



THE ROTOMINDER

“Service Above Self”



Rotary Club of Chatham
The Links of Kent Golf Club, Events Centre
120 Indian Creek Road West
Wednesdays at 12:15 P.M.

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ORIGINAL CHARTER # 1011 issued - November 1st, 1921

May 4, 2016

By *Tania Sharpe*

Tony Hill; keen gardener; kayaker; lover of good food & wine; married for 40 years and has been a partner in real estate with his wife Jennifer Hill for 33 years. Already we are impressed!! Tony provided an entertaining and light hearted overview of his life to date at our luncheon meeting on May 4th. He started his story by telling us about his dad who served two tours in World War II on the European front. How he was conceived and born in Summerside, PEI and how his family moved back to Toronto after the war. His mom was from Toronto and somewhat reluctantly was coaxed to move to Streetsville where Tony's dad was able to purchase 6 acres of land. While there was lots to do in Streetsville the family still gravitated towards Toronto.

Tony spent a year working in Germany as a general dog's body which is a fun term for odd job man! He returned to Canada and in 1969 he started selling Real Estate. In those days you could obtain a real estate license in one week and according to Tony the testing was less than rigorous. The first firm he worked with was Gibson Willoughby. With no clue what to do or really how to go about selling real estate he managed to haplessly sell his first house and earned \$221 in commission. Still having no idea what to do Tony spoke to his manager and asked "what do I do?" The advice given was you have to "list to last" and get out there and "knock on doors". Tony gave it some thought and decided

well if I can make \$221 in commission on a modest home I should go to an expensive neighbourhood to knock on doors because the commission would be that much better.

After knocking on several doors with no luck Tony finally had someone answer the door. It was an obviously distraught woman in her PJ's and housecoat who had been crying. He asked do you want to sell your house. And low and behold she did. The commission on that home was the equivalent of 15 weeks of pay! He was definitely onto something. The next idea Tony had was to knock on builders doors. He went to an area where the builder had 12 homes for sale scattered across the subdivision. The builder agreed and Tony proceeded to walk around the neighbourhood and pound in the signs. He became known as the local real estate agent.

At this point Tony began to take more courses and his manager asked him to do regular training sessions for other agents on the team. It was at this point Tony mentioned he met Jennifer at Gibson Willoughby. Tony is also particularly proud that he had the idea to take aerial photos of Streetsville and showed them to Council. He was able to show how they could incorporate the trail system and the Timothy Street house thus saving the historic home.

The next firm that Tony worked for was Bosley & Co. Ltd. It was his first management position and through a lot of time and personal effort Tony

managed to rebuild the company. It was at this point the owner asked him can you guarantee a profit. Tony said well no I can't, pretty darn sure that I will but no guarantees. So the owner closed the office and then offered Tony the Rosedale office. He wasn't sure it was a great deal but Jennifer was sure!! For Tony the transition from the burbs to the Rosedale market was terrifying!

Tony shared some interesting real estate facts with the group. Did you know that 80% of the real estate licensees drop out in their first year? That 25% of the entire membership hasn't sold anything in the last 12 months and additionally 25% of the entire memberships have sold fewer than 4 properties in the last 12 months. It's a tough field!

Tony left Bosley shortly after that and joined up with Royal LePage along with his wife Jennifer. They became a very successful team. And he asked the group when you become really successful what do you do?? You quit and take a year off to tour Europe. They travelled

everywhere, met up with friends, saw relatives and came back to Canada after 8 months. Sadly, the person who was managing their business while they were travelling departed for another company during their time abroad. It took the Hill's thousands of dollars to rebuild their business. They sold the Jetta they travelled around Europe with to finance the rebuild and buy computers. They left Royal LePage and moved to Remax which according to Tony was like a breath of fresh air. Remax allowed them to do what they wanted and they decided it was to build their international business. The hours were crazy and the telephone bills were staggering but overall it was a very successful venture.

Tony summed it up by stating that real estate can be a very rewarding career and at this point he has no regrets.

Tony was introduced by **Jennifer Hill** and thanked by **Janet McGuigan-Kelly**.



Gord Fry, Jennifer & Tony Hill, Andy Watson, Jane Fry

Speaker	Tony Hill – Classification talk
Visiting Rotarians	none
Guests of Rotarians	none
Youth Exchange	Kang Hee Lee – From South Korea
Club Guests	Julia Smith (Pianist), Chris Taylor (TV Cogeco)

ANNOUNCEMENTS

Published by Alysson Storey ·

We have had many requests and questions from Rotarians about how to help our fellow citizens (and Rotarians) in the Fort McMurray area.

Our President Fannie has reached out to President Matt Pate of the Rotary Club of Fort McMurray - Oilsands and he has advised that at this time, the best thing we can do is donate to the Red Cross, as the Canadian government has generously offered to match all donations. We will keep you posted, and our thoughts are with everyone affected by this terrible disaster.

<https://donate.redcross.ca/ea-action/action...>



Donate to the Canadian Red Cross. Show your support, donate now!
donate.redcross.ca

Published by Alysson Storey :

ACCESS – Open Minds Chatham-Kent

Our Rotary Club started this project 12 years ago after an incredibly generous bequest from a local citizen, Margaret Murphy. We hope she would be more than satisfied with the work our volunteers have done in growing this project, bringing on local community partners and now becoming part of a major national,

\$25million youth mental health initiative. Want to see first-hand what our work has accomplished? Visit the grand opening Open House of the Open Minds project, in the former YMCA building on King Street, between 3 - 6pm this Monday, May 9th. All are welcome.



New member

The Rotary Club of Chatham welcomed new member Darlene Smith to our Club. She was sponsored in membership by Past Pres. Don "Sparky" Leonard.



