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Great Ideas

Glenn Suart



Bart introduced today's speaker. Glenn Suart, the chief strategist at "Write My Plan"; a company dedicated to helping people turn their good ideas into success. Glenn crafts winning business plans and provides strategic consulting for a multitude of entrepreneurs across Canada. Glenn's firm helps people turn great ideas into reality. They have a threefold focus: Strategic Planning Sessions, Business Plans, and Forecasts. During today's presentation, he will briefly outline true stories which refute the following six reasons that people often use when deciding to do nothing with their "great" ideas:

- | | |
|-----------|--------------------------------------|
| Number 1 | I'm too old. |
| Number 2: | I have no resources. |
| Number 3: | I'm scared to fail. |
| Number 4: | Not sure it's a good idea. |
| Number 5: | People tell me I'm wrong. |
| Number 6: | I can't compete with the "big" guys. |

First story: There was a 52 year old (Ray) who was in the business of selling milk shake mixers, selling to restaurants of all kinds. Based on what he saw, he decided to open his own restaurant, which did well. He opened another, then another ... today, Ray Kroc's business chain is known as "McDonalds". You are never too old to develop your great idea.

Second story: A lady (Jean) with two children runs a café. People asked her to cater an event at a local ice rink for 1,000 people. She accepted the challenge, the event went well and she started receiving more such requests. As the demand grew, she decided to give up her café and switch entirely to catering. At the age of 53 she wrote a recipe book including the many dessert squares which she used in her business and it was an immediate hit. From this beginning in 1981 she has gone on to write over 200 cookbooks selling over 30 million copies. Jean Pare started "Company's Coming" publications. She built this business starting out with very few resources.

Third story: Fred had plans as a young man to be a doctor, however in the meantime he worked in a hardware store to get along. A friend suggested he open a sandwich shop so he did so, called it "Pete's Submarine". As things turned out, it was opened in a poor location and it didn't work out. He closed it and, using what he had learned, he opened a second shop. The third shop was the best yet, he was learning all the way along. They had hoped to eventually own 34 shops, and now own 39,000 locations and is named "Subway". His first shop failed, but success was achieved. Don't be afraid to fail.

The fourth story was about Norm, who was a chemist and got a job working with a company which made rockets. His job was to find a method to prevent corrosion on the rockets being produced. He noticed that the product he developed was constantly being taken home by his co-workers for their personal use. From this evidence grew the success of his product, which now sells \$700 million per year and sells under the name "WD 40". The

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Rotary
Club of Calgary Chinook



March 22nd, 2016

Scribe: Paul Gaudet

Our greeters today were David Wartman and Rob Wolfson, doing a good job making us all feel welcome.



President Dale started our meeting at 12:15. She introduced "h Canada" (without the aid of piano accompaniment and carried it off well), followed by Rotary Grace.

She noted that Paul Gaudet would be today's Scribe and then called on Rob to introduce our single visitor (our guest speaker), Glenn Suart. Today we had a

total of 40 in attendance. Notwithstanding that we had only the one visitor, we did a resounding job of our traditional welcome song.

With Harry enjoying a rare vacation in California, we did not receive a Sunshine Report.

Minutemen:



(1) John Charrett provided an update on our Mentoring Program with students of Fairview Junior High School. At their most recent get-together, there was a presentation by "Momentum", a not for profit Calgary based organization which helps young Calgarians to start a business, manage their money and get out of poverty. Their presentation was targeted to the high school age group and was

well received and informative.

(2) Rob Wolfson advised that Thursday evening will be our final Cribbage Night for this season and that the "Lou Reid" Trophy would be up for the taking at this final event. He also



reminded us of his participation this weekend in the Provincial Bowling (5 pin) Tournament being held at Chinook Bowl. He will be bowling in the singles and the team competition so by all means drop by and cheer him on! It should be an exciting and entertaining event.

(3) Hank Popoff reminded everyone about the nominations for our "Distinguished Rotarian of the Year" which will be open

until month end. He asked that we give some thought to whom within our Club should, in our opinion, be worthy of such an honour and consider nominating those who are.

(4) Hank also reminded us that our first "Grillin' and Servin'"

event is coming up on April 17th at St. Patrick's Island and that we need further volunteers. Please consider taking the Food Preparation Course (ask Hank for details) and getting involved in this activity.

Dale introduced the "Special Meeting" part of our program whereby we would vote on a motion to approve a \$30,000 donation over three years (\$10,000 per year) to Challenger Park's expansion plan, commencing in the 2016/17 Rotary year.

