

THE GOLDEN rotarian

LA JOLLA GOLDEN TRIANGLE ROTARY CLUB'S NEWSLETTER

MARCH 6, 2015



www.lajollagrotary.org

SPEAKER

for this week



Rhonda Sher



BizCardCaddy.com

rhondalsher@gmail.com
760-515-2822 (mobile)

Leveraging LinkedIn for Business

Rhonda Sher is a successful sales professional, sales trainer and coach spanning over 3 decades who has unlocked the power of LinkedIn for Sales and Business Development Professionals.

In addition to hands-on training on how to leverage LinkedIn for business development, **Rhonda** has authored a comprehensive book entitled *The ABC's of LinkedIn – Get LinkedIn or Get Left Out* which is currently being updated. She is also the author of *The Two Minute Networker* and *Avoid the Business Card Pile-Up/ 52 Ways to Boost Business with Your Business Card*

Rhonda primarily works with sales professionals in the areas of real estate, mortgage, insurance, direct sales, legal and financial service professionals teaching them how to build their LinkedIn presence and effectively use LinkedIn. She is a master at helping business professionals create a LinkedIn profile that tells a compelling story and is a magnet for attracting their ideal prospect or client. **Rhonda** makes learning LinkedIn fun with her hands-on approach to searching on LinkedIn, connecting and creating relationships that lead to revenue.

When it comes to networking, **Rhonda** was once described by author **Henry Devries** as a *combination* of **Oprah Winfrey**, **Barbara Walters** and **Julia Roberts** – with a dash of **Albert Einstein** – all rolled into one new-client-generating machine. One thing is for certain – when **Rhonda** teaches LinkedIn – you will not be left out.

REPORT

from last meeting



Joel Candib
Reporter

The meeting was called to order by President **Ron Kohl** who introduced our Rotarian of the Day **Tom Elliott**. **Tom** has had many successful careers and is now concentrating his main focus on his Life and Health Insurance Business. **Tom** mystified us with a story of murder and double cross..... or something like that. The story and the ending were quite unexpected. • **President Ron** reported on the strategic planning session last night and thanked **Bev Fritschner** for her work on the meeting and the plan. **Ron** announced that **Rick Clark** was working on making a promotional video for our fundraiser. He needs pictures from inside the Beer Garden from last year's festival. If you have any please see him. • **Krishna Arora** reported on the student exchange with 10 students from India who will be here from April 20 through May 4. In November we will be sending 10 students to India. For the event here we still need host families and we also still need volunteers to host a lunch or dinner event. **Brett Morey** reminded us that the "Promote/Demote" event will be June 27 at Braille. Mark your calendars! **Kathleen Roche-Tansey** promoted the International Services Committee meeting next Wed, the first Wed in March in **Steve Browns** conference room. There is a new project in Fiji. **Alex Monroe** reported that we have our first \$2,500 sponsor for our Festival. We have now raised \$4,500 towards our goal of over \$30,000 in sponsors.

Lisa Galstian announced the last auction of the three items donated by **Rita Lim-Wilby**. **Linda Stouffer** won the \$500 gift certificate for residential window treatments with her winning bid of \$200. Thanks **Linda**. • **Jennifer Schaffer** introduced our guests. We had two visiting Rotarians. **Evan Wahl** from the Downtown Rotary Club and **Will Creekmor** from the La Jolla Rotary Club. **Louise Andres** had 5 guests. **Devon Hobaug** and **Sandy Adams** along with 3 Rotoract Students, **Jane Kwon**, **Kathryn Andrews** and **Jordan Manary**. **Marty Rosenstein** brought a Rotoract student from Mozambique **Lineia Caddeiro**. • **Fine Master Denny Jacobs** then came up for High fives and Fines. We had so many High fives I lost count at seven! **Denny** also was able to fine 5 or 6 of our members for various violations. A word to the wise: if you have your picture published, you best be proudly wearing your Rotary Pin in the photo!!! • **Bill Keane** introduced our main speaker, **Mike Struzik**. **Mike** is a Business Coach who is the COE of his Company named "**Focus of Southern California**". **Mike** spoke about the five buying decisions that we all make as consumers. He said that people love to buy but hate to be sold. A salesperson needs to "stay in alignment" with the five decisions. The talk was very informative. • **President Ron** then closed the meeting with a funny joke for us to take into the week.

NEW MEMBER NOTICE



Ivan Mwanja

was born and raised in a small town called Mbale (Uganda, Africa).

He attended Kyaboggo University (Uganda) where he graduated with a Bachelor of engineering specializing in telecommunications engineering.

He later graduated with a Masters of Business Administration (MBA) from Northeastern University, Boston, MA.

Please email *Jacquie* with any comments



Jacquie Reilly
Membership Chair

Cell: 858-353-4302
jacquie@whatsnewpromos.com



Bill Keane
Photographer

PHOTOS

from last meeting



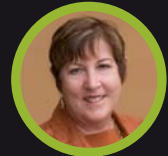
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AUCTION

SILVER BELT FROM BANGKOK



A sterling silver belt bought in Bangkok—intricate, exotic and beautiful—you won't see another like it. It will fit a 28-33" waist. My jewelry appraiser says it's worth several hundred dollars.



Dory Beatrice Griffith
Donor



La Jolla Golden Triangle
ROTARY CLUB
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P.O. Box 13023
 La Jolla, CA 92039
 www.LaJollaGTRotary.org

LJGT ROTARY LEADERSHIP 2014 - 2015

PRESIDENT	Ron Kohl
PRESIDENT ELECT (2015-16)	Bev Fritschner
PRESIDENT ELECT DESIGNATE (2016-17)	Marty Rosenstein
VICE PRESIDENT ELECT DESIGNATE (2016-17)	Alex Monroe
TREASURER	Sharon Council
SECRETARY	Sara Hogue
PAST-PRESIDENT/FOUNDATION	Brett Morey



ROTD

rotarian of the day



Kim Schafer

What a joy it's been to enter my second year as a member in the La Jolla Golden Triangle Rotary Club - the Most Dynamic Rotary Club in the World! I look forward to much more to come.

I have a Master's degree in Preventive Medicine from The Ohio State University (*Go Buckeyes!*), and focused on infectious disease epidemiology. That has helped me understand at least part of the incredible research that is being done by our investigators at the UCSD Center for AID Research.

With 34 million people worldwide infected with HIV, and more than 1.2 million in the US, it's critically important that we find a cure. Our researchers and clinicians are truly world leaders in this effort, and have been since the beginning of the pandemic. As Administrative Director, my role is to help in the background, and I get great satisfaction from helping our doctors to help others by making the gears of our Center run as smoothly as possible.

I have had the great fortune of traveling to many countries, some more than once (*Nepal 10 times so far*). One thing I have come to see and appreciate is that we humans are much more similar than we are different, and for me, it makes the Rotary motto of "**Service Above Self**" extra powerful.

Two of the ideals
 I hold close are

KINDNESS
 &
COMPASSION.

*My goal is to make
 them my very
 breath.*

UC San Diego AIDS Research Institute

Kimberly Schafer, MS
 Administrative Director
 858-534-5545
 kschafer@ucsd.edu



ari.ucsd.edu