

ACTion!



**HAPPY
NEW YEAR!**

I hope everyone had a safe and happy holiday season. Let's ring in 2010 with enthusiasm!

From our personal lives to professional goals, let's make 2010 a positive New Year!

**Stephen Johnson
President
Advanced Concepts
Training Corp.**



Training Partner

Resolve to Be Realistic!

An editorial piece by Kate Prunkl

This year, it's time to resolve to follow through on your new year's resolution. This year, you CAN achieve that resolution by making a commitment to yourself!

According to recent studies, only 40-45% of American adults make a resolution each year. Out of the segment of the population that actually makes a resolution, less than half keep up said resolutions past the six month mark.* The pure fact of the matter is that most people end up "creating" ridiculous goals they aren't committed to. This is exemplified by the consistency of our country's most popular New Year's resolutions, year to year. List toppers include losing weight, better money management, furthering education, eating better, getting a better job and spending more time with the family.

The first step towards successfully fulfilling a New Year's Resolution is to resolve to be realistic. Don't take on other peoples' wishes as your personal goals. If you aren't ready to quit something--be it smoking, eating junk food, drinking soda or coffee--then it is NOT a realistic goal. You WILL fail if you don't have the personal will/drive to follow through.

On the other hand, if you ARE attempting something big for your resolution, break it down into smaller, more attainable parcels. Grandiose general statements like "I plan to get in shape" are a good start, but aren't good enough to stand alone. When you give yourself vague, generalized statements for goals, you are actually doing yourself a disservice. While it may seem appealing to set a large, all encompassing goal, your desired outcome will get lost because you won't know where to begin. Instead of

vowing to "get in shape", try setting aside a specific time/day each week that will be dedicated to exercise. Instead of saying, "I will lose weight", resolve to lose 15 pounds by March. Once you get to March, resolve to lose 10 by June; and so on and so forth. When you give yourself a tangible deadline, it forces you to be more accountable for your own actions--or lack thereof.

Setting realistic, specific goals, however, usually isn't enough by itself. A game plan is also extremely important in achieving your resolution. Outline what actions and steps you must take to accomplish what you've set before you. What will you do to lose those 15 pounds? List those high-calorie, fatty foods you will cut out of your diet, as well as the healthy foods you plan to add in and/or compose a workout plan. Remember to consult a professional if necessary.

Whatever you resolve to do, prepare yourself for setbacks. We are only human and we all make mistakes; you just can't let those mistakes get you down or discourage you from attaining the goals you've set for yourself. Also, in times of frustration, it's vital to have a solid support system! If you feel you can't achieve your goal alone, recruit a friend or family member who desires to accomplish the same thing. Sometimes it's easier to find the motivation to succeed when you have good people by your side.

This year, instead of setting large unattainable goals, resolve to be realistic and set concrete, incremental goals throughout the New Year.

*Source: Auld Lang Syne: Success predictors, change processes, and self-reported outcomes of New Year's resolvers and nonresolvers, by John C. Norcross, Marci S. Mrykalo, Matthew D. Blagys, University of Scranton. Journal of Clinical Psychology, Volume 58, Issue 4 (2002).



Holiday Stains are a Pain!

Helpful Hints from Heloise:

With all the dinner parties and family gatherings during the holidays, your tablecloth can take a beating from the drips, spills and stains. Here are a few removal solutions for the most common party-related stains:

- To get rid of candle wax from the tablecloth, let the wax harden—a quick way is to put it in the freezer. Then scrape it off the tablecloth with a dull knife. Once the majority of the wax is gone, place paper towels on both sides of the stain and set the iron on the warm setting, then iron (no steam) over the stained area. Change the towels often to absorb all of the wax. Launder as usual.



- To clean up gravy, spoon it up as fast as you can. Sprinkle artificial sweetener or flour over the stained area to absorb the grease. Put the tablecloth into a sink and soak in a mixture of one teaspoon of a mild, colorless detergent per cup of lukewarm water for at least 20 minutes. Then wash as usual and let air dry—don't put in the dryer.



- To remove red wine stains, pour a big dose of salt on top of the stain to absorb the liquid. Put the tablecloth into cold water and try to rub out the stain. Using an enzyme detergent in the hottest water safe for the fabric, soak for 30 minutes and launder.

Web Tags: Are You Searchable?

Is your business getting noticed on the internet? Does your web page need updating? Give it a try and search for your type of business and see if your page appears near the top of the list. If not, there may be some work to do...

