

ACTION!



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Stephen Johnson
President
Advanced Concepts
Training Corp.

Happy New Year!

One lucky customer will receive a present of 1/2 price for the RedHat299 class to be held on January 24-27, 2011 at our facility in Richmond, Virginia. This is a \$3000 class that one student will be able to attend at the low rate of \$1,500. The first customer to sign up will receive this amazing deal!



redhat.
Training Partner

New Decade Resolutions

January is a time to set new year's resolutions into motion. In 2010, we entered into a new decade, why not set a new decade resolution? Is there something you would like to achieve by the end of this decade that you did not achieve in the previous years? Consider taking a moment or perhaps treat yourself to an hour of complete silence to reflect on years past. Maybe you could have done things differently, or everything fell right into place.

While new year's resolutions are geared for short term goals, new decade resolutions focus on short term goals within a long term goal. Maybe you'd like to obtain a college degree, fulfill a lifelong dream, take a vacation, travel or save for retirement, to name a few. Any resolution must be something you truly want otherwise, it may be difficult to stay motivated during the process.

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Opening Your Own Business

To start your own business requires patience, understanding, money and knowledge. There are many steps that one should take prior to leaping into opening for business.

First, a business owner should gain as much knowledge as possible. To give you great insight on basic business necessities take the following courses; accounting, business law and marketing. Check local colleges and training centers for "free" courses available to the general public. You may not be able to get the credit for taking the courses but if you are planning to run your own business it may not matter to you.

Prior to applying for a loan, it is important to create a business plan. If you are applying for a loan for less than one thousand dollars, a business plan may not be required. A business plan represents your business, provides general

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Opening Your Own Business...continued from page 1



New Decade Resolutions...continued from page 1

Your new decade resolution doesn't have to be drawn out throughout the entire ten years but something you could accomplish within the period of time. It is best to create a plan for all resolutions and to put it into action immediately. Write down your resolutions and plans in a journal or notebook. Revisit your notes to track each step towards achieving your goal. This will enable you to stay motivated along your journey. View each step as a short term goal that you will achieve along the way.

You could even create a vision board that allows you to visualize your dreams everyday. To create a vision board you will need a poster board, glue or tape, markers, and images of your goals printed from the computer or cut out of magazines. When you have some quiet time to yourself gather all of the items together and make yourself comfortable. Close your eyes and visualize your resolutions becoming a reality.

As a child we were taught to brainstorm and that is exactly what you will be doing. Create a long term goal in the middle, then branch off of the long term goal into short term goals. Then add images to your poster. Attach images of places you want to visit, supportive people you love and things you want to accomplish within the next decade. Next, hang your vision board in a place you are able to view every day, whether it is for a minute to glance or an hour to revisualize your dream over and over.

Take the time to think about your resolutions often to stay on track. Set aside time each week to organize and prioritize your short term goals by journaling. You can even add to your vision board as you'd like. By revisiting your goals and accomplishments you will feel proud and eager to continue your success. Expect that your plan can and will change. Sometimes the goal itself will even change, possibly for the better. ♦

information about the business, services, products, employee's and financial assessments for the future. A business plan shows the current status of your business, your business goals and explains the process of achieving those goals. Free business plan information is available all over the internet. One great business plan resource that includes free business plan samples is www.Bplans.com.

When making a business plan, don't make the plan so specific that it limits what you do. Opportunities come to small business owners so often that they become distracted. The business plan when done correctly, will help limit this distraction and choosing the right opportunities will help your plan succeed.

You have a goal, don't set your goal as Mount Everest, don't set a specific goal. Consider broadening your goal to mountain climbing or climbing the Himalayas. When someone comes to you with an opportunity, question the opportunity. Will this opportunity excel you towards your goal? Will this opportunity cost money or set you back within your plan? You wouldn't want to start selling scuba gear when your goal is to climb mountains, would you?

Writing your business plan can be a stressful but exciting venture. New small business owners feel that it is necessary to have a high profile image. In the case of retail that may be true however, other businesses should avoid purchasing new furniture, equipment and, where ever it is possible, save money. If you must buy new, take advantage of Black Friday, Cyber Monday; purchase used furniture from auction sites like the "Rasmus Auctioneers" online. Note that computers purchased from auction sites tend to be more expensive than you can find new at other locations. Incorporate in your plan how you will use your loan down to every purchase you plan to make by creating a financial spreadsheet for the next three years.

"Banks will lend you money when you don't need it and will not when you do!" First, you need to build your business credit history. Bank financing is difficult for small businesses. It is wise to get a small loan, put it into savings, then use it to pay back the loan at a low interest rate to build business credit. Once the loan is repaid, do this process at least three times to reach the full potential of establishing credit. Open a few credit cards and pay them off each month to establish more credit. Not only will you be establishing credit, you will be learning how to handle the responsibilities that come with owning your own business. ♦



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Perfect Party Sweet for every occasion!

.....
Great for every occasion, these lemon blossoms will have your guests asking for the recipe every time.