Check your Duty Roster

<u>MONTH</u>	<u>GREETERS</u>	<u>50/50 TICKETS</u>
May	Ed Robbins, Brett Smith	David Pudwell
June	Peter Tanner, Mary Anne Udvari	Paul Mayrand
July	Wayne Schnabel, Rika Edwards	Colin McGregor

May Birthdays & Anniversaries

BIRTHDAYS	David Pudwell May 7, Caitlin Caldwell May 17, Alysson Storey May 21, Janet McGuigan-Kelly May 22, Paul Mayrand May 29
CLUB ANNIVERSARIES	Sandy Bray 1 year, Les Herman 4 years, Diane McGuigan 24 years

Upcoming Speakers

Wednesday May 4/16	
Monday May 9/16	Ian & Tony Boeckh, Boeckh Foundation - TNT
Wednesday May 11/16	Jim Waters – “10 things I’ve Learned as an Entrepreneur”
Wednesday May 18/16	Ken Stuebing – Chatham-Kent Fire Dept
Wednesday May 25/16	Norm Gray Noble – Schools for Children of the World

E-BINGO SCHEDULE Feb-June /2016

DATE	PREP TIME	WORK TIME	WORKERS	
Friday Apr 29	6:00 PM	6:15 PM TO 8:15 PM	Tania Sharpe (519) 351-6410	Brad Langford (519) 352-5484
Sunday May 08	9:30 PM	9:45 PM TO 11:45 PM	Paul Watson (519) 354-6392	Gerry Bellinger (519) 809-1722
Saturday May 14	8:00 PM	8:15 PM TO 10:15 PM	David Barr (519) 830-8509	Rod Hooktwith (519) 917-5069
Monday May 30	10:00 PM	10:15 PM TO 12:15AM	Jane Fry (519) 397-4071	Rod Hooktwith (519) 917-5069
Wednesday June 01	6:00 PM	6:15 PM TO 8:15 PM	Tania Sharpe (519) 351-6410	Donna Litwin-Makey (519) 999-9878
Saturday June 18	3:00 PM	3:45 PM TO 5:45 PM	Janet McGuigan-Kelly (519) 359-0481	Moira Kerr (519) 352-3479

We can use more E-Bingo Volunteers – Here’s Mandatory but Easy Training

Please e-Mail the Rotary Office to report that you have successfully attended a session!

Wednesday May 11 - Riverview Bingo Palace (Riverview Drive) 7:00 - 9:00pm

Thursday May 26 - Riverview Bingo Palace (Riverview Drive) 7:00 - 9:00pm

Just a reminder - when volunteering for E-bingo, Riverview Bingo policy is to wear collared shirts. T-shirts are frowned upon, including our Rotary T-shirts we all have unless you wear the T-shirt over a collared shirt.

Makeups can be done at the following Clubs

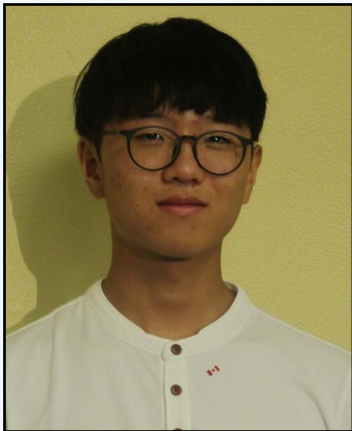
MONDAY **DRESDEN** – St. Andrew’s Presbyterian Church – 6:00 p.m.
RIDGETOWN – Anglican Parish Hall – 6:30 p.m.

TUESDAY **BLenheim** – Legion Hall – 6:30 p.m.
CHATHAM – SUNRISE – Smitty’s Pancake House – 7:30 a.m.
TILBURY – Knights of Columbus Hall – 12:15 p.m.

WEDNESDAY **CHATHAM** – The Links of Kent Golf Club Events Centre – 12:15 p.m.

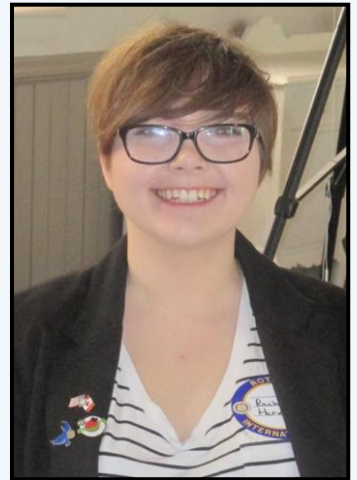
THURSDAY **WALLACEBURG** – Happy Craft Building – 6:15

Exchange Students



Inbound from Korea
Kang Hee Lee
opwq1238@naver.com
Host Family: Paul and Coleen
Watson
519-354-6392

Outbound to Germany
Rachael Harvey
rachel_harvey@outlook.com



Rotary Club of Chatham Officers and Directors	
President: Fannie Vavoulis	Treasurer: Linda Campbell
Vice President: Jenn Jacobson	General Fund Secretary: Tania Sharpe
President Elect: Alysson Storey	Service Fund Secretary: Doug Sulman
Past President: Don “Sparky” Leonard	Sergeant at Arms: Paul McDonell
Directors: Brett Smith, Rika deHaas, Tania Sharpe, Les Herman, Paul Watson	

Club President	R.I. President	District 6380 Gov	Secretary	Editor
Fannie Vavoulis	K.R. “Ravi” Ravindran	Henry Dotson	Tania Sharpe	Sandee Frederick
2015/2016	2015/2016	2015/2016	2015/2016	Executive Secretary
Chatham	Shri Lanka	Auburn Hills	Chatham	Chatham