



*The Award Winning*

## ***Malibu Rotary Club Surfwriter***

August 22 2018

Official Newsletter of the Rotary Club of Malibu

Malibu Rotary Club President Bianca Torrence

Malibu Rotary Club Vice President for August Margo Neal

Pictures by John Elman and Bill Wishard

Edited by Dr. John W. Elman

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    - **RI President (2018-2019) Barry Rassin**
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**Nagy Henein-- A Banking Prodigy Views the History of Banking**



**Malibu Rotary Club's Newest Member Nagy Henein, Regional Vice President of Private Mortgage Banking at First Bank tells us at the August 22 meeting of the Malibu Rotary Club that banking is a boring topic. It is, unless Nagy is the one talking about it.**

We learn right from the beginning Nagy is no ordinary banker. He is a true banking prodigy. Banking prodigy? We have all heard of musical prodigies like Mozart and Beethoven, who were playing the piano when they were three years old and composing when they were four, but had we ever heard of a banking prodigy before?

Well not until a young Egyptian named Nagy Henein came along. Nagy was born in Cairo, Egypt, and his family had lived there since the days of the Pharaohs, and in fact his ancestors may have indeed been pharaohs. Although 90% of the people in Egypt are Muslims, the Henein family were part of the 10% minority that were Christians, specifically members of Coptic Orthodox Church. Nagy's father was a university professor and at the time Nagy was born he was the only Christian in the Egyptian cabinet, serving as a budget director. His father's occupation in economics must have been inherited by the boy.

The Coptic Orthodox Church sponsored an annual Boy Scout camp located on the banks of the Nile. 400 kids were able to go to this exclusive camp and enjoy the camping experience. The 8 year old Nagy knew he would enjoy playing with his friends at the camp but he did not want to sleep outside in a tent. That's when his entrepreneurial and banking genius started to manifest itself. He knew the camp leaders would sleep in a comfortable bedroom in the only building in the camp, which also had the kitchen where all the food for the camp would be prepared. The building was off limits for anyone other than those working in the kitchen and the camp leaders.

Little Nadgy volunteered to work in the kitchen as long as he could sleep in the building. Not only did he get to sleep in the building, he got the best food. During the day he found out his school friends didn't like the food they were being served for lunch and would sneak out of the camp to buy food in a cantina in town. After a few days they had used the allowance their parents had given them and asked Nadgy if he had any money he could loan them. Nadgy was more than happy to fulfill their requests, because he had not had to spend any of his allowance, and as long as they paid him back on the weekend *with interest.*, he could easily loan them the money The deal was done.

Nadgy wondered about the food the kids were buying outside the camp. He later went to check it out and spoke the proprietor of the business his friends had been patronizing. He asked the proprietor if he could get the food from him at a discount—and since Nagy had access to the kitchen at the camp he could prepare the food there. He could sell the food to the campers directly. Now in addition to his loan business the eight year had established his own camp restaurant—Nadgy's Cantina!

When Nagy came home from the camp his parents wanted to know if he had good time. “It was great!” He then opened his bag and showed them his wad of cash.

He thought they would be happy but they weren’t.

“Nagy, that’s not your money. That’s God’s money!”

Nagy didn’t see it that way, and the young entrepreneur did not stop there. He kept his businesses going the next 2 years at the camp. When he was 11 years old, and he knew he wasn’t going back the camp he sold his rights to the kitchen to one of the other boys at the camp. The camp businesses was young Nagy’s summer jobs, but he created himself a winter job too.

During Christmas the Egyptian Christians put on a major celebration, but young Nagy noticed how Christmas decorations at the local stores would be discounted Christmas day and discounted even more after Christmas. Nagy figured if he could buy the deeply discounted decorations and find a place to store them he could sell them the next year. He asked his grandmother if he could use her basement to store some things and she gave him the keys, Nagy went to the store owner and told him he would buy is entire Christmas decoration inventory for 5 cents on the \$1.00. The store owner agreed and the next year Nagy was able give some of the decorations to some needy people at the church and still was able to sell most the Christmas merchandise for 60% off, under cutting the store who sold the merchandise to him, and making a nice profit.