Lemon Blossoms

Cook Time: 12 min Yield: 5 dozen

Ingredients

18 1/2-ounce package yellow cake mix
3 1/2-ounce package instant lemon pudding mix
4 large eggs
3/4 cups vegetable oil

Glaze

4 cups confectioners' sugar
1/3 cup fresh lemon juice
1 lemon, zested
3 tablespoons vegetable oil
3 tablespoons water

Directions

Preheat oven to 350 degrees F.

Spray miniature muffin tins with vegetable oil cookin spray. Combine cake mix, pudding mix, eggs and oil and blend well with an electric mizer until smooth, about 2 minutes.

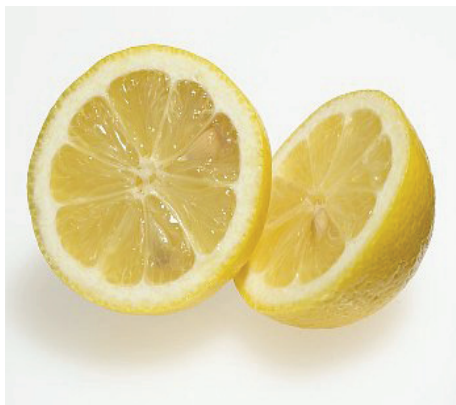
Pour a small amount of batter, filling each muffin tin half way. Bake for 12 minutes. Turn out onto a tea towel.

To make glaze, sift the sugar into a mixing bowl. Add the lemon juice, zest, oil, and 3 tablespoons water. Mix with spoon until smooth.

With fingers, dip the cupcake into the glaze while they're still warm, covering as much of the cake as possible, or spoon the glaze over the warm cupcakes, turning them to completely coat.

Place on wire racks with waxed paper underneath to catch any drips. Let the glaze set thoroughly, about 1 hour, before storing in containers with tight-fitting lids.

Paula Dean. "Lemon Blossoms Recipe" *Food Network*. Foodnetwork.com January 2011



FUN RANDOM FACTS

The reason birds fly in a V shape is so that one can take the lead, and when the leader gets tired, it can fall back and another will take its place cutting a path through the air.

Fake snow is made of sodium polyacrylate, a water-absorbing polymer.

85% of people make New Years Resolutions each year. Only 8% of Americans successfully achieve their New Years Resolution.

Famous January Birthdays

Joan of Arc (598)
Jan. 6, 1412

Paul Revere (276)
Jan. 1, 1735

Richard Nixon (97)
Jan. 9, 1913

Benjamin Franklin (304)
Jan. 17, 1706

Thomas Kinkade (52)
Jan. 19, 1958

Wolfgang Amadeus Mozart (254)
Jan. 27, 1756

Franklin D. Roosevelt (128)
Jan. 30, 1882



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UPCOMING COURSES/SCHEDULE

Scheduling News

NEW YEAR SPECIAL!

ONE lucky customer may pay 1/2 price on the RedHat 299 to be held on January 24-27, 2011 at our facility in Richmond, VA. This class is valued at \$3000, only \$1,500 for the first customer to sign up will receive this amazing discount!

Pay full price for ANY class, receive a FREE hotel room for each day of class (1 room per registrant). This includes Red Hat classes! This offer applies to any class completed by Jan. 31, 2011.*

*Registration must be made through ACT. Offer applies to ACT's Richmond Facility.

Limit One Special Per Customer. Specials may not be combined.



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

START DATE END DATE PRICE

JANUARY 2011

*Oracle 10g Release 2 Discoverer Desktop for End Users	1/13	1/14	\$1,049
UNIX Introduction to Commands	1/18	1/21	\$1,849
Oracle 10g SQL Tuning for Developers	1/18	1/20	\$1,499
*Oracle 10g SQL Tuning for Developers	1/18	1/20	\$1,499
Oracle 11g SQL Tuning for Developers	1/18	1/20	\$1,499
*Oracle 11g SQL Tuning for Developers	1/18	1/20	\$1,499
Red Hat RH299 RHCE Rapid Track Course	1/24	1/27	\$3,200
Red Hat RH300 Red Hat Certified Engineer (RHCE) Exam	1/24	1/27	\$400
Introduction to Java and Enterprise Java using Jbuilder	1/24	1/28	\$2,199
Introduction to Java and J2EE	1/24	1/28	\$2,199
Oracle 10g Foundations: SQL & SQL *Plus	1/24	1/28	\$2,199
Oracle 11g Foundations: SQL & SQL *Plus	1/24	1/28	\$2,199
*Oracle 10g Foundations: SQL & SQL *Plus	1/24	1/28	\$2,199
*Oracle 11g Foundations: SQL & SQL *Plus	1/24	1/28	\$2,199
Oracle 10g PL/SQL Introduction	1/31	2/1	\$1,049
Oracle 11g PL/SQL Introduction	1/31	2/1	\$1,049
*Oracle 10g PL/SQL Introduction	1/31	2/1	\$1,049
*Oracle 11g PL/SQL Introduction	1/31	2/1	\$1,049
Introduction to Java/Enterprise Java using ORACLE's JDeveloper	1/31	2/4	\$2,199
Oracle 10g SQL & PL/SQL Express Introduction	1/31	2/4	\$2,199
Oracle 11g SQL & PL/SQL Express Introduction	1/31	2/4	\$2,199

