

Rotary Club of Narooma Inc. weekly  
bulletin



# The Beacon

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## *Laurelle's Musings*

Dear Fellow Rotarians and Friends

This week we welcome Rohan and Pauline Gleeson from Moruya Club and Moruya's current Exchange student Valentin Biaud from France. Rohan and Pauline are members of the District Youth Exchange Team.

Rohan is our guest speaker tonight in his capacity as the District's Youth Exchange Protection Officer. He will talk about the need for us to have a Youth Protection Officer.

Take the opportunity tonight to chat to them all about the Youth Exchange Program, a program Moruya is closely involved with and which we used to be. Pauline is Moruya Clubs' counsellor for their current student Valentin and is responsible for Inbound and Outbound District students to/from Sweden and Turkey.

We might also hear briefly from Valentin who is a great conversationalist and comes from the wine areas south of Paris. He is 17 years old, finished his schooling in France, and is in Year 11 at Moruya High.

Tony Fahey's 'This is My Life' last week was really interesting and a little different. He spoke about four areas of his life that are particularly important to him – family, education, leadership and sport. It's great to have Tony on board.

On the Ringlands working bee, checked with the bushwalkers and it is definitely Sunday 19 August. My apologies for any confusion.

Enjoy your evening.

President Laurelle

### *The Foundation Snippet*

#### **History of PolioPlus** (continued)

The Global Polio Eradication Initiative is recognized worldwide as a model of public and private cooperation in pursuit of a humanitarian goal. In the words of United Nations Past General Secretary Kofi Annan, "Rotary's PolioPlus program is a shining example of the achievements made possible by cooperation between the United Nations and non-governmental organizations."

Despite tremendous progress in reducing the incidence of polio, it still exists. Polio will continue to threaten children everywhere as long as it exists somewhere. In this age of global travel, a new outbreak of polio might only be a plane ride away.

**AUGUST IS MEMBERSHIP EXTENSION MONTH**

## Program

Tonight: Rohan Gleeson on having a Youth Protection Officer

| TASK                 | 9 August        | 16 August 2007  | 23 August       |
|----------------------|-----------------|-----------------|-----------------|
| Greet /welcome/wheel | Bob Aston       | Chris O'Brien   | Phil Gaffney    |
| Cashier              | Chris O'Brien   | Phil Gaffney    | Ian Thomlinson  |
| Toast / thanks       | Phil Gaffney    | Ian Thomlinson  | Jeremy Ferguson |
| 4-way test           | Ian Thomlinson  | Jeremy Ferguson | Brian Hastie    |
| 3-minute talk        | Jeremy Ferguson | Brian Hastie    | George Barker   |
| FINES                | Brian Hastie    | George Barker   | Kris Elphick    |
| Introduction         | George Barker   | Kris Elphick    | Jack Wightman   |

If you can't make it to the next Rotary meeting, please ring our attendance officer Brian Hastie at Narooma Real Estate the day before 4476 2169 or you will be charged for your meal. (R) signifies a Rotary talk, if you can.

### COMING EVENTS: Next week (16 August 2007). Board Meeting

|              |   |
|--------------|---|
| 19 August    | Ringlands working Bee   |
| 23 August    | Update on Natabora Agricultural College in Timor Leste from representatives of Rotary Club of Pambula.          |
| 26 August    | <b>Rotary Markets on NATA Oval</b>  |
| 30 August    | Dinner at Narooma HS – Hosted by Hospitality Class. Partners Night  |
| 6 September  | Narooma Chamber of Commerce Acting President Nigel Jackson on revamped Chamber and plans for the Blues Festival |
| 13 September | TBC   |
| 15 September | Buckeridge Lookout working bee – Jeremy Ferguson organising   |

## National Youth Science Forum

Congratulations to Heather Gow-Carey who was recently selected to participate in the National Youth Science Forum to be held in Canberra during January 2008. Heather was one of only 11 students from District 9710 selected to attend the Forum. This year over 40 students from throughout the District participated in the selection process. Only three of the eleven students come from outside Canberra with the two other students coming from Goulburn and Tumut. A great achievement for Heather our Club and Narooma High! Heather is the 5<sup>th</sup> person to represent the Club at NYSF in the past 4 years – no other rural club can boast such an achievement.