So it was obvious at an early Nagy had an understanding of economics, money and business. Despite this his mother wanted him to be a doctor. Nagy asks, “Do think it is only the Jewish mothers that want to say ‘My son, the doctor/’ It’s just as bad with the Egyptian mother!”

When Nagy graduated high school at age 15, even though he had the grades that would have allowed him to medical school Nagy announced, over his mother’s objections, that he was going to business school. “I can’t stand the sight of blood—I never wanted to be a doctor.” His mother never fully forgave him. Years later, whenever they would get together she would always tell him “You could have been a doctor.”

He went London, enrolled in one of the business colleges in the world, the London School of Economics (LSE), and with that degree was offered a job in the United States as the youngest General Manager of a Hilton Hotel, at age 20, but that’s what banker prodigies do. It wasn’t the banking job he was expecting after LSE, but it gave him exposure to America and would look good on his resume.

Since he left Egypt at 15 Nagy has never been back. His family ultimately left too. With the Islamist regime and the fact that Nagy never served in the required military in Egypt he does not

feel it safe for him to return to the country of his birth. He has volunteered to serve in the American armed forces but was never called.

In 1978 Nagy received his Masters degree in Finance and Financial Management services from New York University (NYU).

After his brief tenure in the hotel business, Nagy was offered a job doing the kind of job he was always meant to do, and became the executive vice president of a 6 branch bank in New York. 625 In 2 and a half years their assets went from \$4 million to \$625 and their commercial loan department went from 3 people to 27 people.

Nagy spent 33 years working for several mortgage companies and banks in the New York area from 1977 to 2009, before moving to California with his wife Kathy in 2010. In California he was worked for Bank of America, Wells Fargo, Banc of California and now he has been with First Bank since 2014. First Bank is 100 years old institution, and the largest privately held bank in the United States

The history of banking began with the first prototype banks which were the merchants of the world, who made grain loans to farmers and traders who carried goods between cities. This was around 2000 BC in Assyria, India and Sumria.

Nagy's personal history in banking spans from the 1970's to the present and he has seen many changes. He started out in Commercial Mortgage and then was asked to step into residential mortgage finance. When he went into residential mortgages there were a lot of laws and entities that have made it very complicated. There is Fannie Mae, Freddy Mac, each with 30 manuals.

In 1970 when a home buyer went to a Savings and Loan the branch manager decided on the loan because of the personal relationship he has with the borrower and his family. It was a personal thing, He knew the borrower, the borrowers wife and kids, the borrowers job, whether he paid his bills on time.

By 1980 there was deregulation. Reagan era stimulated the economy. In 1980 it was not uncommon to have a mortgage rate of 18 ¾% + 4 pts for a 1<sup>st</sup> loan.

By 1982 the rate had dropped to 13% and by 1986 it was 8.5%.

Then there was the great recession due to the collapse of the United States housing market in 2007. Exposure to sub-prime mortgages put global investment banks such as Bear Stearns and Lehman Brothers in jeopardy, triggering a financial crisis that ultimately required a bank bailout in the U.S. leading to the Dodd-Frank Bill which was enacted in July 2010, and created financial regulatory processes to limit risk by enforcing transparency and accountability.

Most banking is now depersonalized. Financial services, including banking, is done on line.

We ask Nagy about the new bank buildings, like the one First Bank just opened in the Malibu Village shopping center. Even though it looks bigger, it is actually smaller than the previous bank. The look of it and other new banks is to be more appealing and friendly to younger customers, who may not even go in the bank anyway.

## **Other News and Guests at the Last Malibu Rotary Club meeting**

### **Malibu Rotary Club Halloween Fund Raiser**

Margo Neal, who was presiding over the Malibu Rotary Club August meetings, has been giving a update reports on the Malibu Rotary Club Halloween Fund Raiser to be held October 26 at the Calamigos Beach Restaurant (formerly Beaurivage) at 26025 Pacifica Coast Highway just east of Corral Canyon.

