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For me, defeat can be summed up in one word – overcoming. To overcome an obstacle, you may face a multitude of things before you reach your desired goal. And in my circumstance, that is exactly the series of events that unfolded.

I was taught at an early age to work hard because it builds character. Working hard also allows you other opportunities to occur. Working hard allows you to reach your goals. Each day I wake up with a smile on my face because I love my work. I get to sit down with people and have conversations about their financial future and assist where needed. It is a rewarding job, but it can take a toll. It is a position that has many growth opportunities, which is where I had my eyes set.

From the moment I started, I knew that I wanted to have a management role, so I made goals of how I would get there. I knew the expectations of considering associates for promotions, so I factored those into my personal growth goals and had a vision of how I was going to get there. I was learning more and growing every day, so I filled out an application for an assistant manager role that I felt I was more than qualified for. I received an interview, but the process did not go as I had planned. I was considered, but ultimately was not offered the new role and it was given to someone else.

I was devastated. I had been doing the work. I had been exceeding the company goals. I had done almost everything I could think of, but still fell short for this promotion that I felt I deserved. The days after the new person started, I found myself bitter. I was not as happy to get up and go to work because I had felt as though they did not believe in me as I thought they did.

I had two choices. I could remain defeated, bitter, and upset or I could rise above this small stepping stone and improve in different areas to continue the path to my desired goal. I woke up the next morning and told myself that I would do more. I would not just sit at my desk, refuse to grow or help, and be bitter. I would train the new associate, teach them the knowledge they need to be a great financial advisor, and in turn, help myself grow as a leader. You see, it did not set me back, but this was an opportunity for me to show that no matter the obstacle or adversity that is thrown my way, I can, and ultimately will overcome.

Fast forward a few months, and without prompting or applying for a new role, I was called into my manager's office. They were astounded by my attitude and how well I had stepped up to the plate to do everything I could to make sure the new associate understood the company and expectations of what needed to be done. They appreciated that I helped, instead of crawling into a bitter shell. Because of this, I was offered a promotion at another location and I was ecstatic!

I could have allowed this to go so many different directions, but I relied on faith and hope knowing that my time would come. I am more than proud of myself and what I have accomplished, and any time I feel defeated, I remember that I am more than capable of overcoming whatever obstacle may be in my way.

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