FEBRUARY 2011

Oracle 10g PL/SQL Intermediate	2/2	2/4	\$1,499
Oracle 11g PL/SQL Intermediate	2/2	2/4	\$1,499
*Oracle 10g PL/SQL Intermediate	2/2	2/4	\$1,499
*Oracle 11g PL/SQL Intermediate	2/2	2/4	\$1,499
Oracle 10g PL/SQL Foundations	2/7	2/11	\$2,199
Oracle 11g PL/SQL Foundations	2/7	2/11	\$2,199
Javascript Programming Essentials	2/7	2/11	\$2,199
Oracle 10g Database Administration I	2/7	2/11	\$2,199
*Oracle 10g Database Administration I	2/7	2/11	\$2,199
*Oracle 11g Database Administration I	2/7	2/11	\$2,199
Web Services Development using Eclipse	2/14	2/18	\$2,199
BEA WebLogic Portal Development	2/14	2/18	\$2,199
Oracle 10g Database Administration II	2/14	2/18	\$2,199
*Oracle 10g Database Administration II	2/14	2/18	\$2,199
*Oracle 11g Database Administration II	2/14	2/18	\$2,199
*Oracle 10g Foundations: SQL & SQL *Plus	2/21	2/25	\$2,199
*Oracle 11g Foundations: SQL & SQL *Plus	2/21	2/25	\$2,199
UNIX/Linux Introduction	2/22	2/25	\$1,849
UNIX/Linux Shell Scripting	2/22	2/25	\$1,849
UNIX Introduction to Commands	2/22	2/25	\$1,849
*Oracle 10g Release 2 Discoverer Plus	2/22	2/23	\$1,049
Oracle 10g Release 2 Discoverer Plus	2/22	2/23	\$1,049
*Oracle 10g Release 2 Discoverer- Administration	2/24	2/25	\$1,049
Oracle 10g Release 2 Discoverer- Administration	2/24	2/25	\$1,049
*Oracle 10g Troubleshooting and Maintenance for Administrators	2/28	3/3	\$2,199
*Oracle 11g Troubleshooting and Maintenance for Administrators	2/28	3/3	\$2,199
WebSphere Business Modeler for Business Process Management	2/28	3/4	\$2,199
WebSphere Portal Development	2/28	3/4	\$2,199
Oracle 11g Database Administration I	2/28	3/4	\$2,199
*Oracle 11g Database Administration I	2/28	3/4	\$2,199

MARCH 2011

*Oracle 10g PL/SQL Introduction	3/7	3/8	\$1,049
*Oracle 11g PL/SQL Introduction	3/7	3/8	\$1,049
J2EE Development using Spring & Hibernate	3/7	3/11	\$2,199
WebSphere V6 Portal Administration	3/7	3/11	\$2,199
Oracle 11g Database Administration II	3/7	3/11	\$2,199
*Oracle 11g Database Administration II	3/7	3/11	\$2,199
*Oracle 10g PL/SQL Intermediate	3/9	3/11	\$1,499
*Oracle 11g PL/SQL Intermediate	3/9	3/11	\$1,499
Oracle 10g SQL for Business & Data Analysts	3/14	3/16	\$1,499
Oracle 11g SQL for Business & Data Analysts	3/14	3/16	\$1,499
*Oracle 10g SQL for Business & Data Analysts	3/14	3/16	\$1,499
*Oracle 11g SQL for Business & Data Analysts	3/14	3/16	\$1,499
UNIX/Linux Introduction for Application Developers	3/14	3/18	\$2,199
WebSphere Application Server V6 Administration	3/14	3/18	\$2,199
Oracle 10g Release 2 Discoverer Desktop for End Users	3/17	3/18	\$1,049
*Oracle 10g Release 2 Discoverer Desktop for End Users	3/17	3/18	\$1,049
Enterprise Java Beans 3.0 Development (EJB)	3/21	3/25	\$2,199
PERL Programming	3/21	3/25	\$2,199
Oracle 10g Foundations: SQL & SQL *Plus	3/21	3/25	\$2,199
Oracle 11g Foundations: SQL & SQL *Plus	3/21	3/25	\$2,199
*Oracle 10g Foundations: SQL & SQL *Plus	3/21	3/25	\$2,199
*Oracle 11g Foundations: SQL & SQL *Plus	3/21	3/25	\$2,199
Oracle 10g PL/SQL Introduction	3/28	3/29	\$1,049
Oracle 11g PL/SQL Introduction	3/28	3/29	\$1,049
*Oracle 10g PL/SQL Introduction	3/28	3/29	\$1,049
*Oracle 11g PL/SQL Introduction	3/28	3/29	\$1,049
Oracle 10g SQL Express Introduction	3/28	3/30	\$1,499
Oracle 11g SQL Express Introduction	3/28	3/30	\$1,499
*Oracle 10g Database Administration I	3/28	4/1	\$2,199
*Oracle 11g Database Administration I	3/28	4/1	\$2,199