More details of this year's Halloween Fundraiser will be decided in the coming weeks

### **Official Rotary District Governor Visit This Week in Room LC 155**

**Rotary District Governor Joe Vasquez District Executives will be visiting the Malibu Rotary Club on August 29<sup>th</sup>**

**Along with Rotary District Governor Joe Vasquez will br his wife Rozangela,** Assistant Govenor Paul Gross, Executive Aide Nora MacLellan . Marianne Bema and Joy Arcenas have volunteer to bring refreshments. The officers of the Malibu Rotary Club will be reporting to the DG on activities of the club and DG will talk about Rotary District events and comment on the clug. These activities will be organized by the Malibu Rotary Club Vice President in charge of August Margo Neal.

### **Guests at the August 22 Meeting**

The only guest at the Aug 22 meeting was soon to be member **Marianne Bemer.**

## **District Humanitarian Trip to Lima Peru and Malibu Rotary sponsored Project**

On July 25 Malibu Rotary Club President Bianca Torrence spoke in detail about the Rotary District 5280 Humanitarian Trip to Lima Peru April 3-8. Via e-mail prior to the August 8 meeting Bianca made a formal proposal to the Malibu Rotary Club Board of Directors: Her proposal was that the Malibu Rotary Club commit to be the Lead club for the grant #10 on the Peruvian Rotary Humanitarian District trip **BARRANCA-Smile Project**.

It takes \$5k to be the lead club on the Global Grant project. Bianca pointed out the Malibu Rotary Club already had committed \$2k for the project and she will work on getting the rest so the Malibu Rotary Club will be recognized as lead club in this project.

Except for Bianca the Malibu Rotary Board members were all present at the August 8 meeting, and the club board members approved the funding of the Peruvian **SMILE BARRANCA** project—the vote was unanimous except for one abstention, from budget director Bob Syvertsen who doesn't believe in spending money unless we are sure it is or will be in the account. Countering that was the faith all the members have in Bianca to get things done. The **SMILE BARRANCA** was the project that was in most need of funding of the eleven humanitarian projects of the Rotary District 5280 Humanitarian trip in Peru. We are sure Bianca will bring a big smile to the people of Barranca.

That project specifically is hosted by Rotary Club of Barranca, District 4465 Serving the marginal urban and rural sectors, and in educational institutions where there are deficiencies in oral health care in Supe Pueblo, Puerto Supe, Pativilca, Paramonga and Barranca. Needs Assessment Oral Health in Peru is a public health problem, so a comprehensive approach is necessary, applying effective measures to promote oral health and prevent the consequences of poor oral health. Poor population, as well as non-poor, presents needs for the treatment of oral diseases. One of the human groups sensitive to such public health problems are minors, including children between the ages of 3 and 6, where the habits of hygiene and oral care are generated and reinforced, which will be sustained during their future development. This need was assessed by visiting the schools and population evaluation by dentists in Barranca. Project Description • Preventive care and education to children who belong to the Non-school Initial Education Program. • Oral health care for beneficiaries of urban and rural sectors. • School and population training in Barranca Area of Focus: Disease Prevention and Treatment Goals The objective of this project is the promotion of oral health and oral hygiene in marginal urban and rural sectors without health coverage and children from Not Standardized Initial Education Programs.

Bianca said her family has had a charity project in Peru for years she has decided to have her family charity project to contribute an additional \$1000 to that project in behalf of the Malibu Rotary Club, doubling the Malibu Rotary Club contribution from \$1000 to \$2000.

## **AG Bill Wisshard Meets New Member of Santa Monica Rotary Club**



**Pictured above Dan Smarg, Bill Wisshard and Dr Ben Drati. During the Rotary District Governor's visit to the Santa Monica Rotary Club August 17, the Santa Monica club inducted 5 new members, including Dan and Ben. Dan is founder of Foto Genie and Ubergram, and also the nephew of John Smarg, who is Chief Aide to current RI President Barry Rassin. Dr Bahti is the Superintendent of the Santa Monica-Malibu Unified School District. Malibu Rotary's own Bill Wisshard is Assistant Governor for the Santa Monica Rotary Club.**



**MALIBU ROTARY CLUB 2018-2019**  
**CLUB EXECUTIVES & DIRECTORS**

**President of Record**

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**Vice-President**

Margo Neal

**Vice-President**

W. David Baird

**Vice-President**

John W. Elman

**President Elect**

Teresa Le Grove

**Immediate Past President**

Bianca Torrence

**Treasurer**

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**Assistant Treasurer**

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**Secretary**

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David Baird

Joy Arcenas

**Community Service**

Bianca Torrence

Mark Koller

**Vocational Service**

Margo Neal

**International Service**

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**Youth Chair**

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**Rotary Foundation**

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**Membership**

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David Baird  
Bob Syverstein