Just in case you have forgotten our previous representatives have been:

|      |                                   |
|------|-----------------------------------|
| 2007 | Catlin Van Soest                  |
| 2006 | Malcolm King and Elizabeth Downie |
| 2005 | Kate McCutcheon                   |

## *Number one job: recruit (From RI Website)*

**By Tiffany Woods**

**August 2007**

It seems that one of the easiest things to do as a Rotarian is to recruit new club members. After all, what could be simpler than inviting someone to your club's next meeting? But sometimes it's not that easy. So for inspiration and motivation, here are some winning tips, including real-life examples of what has worked and what some clubs are hoping will work, as well as one report of a secret poker game somewhere in New Hampshire.

### **Rekindle old relationships**

Remember that spunky 16-year-old your club sent to Ireland 14 years ago as a Rotary Youth Exchange student? You know, the one who now runs her own business organizing tours to the Emerald Isle? But wait – you don't know that, because your club lost touch with her. Look her up, and ask if she'd like to become a Rotarian. Who knows, she might bring a little luck o' the Irish to your recruiting efforts. But don't stop there. Contact alumni your club or district has sponsored or nominated for Rotary International and Rotary Foundation programs, including former Group Study Exchange participants, Interactors, Rotaractors, Rotary Foundation Ambassadorial Scholars, and Rotary World Peace Fellows. Angela Forthun knows what happens when Rotary clubs remember their alumni. She studied Japanese in Osaka, Japan, on a Cultural Ambassadorial Scholarship from the Foundation, sponsored by the Rotary Club of Glen Waverley, Australia. "I was 31 years old at the time," she says, "and on my return was approached by two Rotary clubs to become a member but in June 1999 was inducted as a member of the Rotary Club of Glen Waverley."

### **Put new members to work**

Encourage new Rotarians to nominate another new club member within their first year of joining. Loren Kuehne's club, the Rotary Club of Las Cruces (Rio Grande), N.M., USA, tried and still uses this approach. "After holding a membership development drive, we had all new members sign a pledge to propose a new member within three to six months of joining the club," he says. "We followed up with the new members and reminded them of their promise. As a result, we doubled our membership from 33 to 67 between 2002 and 2006."

### **Get carded**

When Joe Dino was governor of District 7490 (New Jersey, USA) in 2004-05, he asked clubs in his district to hand out cards at fundraisers to invite people to attend one of their weekly meetings at the club's expense. He also encouraged Rotarians to keep a couple of the cards in their pockets in case they ran across a potential recruit. The cards, which his district's clubs still hand out, say Be My Guest and include the day, time, and location of club meetings, as well as a blank line to write the host club member's name. "That's the best way to bring them in," says Dino, a regional RI membership coordinator and a member of the Rotary Club of Paterson, N.J., USA. He estimates that since 2004, about 150 people in his district have become Rotarians as a result of receiving these cards.

### **Wear your Rotary pins**

"Hey, Bob, what's that on your lapel?" "I'm glad you asked, Paul. It's a Rotary pin. Are you familiar with Rotary?" OK, so it sounds like a scripted dialogue with B-list actors in a corporate training video, but you get the point: Wearing your pin affords you more opportunities to pitch Rotary. Just ask Mark Flegel, of the Rotary Club of Menlo Park, Calif., USA. He was wearing his Rotary pin at an awards dinner hosted by a local hotel and chamber of commerce when he struck up a conversation with Jonathan Farrington, who noticed the pin. He told Farrington about Rotary and later called him up to invite him to visit his club. In December 2005, Farrington was inducted into the Menlo Park club. Now, Farrington says, he proudly wears his own pin.

### **Headhunt new MBAs**

There's no such thing as a recent business school graduate who isn't interested in networking. Because some will likely travel for work or eventually be transferred to a new location, point out that wherever they go, they're bound to find a Rotary club – and some instant friends. Over the years, Past RI Director Sam Greene, of the Rotary Club of Westlake Village, Calif., has spoken to MBA students on the advantages of Rotary club membership. On one occasion, he was lecturing on long-range planning to students at California Lutheran University. He happened to mention that being a Rotarian could help them get

involved in their community and make new friends. A couple of years later, one of the students told Greene he became a Rotarian because of his talk.

### **Find your competitive spirit**

There's nothing like a little friendly competition to motivate people. In 1995-96, clubs in District 6580 (Indiana, USA) used football as an inspiration to increase membership. The clubs divided their members into teams of 10, and each team was charged with nominating potential members. Teams received one point for nominating a candidate and six points if the candidate was inducted. Just like in the National Football League, teams with the most points advanced through a playoff cycle until one was named champion. The district ended the year with a net gain of nearly 150 new club members. And the winning team? Peggy's Panthers from the Rotary Club of New Albany.