She noted that proper notice had been given to our members of this planned vote and confirmed that we had a quorum in attendance. She noted also that the Board had considered this motion and had approved it, subject to ratification by our membership (as a multi year commitment is being requested). The motion was read and a brief question and answer period ensued. John McBean did a good job providing answers and noted that the Rotary Club of Calgary and the Rotary Club of Calgary South both have committed \$500,000 to this expansion project, projected to cost a total of \$35 million.



The vote was taken and the motion passed. The special meeting was then adjourned.

Our 50-50 winner this week was Paul Hussey who has been on a hot streak lately. You might wish to have him purchase your lottery tickets!

Hank Popoff took the podium as our Sgt at Arms and, being



the fair-minded Rotarian that he is, started out fining himself \$5. Apparently at last week's meeting he falsely accused Rob of mixing up the Sgt dates and, after checking his emails, discovered he was in error. To make matters worse he had neglected to thank Rob and Angela for hosting a wonderful dinner as part of our Chinook "Dinner Club" (see Hank for details if interested in joining this activity).

He then fined George Van Schaick for failing to note the name of a visiting Rotarian's Club during the introduction of guests at last week's meeting. Hank then employed the traditional fine for all those who failed to wear their name tags, given all the work our good friend Norm Moro has put into arranging for these tags. Lastly, he fined all who have not signed up as of yet for the first event of our parking season, the Horticultural Show being held at

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Water and Sanitation Month

March 29th

Mike Cvik, NHL Linesman

Maternal and Child Health Month

April 5th

Ryan Geake, Director, Calgary Scope Society

April 9th

Youth Exchange International Dinner in support of ShelterBox

5:30 Reception, 6:30 Parade of Flags & Dinner, 7:30 Dessert (traditional desserts from the home countries of the students made by the students)

8:30: Entertainment by the students — @Red Deer Lake United Church,

\$50 per person, contact Ron Prokosch for more info and tickets

@ 403-651-1722, rprokosch@prokoschgroup.com

April 9th - 10th

Parking @ Spruce Meadows for the 2016 Horticultural Show

April 12th

Cindy Neufeld & Kathryn Johnson, Between Friends Society

April 13th

Board of Directors meeting — 5:30 pm, Horton Road Legion

April 17th

Grillin' & Serving' at St. Patrick's Island — details to come

April 19th

John Hufnagel, President and General Manager, Calgary Stampers

April 23rd

Ronald McDonald Brunch, 9am to 1pm, 8 volunteers needed, contact Gwynneth

April 26th

Dinner meeting — Youth Services Night



SPRUCE MEADOWS

Youth Service Month

May 3rd

Jodi Hilty, President, Yellowstone to Yukon Conservation Initiative

May 10th

Calgary Bluegrass Group — The History of Bluegrass Music

May 11th

Board of Directors meeting — 5:30 pm, Horton Road Legion

May 13th - 15th

'Rising to New Heights' — DisCon 2016, Canmore, Alberta

May 14th - 15th

Casino — details to come

May 17th

J. David Clemis — The Downfall of the Popularity of Alcoholism

May 24th

Naheed Nenshi, Mayor (tentative)

May 28th - June 1st

RI Convention, Seoul, Korea — 'Connect with Korea, Touch the World'

DisCon 2016



Rising to new heights



SEOUL 2016

Rotary Fellowships Month

June 3rd

President's Dinner

June 7th

Roger Chaffin, Calgary Police Chief

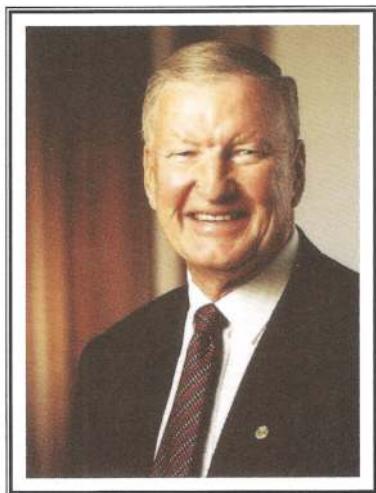
June 8th - 12th

Parking at Spruce Meadows for the "National"

June 28th

Passing of the Gavel — out with Dale Perret, in with David Wartman

From the Southern Family



Ronald D. Southern
July 25, 1930 • January 21, 2016

Dear Dale



Our family is so very grateful for your love and support during this most difficult time.