Just what is it that drives internet searches to your website? Sheer luck? Stellar reputation? Or perhaps a very focused researcher who knows exactly what he/she wants... Any or all of these suggestions may be possible, but more probable is the content of your web page and the web tags you are using to attract people to your page.

What exactly are web tags? These are pieces of metadata (bits of information that describe what your audience wants to experience or find) that allow your page to be found in an internet search. For example, a user may be in the market for a car, and you may own a dealership. In your page you may place several items to describe your inventory to allow your website to be noticed and drive that customer to your business. Some examples may be "car", "truck", "previously owned vehicles", etc. These are all potential phrases that when typed into a search engine, help the user find what he/she needs or wants. And the more tags you have, the more frequently your page will be noticed in a search!



In addition to metatags, you should include a lot of the items in the content of your web page. In the text, you can describe your business incorporating some of the key phrases you also use as web tags, therefore allowing your page to become more "searchable".

By really understanding what your primary audience is looking for and branching out to attract passive seekers, you should be able to create numerous options to describe your business. You may use key words, entire phrases, adjectives, almost anything you want. In combining these two methods, the number of "hits" your page gets should increase dramatically.

Easy Crock-Pot Brunswick Stew

By Stephen Johnson

Estimated prep time: 30 minutes

Cook time: 24+ hours

Ingredients:

- 1 ½-2 pounds boneless chicken breast
- 1 -1 ½ pounds of potatoes
- 2 ounces cooked beef shredded for barbecue but without sauce (optional)
- 16 ounces frozen mixed vegetables (carrots, green beans, green peas, corn, lima beans)
- 16 ounces frozen whole kernel corn
- 16 ounces frozen baby Lima beans
- 60 ounces of chicken broth (four 15 oz cans) with or without salt
- 6 ounces Tomato paste (8 ounce can is fine)
- Fresh ground pepper to taste (I add quite a bit – maybe a ½ tablespoon)
- 2 tablespoon dried or fresh parsley
- 1 teaspoon of garlic
- 2 tablespoon of onion powder
- 8 chicken bullion cubes
- 6 beef bullion cubes
- 1/4 cup of ketchup - the secret ingredient!
- 1 heaping tablespoon of sugar

Directions:

- Remove green beans from the mixed vegetables and save for another meal.
- Put all frozen items in large crockpot.
- Add everything else to the crock-pot except chicken, potatoes and one can of chicken broth.
- Turn crock pot on to cook (the position just after simmer)
- Wash & peel potatoes. Wrap each one in plastic wrap. Microwave until potato is soft (this is very important). Cool, unwrap and cut into ½ inch cubes. Add potato pieces to crock-pot.

Cut chicken into ½ to ¾ inch cubes.

Heat large frying pan (cast iron if possible) until hot. Spray with Pam with Olive Oil or lightly coat with olive oil. Turn heat down to low simmer and add chicken. Turn chicken regularly and cook until all pieces are done. Pour entire contents of frying pan into crock-pot including all juices.

Leave on the cook setting for 6 to 10 hours, then cut back to medium simmer. Cook for at least 24 hours.

Stir stew every few hours making sure that everything is well mixed and rotated from top to bottom.

When you cut the temperature down sample the stew. Continue sampling when you stir.

Add additional spices to taste.

Hints:

Exactness doesn't matter when cutting the potatoes, chicken or measuring any other items, for that matter.

Our microwave has an automatic feature for cooking baked potatoes. I put all the potatoes in at one time and cook them on this setting. It takes about 8 to 10 minutes.

Brunswick stew is supposed to be thick with only a little liquid. However when cooking it can get too thick, if so add more chicken broth.

The shredded beef will keep frozen for months. We buy beef on sale or discounted, put it into the crock-pot and simmer it for a couple of days. This become the basis for both BBQ (just add sauce) and for the meat we freeze for soups and stews.

Some BBQ places do not cook their meat in sauce. You can buy that meat and use it with the stew.

This recipe makes a full 5 quarts! You can easily cut the recipe down or you can freeze the excess for a great quick meal.



FUN RANDOM FACTS

The first product to ever be scanned with a bar code was Wrigley's gum on June 26, 1974.

In 1981, Ian Murphy was the first hacker to be charged with a computer crime. With the help of 3 accomplices, he hacked into the AT&T phone system, changing its internal clocks so customers' midday calls were reduced to nighttime calling fees & late-night callers received shockingly high bills.

Johnny Cash's hit song, "A Boy Named Sue" was actually penned by author Shel Silverstein.

Pearls melt in vinegar.

No piece of paper can be folded in half more than seven times.

