! Complete another fourth of your Christmas cards that evening.

- On the seventh day, remind the grandparents of the kids' Christmas programs at church and school and complete another fourth of your Christmas cards.

- On the eighth day, finalize your party and dinner plans. If having a party, consider making it "pot luck."

- On the ninth day, finish up your Christmas cards, make a menu for a buffet style Christmas morning breakfast (muffins and quick breads, for example) and set up a

gift wrap station on a card table with tape, scissors, paper, boxes, tissue paper and bows.

- On the 10th day, prepare for your baking day — organize recipes and make a list of things to buy, including festive paper plates, zip lock bags and fresh yeast, baking soda and powder.

- On the 11th day, make plans with your loved one for a special night, send out party invitations at least 12 days before the party and call and confirm family holiday plans.

- On the 12th day, it's baking day — bake goodies for family, neighbors, teachers, ministers, postman and co-workers. Finish up all gift wrapping.

The schedule this year would have been from Friday, Nov. 24, through Tuesday, Dec. 5. It then recommends enjoying the rest of the holiday season with your "to-do list" complete. If started today, it would run through Saturday, Dec. 16.

Other leaflets from Lori were

"The ABCs of Christmas Organizing" and "Christmas Countdown from the end of October to December." She said you need a Christmas organizing center, such as a basket or file box for catalogs, idea books, Christmas card and addresses, plus writing supplies, and to keep an envelope in your purse for receipts. Be sure if gifts, put the name on the ticket.

She set up a screen and computer and showed a video, "Mission Impossible as Christmas." Isn't this supposed to be the season of joy, season of giving, a time to celebrate with family and friends and where everyone gets along? Christmas is keeping in touch.

The final program was "Are you a clean plate person?" By this, it meant, do you clean up your plate every time? The program included information on portion sizes. You should eat only a 3 once portion of meat (the size of a deck of cards), one teaspoon of oil is the size of a

quarter, a cup of raw vegetables is the size of a light bulb, a medium fruit is the size of a tennis ball and a bagel or roll equals a can of tuna for calories.

Did you know Americans are the heaviest people in developed countries? Sixty-one percent of Americans are overweight, and with each decade of age, we need 100 fewer calories a day.

In closing, the group all signed a "Clean Plate Club" resignation card: I (name) do hereby resign from the Clean Plate Club now and forever more. I will honor my fullness even if it means leaving some food on my plate.

All five members of the Lincoln Larks were present, plus 15 others and two from Wallace County.

Door prizes were given out, and everyone went home saying, "We had a good time." Next year, the meeting will be in Cheyenne County.

Submitted by Arbutus Topliff.

matters of record

Accidents

The following accidents were investigated by the Goodland Police Department:

Nov. 3 — 7:38, date unsure, at unknown time and an unknown location a 2004 Buick owned by Beth Johnson was hit.

3:15 p.m., 1200 Cattle Trail, a 2001 GMC driven by Corry Lynn

Dudley was exiting a parking lot and struck a dumpster in the alley between 13th and 14th streets.

Nov. 9 — 1300 College, a 2002 Ford owned by Ron Skinner was parked along 13th and an unknown vehicle ran into it. It is not known when the accident occurred.

Nov. 10 — 3:08 p.m., 2100 Commerce, a 1999 Ford owned by Ryan

Johnson was parked next to a 2004 GMC owned by Reva J. Bauman. The driver's door of the Ford came open in the wind, and hit the passenger side of the GMC.

Goodland Police

The following crimes have been reported to the Goodland Police Department:

Nov. 11 — 7:55 p.m., 1600 Main,

arrested Monica Garza for failure to stop at traffic device, driving while suspended and no liability insurance. Case referred to city attorney.

11:41 p.m., 615 W. 16, Corbin


Coreen Huffman reported a burglary and theft.

Nov. 12 — 12:08 a.m., 1104 E13, arrested April Shantel Churchwell for furnishing alcohol to a minor.

Case referred to city attorney.

2:55 a.m., 1500 Colorado, James

Barrera cited for driving while license revoked. Case referred to city attorney.