### **Honk if you love Rotary**

Marty Peters, a 2006-07 RI membership zone coordinator, has a bumper sticker on his convertible that reads, Good-bye Polio – Thanks Rotary. Here's what inevitably happens when he's at a gas station or a parking lot: "Someone asks about the bumper sticker," he explains, "and I say, 'I don't have time now, but here's my business card. Give me your card. How about lunch next Thursday? I'd like to introduce you to some of my crazy friends.' And then what I do is, I follow up with a simple phone call. I'll say something like, 'I hated to be rude to you at the gas station. Let's meet next Thursday. I'll pick you up.'" Peters, a member of the Rotary Club of Del Mar, Calif., estimates that in the last seven years, at least 30 people have become Rotarians in his club or clubs in his area as a result of seeing his bumper sticker.

### **Recycle *The Rotarian***

You've read the most recent issue of *The Rotarian*, and now it's under a pile of magazines on your coffee table. Gasp! Worse yet, when you tidy up, some of you may even consider tossing the magazine into the trash. Stop. Think about recycling. No, not in the bin. Recycle your old magazines by passing them out to friends, or keep them on hand to give to club visitors, speakers, and prospective members. Attach a letter from your club's president that lists projects and activities along with contact information. Also, ask club members to place back issues of *The Rotarian* in their office waiting rooms or lobbies. Or be like the Rotary Club of Exeter, N.H., USA, and leave a copy at your library.

### **Go door to door**

"By going outside your comfort zone, you can discover many men and women who would make good Rotarians," says Bob Kelley, an RI membership zone coordinator and member of the Rotary Club of Selma, Ala., USA. "Just before becoming club president, I realized how many businesses I had never stopped into because I might not have needed to wallpaper a room or practice martial arts." For months, Kelley made a point of going into every store in town that he'd never visited, and as a result, seven new members joined his club.

### **Keep a poker face**

We called around and couldn't find anyone who would ante up exact details, but somewhere in New Hampshire, USA, there's reportedly a membership poker game. Or at least someone posted this suggestion on RI's Membership Development Best Practices Exchange ([www.rotary.org/membership](http://www.rotary.org/membership)) and credited it to a New Hampshire club in District 7780 (Maine; Massachusetts; New Hampshire). Here's how they said it worked: The club divided its members into groups, and for five weeks, each group sat at its own table during club meetings. Each club member anted \$2. When people nominated a new member, they got to draw a card. At the end of the five weeks, the club member holding the best hand won the pot.

### **Invite, inform, induct**

The Rotary Club of Driffield, England, invited 40 prospective club members to a dinner and informational meeting. More than a third of the invitees attended, and eight joined the club. In South Africa, the Rotary Club of Pretoria-Hatfield organized a "get to know Rotary" evening that featured talks and videos about community, vocational, and international projects. As a result, four people joined.

### **Advertise**

Using a \$3,388 PR grant from Rotary, the Rotary clubs of Edina and Edina/Morningside, Minn., USA, paid a local theater to run a 15-second ad before the start of every movie in each of its 16 auditoriums for five weeks in January and February 2006. The ad displayed the Rotary emblem and said, This year, make a difference. JOIN ROTARY. It also included contact information for both clubs. The clubs also

used the grant to publish ads in a newspaper and two local magazines in 2006. It's hard to say whether anyone joined the clubs because of the advertising, but the Edina club did add 14 new members in 2005-06.

### **Reward club members**

Recognize and reward club members who nominate candidates. Reward systems can be as simple as placing a gold star on Rotarians' name badges. District 4160 (Mexico) adopted a plan to offer Paul Harris Fellow Recognition to anyone who brought in five new club members. RI President Wilf Wilkinson also has created a new member sponsor pin, pictured on the preceding pages. The pin and tabs, which indicate the number of members sponsored, can be ordered from any Rotary-licensed vendor.

### **Set up a task force**

Membership in the Rotary Club of Loughborough, England, was falling. So the club created a special team of six Rotarians charged with recruiting club members. The team started a database of 140 potential candidates and invited 25 to lunch. Eleven ended up joining.

### **Remember former Rotarians**

For some ex-members, circumstances change. Reasons for leaving the club, such as a lack of time, may no longer be valid, and they may be keen on rejoining. Check in with them. Charles Grant is glad his Rotary club did. Grant joined the Rotary Club of North Shore (Houston), Texas, USA, in 1980, when he was selling fire and safety equipment. But in 1983, he had to leave the club because his job classification changed when he went to work at a local community college. At the time, clubs were supposed to have only one person in each job classification. In 1987, though, he was invited to rejoin the club under a rule that said if a club member held a job classification for 15 years, the club could invite someone else to join with the same classification. And if he hadn't been asked to rejoin? "I guess I wouldn't have been a Rotarian," says Grant, who chaired Rotary International's Rotaract Committee in 2005-06.