**Peace Chair**

Carlye Rudkin

**Peace-Co-Chair**

Alex Ayzin

**Fundraiser Co-Chair**

Margo Neal and David Zielski

## **Malibu Rotary Club Rotating Presidents for 2018-2019**

<b>July 2018</b>	<b>W. David Baird</b>
<b>August 2018</b>	<b>Margo Neal</b>
<b>September 2018</b>	<b>Margo Neal</b>
<b>October 2018</b>	<b>Margo Neal</b>
<b>November 2018</b>	<b>W. David Baird</b>
<b>December 2018</b>	<b>W. David Baird</b>
<b>January 2019</b>	<b>Bianca Torrence</b>
<b>February 2019</b>	<b>John W Elman</b>
<b>March 2019</b>	<b>John W Elman</b>
<b>April 2019</b>	<b>John W Elman</b>
<b>May 2019</b>	<b>Teresa LeGrove Cherkas</b>
<b>June 2019</b>	<b>Bianca Torrence</b>

## CALENDAR

**August 29 Rotary District Governor Joe Vasquez** – DG Joe will give his report on the state of the District and Malibu Rotary Club leadership, led by President of the Month John Elman, will give reports to the District Governor on activities of the Club, past, present and future.

### **September 19 2018 Jacquie Jordan---“Grounding the Spiritual Into the Material”**

Jacquie Jordan is the CEO of TV Guestpert. Celebrity guests she has produced in the past include Steven Spielberg, Dustin Hoffman, Angelina Jolie, and she was producer for TV Show Donnie & Marie Osmond. She is a successful published author of "Heartfelt Marketing" and "Get On TV" and also she has a magnificent publishing company which helps people write their legacy through publishing a book.

\*Not sharing, or hoarding, your professional experience or talents is debting the Universe.

\*Earning Money is necessary for self sustaining and impacting and reaching more people.

\*Running a Principle based business requires a primary purpose or company mission statement; harmonic value exchange (money for product or service or time and talent); aligning with the right clients; finding your marketing expression.

\*Discerning an intuitive idea that is yours to actualize and express vs. a collective idea, that may or may not be your own - where to put the focus on time and energy.

\*Attention sovereignty - not letting so much information steal your time and attention when you need to focus on creating.

\*Living live on purpose not distraction.

\*Creating support systems and incubation's around ideas and systems.

### **September 26 2018 Lou Dennig “Authenticity Made Simple”**

Lou Dennig is a four time Emmy nominated Executive Producer and Studio Executive with experience managing Current Programs, Development for Syndication and Cable, Local Broadcasting Schedules, Advertising, Promotion, Research and Business Affairs. This position translates into influencing daytime television in some of the most significant programming content of the last two decades

### **October 3 2018 Shana Elman, MA MD answers the question “What is Nuclear Medicine”**

John Elman's daughter Shana grew up in Malibu, attending Webster School, Malibu Park Middle School, and SaMoHi, before getting a Bachelor's degree at UCLA, and MA in psychology at Pepperdine, and MD at Medical College of Wisconsin in Milwaukee, a

Doris Duke Fellowship in medical research at University of Texas in Dallas, and spending 2 years as resident in general surgery at Virginia Mason Hospital in Seattle Washington, and becoming certified in Nuclear Medicine at University of Washington, where she served as Chief Resident in Nuclear Medicine. She recently completed the 4 year Residency in Radiology at UW. She has lectured across the country in Nuclear Medicine and has been an author of 18 Pub Med cited journal articles. In October she will be part of the faculty at the University of New Mexico Medical Center in Albuquerque.

When Shana told her dad she was leaving general surgery to go into Nuclear Medicine he had to ask, "What is Nuclear Medicine?" At the October 3 2018 meeting of the Malibu Rotary Club we will all find out.

**October 10 2018 Dr. Patty Durath Cooper tells us HOW TO BE A SUCCESSFUL COMMUNICATOR FOR A SUCCESSFUL LIFE**

Dr. Patty Durath Cooper lives in Italy and will be the featured speaker at the Malibu Rotary Club when she comes to Malibu on October 10 2016.