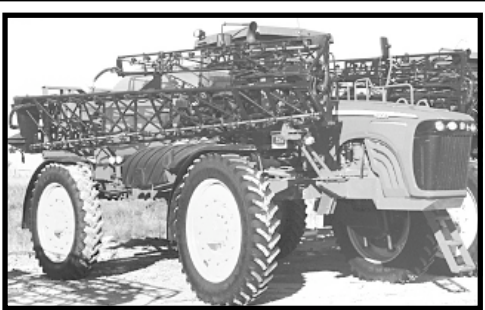



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John Deere 4920's

06 JD 4920, New, SS, 120'	\$225,000
06 JD 4920, New, SS, 120'	SOLD
05 JD 4920, New, 120'	\$220,000
05 JD 4920, 245 Hrs, SS, 120'	\$205,000
05 JD 4920, 270 Hrs, SS, 120'	\$200,000
06 JD 4920, 218 Hrs, SS, 90'	\$195,000
06 JD 4920, 362 Hrs, SS, 90'	\$190,000
06 JD 4920, 320 Hrs, SS, 90'	\$190,000
04 JD 4920, 1350 Hrs, SS, 120'	\$150,000

John Deere 4720's

06 JD 4720, 20 Hrs, SS, 90'	SOLD
06 JD 4720, 20 Hrs, SS, 90'	\$166,000
06 JD 4720, 125 Hrs, SS, 90'	\$160,000
05 JD 4720, 130 Hrs, SS, 90'	\$160,000
06 JD 4720, 250 Hrs, 90'	\$158,000
06 JD 4720, 225 Hrs, 90'	\$158,000
06 JD 4720, 200 Hrs, SS, 90'	SOLD
06 JD 4720, 200 Hrs, SS, 90'	\$157,000
06 JD 4720, 225 Hrs, SS, 90'	SOLD
06 JD 4720, 300 Hrs, SS, 90'	\$155,000
06 JD 4720, 300 Hrs, SS, 90'	\$155,000
06 JD 4720, 323 Hrs, SS, 90'	SOLD
06 JD 4720, 300 Hrs, SS, 90'	\$155,000

John Deere 4720's CONTINUED...


06 JD 4720, 300 Hrs, SS, 90'	SOLD
06 JD 4720, 400 Hrs, SS, 90'	SOLD
05 JD 4720, 360 Hrs, SS, 80'	\$155,000
05 JD 4720, 500 Hrs, SS, 90'	\$145,000
05 JD 4720, 900 Hrs, SS, 90'	SOLD
05 JD 4720, 783 Hrs, Poly, 90'	SOLD

John Deere 4710's

04 JD 4710, 500 Hrs, SS, 90'	\$135,000
03 JD 4710, 500 Hrs, SS, 90'	\$135,000
04 JD 4710, 980 Hrs, SS, 1000G	SOLD
04 JD 4710, 1000 Hrs, SS, 90'	\$124,000
01 JD 4710, 944 Hrs, SS, 90'	\$115,000
02 JD 4710, 1800 Hrs, SS, 90'	\$105,000
01 JD 4710, 2500 Hrs	\$98,000

Misc Self Propelled Sprayers

04 Nitro, 2100 Hrs, SS, 90'	\$90,000
03 Nitro, 1600 Hrs, SS, 90'	\$88,000
03 Nitro, 2260 Hrs, SS, 90'	\$85,000
97 Nitro, 2800 Hrs, SS, 75'	\$58,000
95 Patriot WT, 3250 Hrs, 75'	SOLD
94 Patriot, XL, 2800 Hrs, 75'	SOLD
02 Wilmar Eagle	\$95,000
93 Ag-Chem RoGator 664	\$38,000



ANNUAL FALL MACHINERY & EQUIPMENT CONSIGNMENT AUCTION

Sat. Dec. 9th, 2006, 9:30am MST
Homestead Auction Lot, East Hwy 24, Goodland, KS.

TRUCKS, TRACTORS, TRAILERS FORKLIFTS, – JD 4320 tractor, 18.4 x 38 singles, 3pt, 2 hyds, Syncro trans; 1979 IH tandem truck, DD 466 motor, 653 Allison auto, W/1992 Botec 725 HD feeder box, Digi Star scales, reconditioned, ready to go to work; 1980 IH 4300, 400 Cummins, 9sp, twin screw, 16' Mohrlang manure spreader W/2 beaters, double chain; 1972 IH Transtar cabover, 350 hp Detroit, Only 60,000 on major, 13sp, twin screw, 15' flatbed W/1100 gal Polly tank, fuel cell; 1994 Freightliner, FLD120, 470hp Detroit 560, 10sp, 60 ft sleeper, 24.5 all aluminum, tires 70%; 1993 Pete 379, 470hp Detroit, 9 sp, twin screw, 20' box, steel floor, aluminum sides, Knapheide hoist, new Shurlock RO tarp; 1994 Freightliner, FLD112, 350 Cat, Super 10sp, twin screw, 20' Hitchcock silage box; 1981 IH model 9670 Cabover, 9sp, Cummins, runs good; 1989 Timpette 43' hopper trailer, 63" sides, RO tarp, good.; 1976 Timpette 36' hopper bottom, new brakes, new RO tarp, good condition; Yale 4000 lb forklift, propane, rough terrain tires; Heyster HC12, 12,000lb forklift, rough terrain, new clutch, brakes, side shift, 20' mast, new paint; 53' Storage van, no title; 1959 Chevy 2 ton, 13 1/2' steel box, hoist, needs motor work; 1941 Farmall M W/antique trip loader, runs good; Farmall M, motor free; Farmall-H with 3pt, runs great.