### **Involve your Rotaract club**

Giving Rotaractors a chance to get to know Rotary club members makes it easier to recruit them as Rotarians when they're ready. Jonathan Nish was a Rotaractor for 11 years and was so eager to become a Rotarian that he asked to be invited into his local club, the Rotary Club of Putney, England. "The club was very welcoming, and recognizing my solid background in the Rotary family, my membership was fast-tracked," he says.

### **And finally, just ask**

Ed Hedeem of the Rotary Club of West Chicago, Ill., USA, got Rich Steinbrecher's name from a club member who's one of Steinbrecher's clients. Hedeem placed a cold call to Steinbrecher to set up an appointment to talk about Rotary. Steinbrecher became president of the club in 2006-07. The bottom line: People won't join if they're not invited!

## *The Funny Side*

### **If men got pregnant**

Maternity leave would last two years... with full pay.

There would be a cure for stretch marks.

Natural childbirth would become obsolete.

Morning sickness would rank as the nation's #1 health problem.

All methods of birth control would be 100% effective.

Children would be kept in the hospital until toilet trained.

Men would be eager to talk about commitment.

They wouldn't think twins were so cute.

Sons would have to be home from dates by 10:00 PM.

Briefcases would be used as diaper bags.



*President Laurelle gives the toast at the recent Quota Changeover.*

Paternity suits would be a fashion line of clothes.

They'd stay in bed during the entire pregnancy.

Restaurants would include ice cream and pickles as mains

Women would rule the world.

### **The secret to a long life**

A man goes to the doctor and says, "Doc, I would like to live very long. What should I do?"

"I think that is a wise decision," the doctor replies. "Let's see, do you smoke?" "Oh.. Half a pack a day." "Starting NOW, no more smoking." The man agrees.

The doctor then asks, "Do you drink?" "Oh, well Doc, not much, just a bit of wine with my meals, and a beer or two every once in a while." "Starting now, you drink only water. No exceptions." The man is a bit upset, but also agrees.

The doctor asks, "How do you eat?" "Oh, well, you know, Doc, normal stuff." "Starting now you are going on a very strict diet. You are going to eat only raw vegetables, with no dressing, and non-fat cottage cheese." The man is now really worried. "Doc, is all this really necessary?" "Do you want to live long?" "Yes." "Well then, it's absolutely necessary. And don't even think of breaking the diet."

The man is quite restless, but the doctor continues, "Do you have sex?" "Yeah, once a week or so..., only with my wife!" he adds hurriedly.

"As soon as you get out of here you are going to buy twin beds. No more sex for you. None."

The man is appalled. "Doc...Are you sure I'm going to live longer this way?"

"I have no idea, but whatever you live, I assure you it is going to seem like an eternity!"

### **Tonight's international toast**

One of the original thirteen colonies of British North America was the Province of New York, part of which became the state of Vermont. The Green Mountain State is proud to extol the wonderful autumn colours of fall in Vermont.

Vermont's most recent achievement was to host the world premiere of The Simpsons Movie - at Springfield of course. The Rotary Club of Springfield VT in District 7870 was chartered in 1927. It is a lunch club of 42 members.

## **The 4-Way Test**

*of the things we think, say or do:*

1. Is it the TRUTH?
2. Is it FAIR to all concerned?
3. Will it build GOODWILL and BETTER FRIENDSHIPS?
4. Will it be BENEFICIAL to all concerned?

## **Rotary Grace**

O Lord and giver of all good.

We thank Thee for our daily food.

May Rotary friends and Rotary ways.

Help us to serve Thee all our days.

## **THE OBJECT OF ROTARY**

The object of Rotary is to encourage and foster the Ideal of Service as a basis of worthy enterprise and, in particular, to encourage and foster:

1. *The development of acquaintances as an opportunity for Service;*
2. *High ethical standards in business and professions; the recognition of worthiness of all useful occupations and the dignifying by each Rotarian's occupation as an opportunity to serve society;*
3. *The application of the ideal of service in each Rotarian's personal, business and community life;*
4. *The advancement of international understanding, goodwill and peace through a world fellowship of business and professional persons united in the ideal of service.*

The Narooma Rotary Beacon

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