



# CREATE AN ENVIRONMENT THAT INVITES OPPORTUNITY

Then, be prepared and ready to act when the opportunity presents itself!

One never really knows what the future holds, and sometimes life doesn't always go as we anticipate. As I contemplate what's in store for me in the coming year, it's not at all what I expected, but on the other hand, life has handed me an opportunity to do something that I've not done for several years - work for someone other than myself.

As many of you already know, I've taken over the president's job at a local community bank. I've been serving on the board of the bank for several years, but upon the retirement of the existing president, the board asked me to fill the role. I accepted, and here we go.

After many years of community and business consulting, it's time to put into play many of the things that I believe to be critical to managing a successful business;

Great customer service, efficient operations, motivated and well-trained employees, and of course, a profitable bottom line.

I'm winding down some of my community development work, although my business partner will continue to manage our company. I will continue to write this column for the time being, and to answer questions that are posed by my readers.

For years I've counseled business owners to "Create an environment that invites opportunity. Then, be ready to act when the opportunity presents itself".

I believe 2019 will be filled with opportunities for all of us, so be prepared, and have a Happy and Prosperous New Year!



**Jack Newcomb**  
Co-Founder

ARPI provides business and community coaching throughout the United States. If you have a business question for Jack, email him at [jack.newcomb@totalcsi.com](mailto:jack.newcomb@totalcsi.com). You can also visit the ARPI website, [www.advancingruralprosperity.com](http://www.advancingruralprosperity.com).

**Advancing  
Rural Prosperity**