EQUIPMENT – Pro Patch pot hole patcher; Polaris 250 - 2x4 four wheeler; 2-JD 8' X 12' hoe drills, transports, markers, good condition; IH model 641, 4 bottom 18" RO plow; New Holland 855 auto wrap round baler; Wetmor 400bu grain cart; Orthman 8 row bean knife; Orthman front 3 pt.; Big Ox 930 subsoiler; JD stack mover; New Holland 80 bale mover, 3pt, hyds; NEW Chase 6' 3pt mower; NEW Chase 6' 3pt rear blade; NEW Chase 6" 3pt box blade; Ford 939 3pt mower; 3pt - 7' pto mower; 18' FB trailer, tilt bed, loading ramps; Handcock 3 yd. paddle scraper; JD model 1508 bat wing mower; JD 680 Manure spreader, tandem, double chain; JD 20' oneway on hyds, good; Krause 20' oneway on hyds, good; JD 1610 grain drill; JD #12 wood chipper, 6 cyl. Gas motor; Danhauser post hole digger; 6' Seaman PTO pull type roto tiller; OMC 117 grinder-mixer; 3pt hyd bale mover; 2-3pt bale movers; 5-Deggleman harrows; Good 8" pickup box off GM.


VEHICLES SELLING AT 1pm – 2003 Chevy LS, 1/2 ton pu, extended cab, long box, leather, loaded ONLY 5,125 actual miles; 1991 Cadillac Sedan; 1985 Ford Bronco 4 x 4; 1967 IHC 1/2 ton pickup; 1985 AMC Eagle 4 x 4; 1982 Chevy Silverado 1/2 ton pickup; 1990 Chevy 1/4 ton pickup; 1992 Chevy 1/4 ton, 6.2 diesel, new tires; 1988 Chevy 1/2 ton, 30,000 on OH; 1978 Chevy mini van; 1990 Ford 1/2 ton, runs good; 1989 Chevy 30 step van, propane; 1971 Ford van converted to camper; 1990 Ford Econoline, diesel, 15' van box.


ABANDONED VEHICLES ARE ABSOLUTE SALE – 1983 Harley Davidson Sportster, looks and runs good; 1993 Dodge Caravan; 1994 Ford Probe; 1993 Plymouth Acclaim, Runs; 1990 Nissan 240 SX; 1985 Ford F150 PU, Runs; 1993 Mazda 626; 1994 Ford Windstar van, Runs; 1983 Oldsmobile Ninety Eight Diesel; 1992 Ford Escort; 1984 Chevy PU, Runs; 1990 Toyota Camay DX, Runs; 1984 Ford pickup F350 4x4, Runs; 1988 Cadillac Sedan DeVille, Runs; 1997 Ford Windstar van, Runs; 1994 Pontiac Grand Am, Runs; 2001 Chevy Impala, Wrecked; 1976 Chevy Camero, Runs.

MISC. ITEMS – 2001 - 20' van box, good condition; Stainless Steel 1,000 gal water tank on skids; 1000 gal water tank on skids; NEW 50bu hog feeder; Hog loading chute; 4 Metal cattle feed bunks; 5 Metal sheep feed bunks; Small stock tanks; 3 cattle oilers; 6 mineral feeders; T-posts; 50 wood line posts; Several rolls elect fence wire; Calf squeeze chute, rolls on side for doctoring; 2-38" dual tractor rims; 3-18.4 X 38 tractor tires, 2 on rims; 7-Case suitcase weights; 5-IH suitcase weights; New Holland 641 round baler for parts; Front grill & wrap around tool box off 2001 GM; Trailer of misc. chains, boomers, some hand tools


Lots more coming daily! Check our website daily for additional consignments & pictures!
www.goodlandhomestead.com

For more information or to consign contact Terry Richardson at Homestead Realty
785-899-2328, 899-8084, 899-3093, 800-974-2426.





TERRY RICHARDSON
OWNER/BROKER/AUCTIONEER



BUTCH EWING
AUCTIONEER

auctions@goodlandhomestead.com
785-899-2328 or 800-974-2426
www.goodlandhomestead.com