All your thoughts, prayers, notes, visits and kind gestures of flowers and donations are a beautiful tribute to our beloved Ron.

We have found great comfort in knowing that he touched so many lives.

With deep appreciation,

Marg, Nancy, Linda & family



Thank you
Marg Nancy LL

District 5360 Seeking Applications for Rotary Peace Fellowship (for study starting in 2017)

District 5360 is seeking applications for Rotary's Peace Fellowships. Peace Fellowships are for master's degree programs in peace and conflict resolution/prevention at one of the following institutions: Duke University and University of North Carolina at Chapel Hill, US; International Christian University, Japan; University of Bradford, UK; University of Queensland, Australia; Uppsala University, Sweden.

For those with more extensive experience in peace-related fields, there is a three-month program in peace and conflict resolution at Chulalongkorn University, Bangkok, Thailand.

District Application Deadline: May 31, 2016

Applications forms and additional information are available at:
www.rotary.org/myrotary/en/get-involved/exchange-ideas/peace-fellowships

Email application to Hendrik Kraay, Rotary District 5360 Scholarship Team Lead, at: hkraay@yahoo.ca

For more Information, email Hendrik Kraay, or call 403-852-9531.

Connect with the District:
www.Facebook.com/RIDistrict5360
twitter.com/Rotary5360
 Instagram: RotaryDistrict5360

Great Ideas

.... cont'd from page 1

product development process he used took much trial and error to complete and they were never sure during this time that it was a good idea. However persevere they did and it paid off in spades.

Glenn's fifth story centers around Mr. Blumes, who was in charge of a men's fashion store (Hudsons Bay) in a large shopping mall in Calgary. As the winters in Alberta are usually very cold, he constantly had customers looking for suitable cold weather gear. He spoke to his superiors in the clothing store where he worked but they ignored him and told him that he was wrong. He saw an opportunity, opened his own store, then another. He named his stores using his first name, Mark, and started what was to become a major national chain, Marks Work Warehouse. People may indeed tell you that your idea is wrong, however you should remain confident that you will ultimately find a way to succeed.

Lastly, we have Gus, also a Calgarian, who was employed as a pastry chef. He saw an ice cream parlor for sale and decided that he should purchase it. He didn't have the resources to do it on his own, so he approached his accountant and some suppliers to help him raise the necessary funds to close the deal.

He got it done and began a food business offering a higher quality and larger serving size than was available elsewhere at the time. He also decided to offer his employees more than the minimum wage and by so doing built a workforce of dedicated and loyal staff. His business competed very well and became a Calgary landmark, generating very strong cash flow for many years out of its modest facility. People know it as "Peter's Drive In". Despite huge competition in the food industry, big and small, Gus was able to forge success by using solid business principles.

Glenn wrapped up his talk by making three suggestions which flow from the six stories he shared: If you have a great idea, firstly, do something about it, take some action, do it now. Secondly, be clear and concise when preparing your business plan, tell a great story. Lastly make sure you highlight what the benefits will be to your customers, to your investors, to the marketplace. Glenn finished with a popular quote, "a journey of a thousand miles begins with the first step".

He stayed on for some "questions and answer" time and encouraged anyone who has a suggestion for another successful business "story" to contact him. They have prepared 140 of these stories and would like to reach 500.

Arch Supporters

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Spruce Meadows on April 9th and 10th.

Good News/ Bad News:

- George Kimura announced that the final curling night of the current season was to take place this evening, with the traditional banquet taking place at the Willow Park Golf Club.
- President Dale advised that the reason she missed last week's meeting was to attend her great granddaughter's (Gwen) Spring Concert where they were entertained by songs in both English and French. A fun event for sure!

Bart introduced today's speaker. Glenn Suart, the chief strategist at "Write My Plan"; a company dedicated to helping

people turn their good ideas into success. Glenn crafts winning business plans and provides strategic consulting for a multitude of entrepreneurs across Canada. He teaches business courses at Mount Royal University, and writes and narrates "today's great ideas" which play regularly on local radio (QR770). He loves helping people tell their stories well.

President Dale closed our meeting by presenting our speaker with our certificate of appreciation noting a donation in his name to Rotary's "Polio Plus" campaign.

Rotary Curling Bonspiel Final March 22nd



George Kimura's winning team, of the "B" event final.