She sent us the following e-mail prior to her visit:

"I am a mind traveller and a doors opener. Follow me in my journey. Open those doors that you would have rather left closed. The specific form of communication you need is between yourselves and your real-selves. Once this channel is viable, you will become the most successful communicator.

Based on my true story, on my own true experience as a scientist, as a journalist, as a mother of three, as a lover, as a wife, as a FIGHTER.

You will learn:

- 1) to open a specific communication channel with your real-self, to better reconnect with family and friends.
- 2) to impact people with the clarity of your reasoning.
- 3) to master your sorrow and loneliness and turn it all into a productive lifestyle.

I look forward to spend some quality time with you all! A warm embrace from Italy,  
Yours

Patty”

### **October 17 2018 Jeffrey Lipsius “Selling to the Point”**

Jeffrey Lipsius is the President and Founder of Selling To The Point®, LLC Sales Training and Consulting. He developed the Selling To The Point® sales training method during his 30-years of sales training experience. In the late 1970's Jeffrey pioneered inside selling for the Natural Foods Industry, and trained the first sales force of this type in that Industry. As a result of the success, his selling model is being utilized by many Natural Foods Industry brands. Jeffrey has trained over 100 salespeople, both inside and outside, as well as sales trainers throughout his career. The salespeople trained by Jeffrey are some of the highest commission earners in their respective industries. Salespeople trained by Jeffrey also cultivate great customer relationships and enjoy their careers as salespeople. The salespeople Jeffrey trained have cumulatively sold over two billion dollars worth of products.

### **October 24 2018 Margo Neal Club Assembly--Final Planning Session for Halloween Fund Raiser**

### **October 31 2018 Jose Angel Manaiza Jr How I Achieved the American Dream (Winning Toastmast Speech)**

Jose Manaiza Jr is President of the award winning Malibu Toastmaster's and has given a prize winning speech, How I Achieved the American Dream, which he will share with the Malibu Rotary Club at the October 31 2018.

### **November 07, 2018 Alex Ross**

#### ***The Social Chameleon - A 3D Animated Short Film***

*The Social Chameleon* is an animated short about a chameleon who is good at fitting in with all the other animals, but doesn't know how to be himself. The story follows Cosmo the Chameleon day-by-day as he successfully postures and fits in with each animal group, but ultimately returns home alone and empty. He doesn't know how to change his colors - or even that he can - until one day his fate is turned by another chameleon. Alex Ross will show this animated film at the Malibu Rotary Club meeting on November 7. You can see more at the following websites:

**IndieGogo:** <https://www.indiegogo.com/projects/the-social-chameleon-animation/x/>

**Website:** [www.thesocialchameleon.org](http://www.thesocialchameleon.org)

**Facebook:** [www.facebook.com/TheSocialChameleonShort](https://www.facebook.com/TheSocialChameleonShort)

**Instagram:** @the.social.chameleon

**November 14, 2018 Scott Houston West Basin Municipal Water District**

**The Malibu SMART Program for Water Conservation**

West Basin Municipal Water District Board Member Scott Houston. will talk about the Malibu SMART program for water conservation at the Malibu Rotary Club meeting November 14.

With increasing temperatures, persistent drought conditions and a prolonged fire season, it continues to be important to save water. To address these important environmental issues, the City of Malibu, Los Angeles County Waterworks, and West Basin Municipal Water District are launching a comprehensive water conservation program. The Malibu Smart and Topanga Smart water savings programs will help both residential customers and businesses reduce water use.

The program aims to save 28 million gallons of water annually in Malibu and Topanga Canyon through the installation of water-saving measures. This will be achieved through a guided water-efficiency concierge program that helps customers get rebates for installing the latest watering technologies.

**November 21 2018 No Meeting—Enjoy Thanksgiving**

**December 12, 2018 Malibu Rotary and Malibu Chamber**

**Malibu Rotary Club meets with Malibu Chamber (Paradise Cove Cafe)**

**December 26 2018 No Meeting—Happy Holidays**

**January 09, 2019**

**Reese Halter Saving the Earth**