Almost 3/4 of fresh water usage in the U.S. occurs in the bathroom.

Charles Lindbergh was Time magazine's 1st "Man of the Year" in 1927, in response to accidentally leaving him off the cover after his historical solo flight. The "Man of the Year" title was the magazine's apology.

UPCOMING COURSES/SCHEDULE

Classes in Blue marked with a * are online.
Classes in Red are Red Hat offerings.

START DATE END DATE PRICE

JANUARY 2010

*Oracle 10g Database Administration I	1/4	1/8	\$2,199
Oracle 11g Database Administration I	1/4	1/8	\$2,199
J2EE Development using Spring, Struts, JSF	1/4	1/8	\$2,199
UNIX Introduction to Commands	1/11	1/14	\$1,849
Red Hat Linux Essentials	1/11	1/15	\$2,398
*Oracle 10g Foundations: SQL & SQL *Plus	1/11	1/15	\$2,199
Oracle 11g Foundations: SQL & SQL *Plus	1/11	1/15	\$2,199
Introduction to Java and J2EE	1/11	1/15	\$2,199
*Oracle 10g SQL for Business & Data Analysts	1/20	1/22	\$1,499
Oracle 11g SQL for Business & Data Analysts	1/20	1/22	\$1,499
*Oracle 10g PL/SQL Introduction	1/25	1/26	\$1,049
Oracle 11g PL/SQL Introduction	1/25	1/26	\$1,049
UNIX/Linux Shell Scripting	1/25	1/28	\$1,849
Red Hat Linux System Administration-class only	1/25	1/28	\$2,498
PERL Programming	1/25	1/28	\$1,849
Red Hat Linux System Administration and RHCT Exam	1/25	1/29	\$2,698
*Oracle 10g PL/SQL Intermediate	1/27	1/29	\$1,499
Oracle 11g PL/SQL Intermediate	1/27	1/29	\$1,499
Red Hat RHCT Exam Only	1/29	1/29	\$399

FEBRUARY 2010

*Oracle 10g Release 2 Discoverer Desktop for End Users	2/1	2/2	\$1,049
Oracle 11g Release 2 Discoverer Desktop for End Users	2/1	2/2	\$1,049
UNIX (Linux) Jumpstart for Experienced IT Developers	2/8	2/12	\$2,199
*Oracle 10g Database Administration II	2/8	2/12	\$2,199
Oracle 11g Database Administration II	2/8	2/12	\$2,199
*Oracle 10g Foundations: SQL & SQL *Plus	2/15	2/19	\$2,199
Oracle 11g Foundations: SQL & SQL *Plus	2/15	2/19	\$2,199
*Oracle 10g PL/SQL Introduction	2/22	2/23	\$1,049
Oracle 11g PL/SQL Introduction	2/22	2/23	\$1,049
Red Hat Rapid Track Course-class only	2/22	2/25	\$2,698
Red Hat Rapid Track Course and RHCE exam	2/22	2/26	\$2,998
*Oracle 10g PL/SQL Intermediate	2/24	2/26	\$1,499
Oracle 11g PL/SQL Intermediate	2/24	2/26	\$1,499

MARCH 2010

UNIX Introduction to Commands	3/1	3/4	\$1,849
*Oracle 10g Database Administration I	3/1	3/5	\$2,199
Oracle 11g Database Administration I	3/1	3/5	\$2,199
PERL Programming	3/1	3/5	\$2,199
*Oracle 10g SQL for Business & Data Analysts	3/8	3/10	\$1,499
Oracle 11g SQL for Business & Data Analysts	3/8	3/10	\$1,499
*Oracle 10g Release 2 Discoverer Desktop for End Users	3/11	3/12	\$1,049
Oracle 11g Release 2 Discoverer Desktop for End Users	3/11	3/12	\$1,049
Red Hat Linux Essentials	3/15	3/19	\$2,398
*Oracle 10g Foundations: SQL & SQL *Plus	3/15	3/19	\$2,199
Oracle 11g Foundations: SQL & SQL *Plus	3/15	3/19	\$2,199
UNIX/Linux Shell Scripting	3/22	3/25	\$1,849

Scheduling News

Sign up for any Oracle class by February 28, 2010 & receive **25% off** the retail price of the class!

*****Oracle 11g online classes will be added to the schedule starting in February. More information will be available in our mid-month schedule update.**



1516 Willow Lawn Dr.
Suite 101
Richmond, VA 23230

Phone: 804-285-5830
Fax 804-285-3722
Toll Free: 800-294-7497
www.actisit.com