*Harry Nazarchuk's winning team of "C" event final.
Harry was away so Paul Gaudet skipped.
Ted Wada also missed the game and Rick Kellington spared.*

Fairview Mentoring Program — Momentum Youth

Last week's speakers at our Fairview High School Mentorship Program were representatives from Momentum Youth. Information from their website:

"Youth Fair Gains is a free program where you can earn as you learn! Momentum will match the money you save. For every \$1 you save in your bank account, you will earn \$4 through Youth Fair Gains. Save \$15 to \$50 a month and earn up to \$1,800 in matched savings in nine months, for a total of \$2,250!

To help you find the money to save, you will attend 2-hour money management workshops, two evenings a month for 9 months. Learn money management skills, create a budget and build your savings.

Use the funds to go to school, buy tools for work, save for your kids' education, or start or expand your business."



Earn \$50 an hour

You save	We match	You earn
\$50	\$200	\$2,250

Youth Fair Gains
A free program to help Calgary youth (16 to 24) who are living on a low income save money for the future.

How it works: You save \$15-\$50 in your own bank account and Momentum will match your savings 4 to 1 at the end of the program. You could have \$2,250 to put towards education, tools for work or starting a business.
There's no catch.

momentum youth
www.momentumforyouth.com
call 403 204 2694 or email youth@momentum.org

Nominate a Deserving Club Member for the Distinguished Rotarian of the Year Award

In Rotary year 2011-12, our Club initiated a new annual award to honour one club member who has personifies "Service Above Self" both inside and outside of Rotary, at a level above that exhibited by most Rotarians. This award recognizes a member's overall contribution to service during his or her entire time in our Rotary Club, and not just the contribution of the current year. JA member must have accumulated at least ten years of service with Chinook Rotary to be eligible for this award. Jim Thompson, Ron May, Ian Burgess and Bob Montgomery have each been bestowed with this honour. An Awards Committee evaluates all the nominations that it receives, and recommends its choice to the Board of Directors for approval. The current Awards Committee is comprised of Ron May, Norm Moro, Ron Smith, Jim Thompson and Hank Popoff.

Nominations for this new award should be made in writing and directed to Hank Popoff, the Chair of the Awards Committee, to be received no later than March 31, 2016. Any club member in good standing may make a nomination. To avoid embarrassment, it is important to keep the nomination confidential as the Awards Committee may not recommend your nominee. The Awards Committee will separately nominate its own candidate before ranking all the nominations, including its own, utilizing the preset criteria detailed below. You do not have to complete the selection criteria form when submitting a nomination; the Awards Committee will do this.

A nameplate engraved with the name of the person selected for this honour will be added to the trophy which is prominently displayed beside the lectern at our weekly meetings. Additionally, the award recipient will be presented with an attractive recognition piece suitable for display in his or her home or office. The award will be presented at one of our meetings or gatherings when a number of Rotary partners are in attendance.

Please direct any questions you may have about submitting a nomination to any one of the Award Committee members.

Activity Credits	
1. Attended one District Conference	1
2. Attended more than one District Conference (additional to Item 1)	1
3. Attended one Peace Park Assembly	1
4. Attended more than one Peace Park Assembly (additional to item 2)	1
5. Attended one Rotary International Convention	1
6. Attended more than one Rotary International Convention (additional to Item 3)	2
7. Hosted a Rotary International Friendship Exchange	1
8. Contributed a minimum of \$1000 to the Annual Programs Fund of The RI Foundation	2
9. Introduced 2 new members who remained in club for 2 consecutive years	3
10. Served on 3 or more Club Committees	2
11. Served as a Director of the Club	2
12. Served on a zone or international committee (beyond District)	2
13. Served on a District Committee for 2 to 4 years	2
14. Served on a District Committee for 5 or more years (additional to Item 11)	3
15. Hosted 2 exchange students, each for 2 months or more	3
16. Hosted more than 2 exchange students, all for 2 months or more (additional to Item 13)	2
17. Served as a Student Exchange Counsellor for one or more years	2
18. Travelled to a developing country to serve on a Rotary humanitarian project	3 to 5
19. Conceived, developed and led a significant club project	0.5 to 5
20. Volunteered for one or more not-for-profits outside of Rotary for at least 5 years while a Rotarian	0.5 to 3
21. Personifies "Service Above Self"	2
Max. possible credits	46
MANDATORY REQUIREMENTS:	
1. 10 years as a current or honorary member in good standing in the Rotary Club of Calgary Chinook.	
2. Total credits from above listing must be greater than 22.	