



The Award Winning
Malibu Rotary Club Surfwriter

July 25, 2012

Official Newsletter of the Rotary Club of Malibu

Malibu Rotary Club President William Wishard

Edited by Dr. John W. Elman

Pictures by Dr. John W. Elman and Margo Neal

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the Rotary District Breakfast on Tuesday July 31 at 7:00 a.m. at the Westin LAX Hotel, 5400 W. Century Blvd in Los Angeles featuring Carol Pandak who will be speaking on the Final Push to End Polio

- **There will be no morning Malibu Rotary Club meeting in Pepperdine Fireside Room on August 1!**
- The next regular Malibu Rotary Club meeting will be held Wednesday, August 8 at 7:30 a.m. in the Pepperdine University Fireside Room when Livia Giordiano of Zurich Switzerland, who is the recipient of a Rotary Ambassadorial Scholarship Grant to study Dispute Resolution at the Pepperdine University Law School in Malibu, will address the Malibu Rotary Club
- Malibu Rotary Club is [Official Sponsor of Smile Trek](#) [Sgt Fiore Surpasses FundRaising Goal](#)
- Check [Calendar](#) on Malibu Rotary website MalibuRotary.org
- Malibu Rotary Club Website: www.MalibuRotary.org
- Rotary International Website: www.Rotary.org
- Rotary District 5280 Website: www.rotary5280.org/
- Rotary District 5280 “Rotarians Doing Business With Rotarians” Website: <http://yp5280.org/>
- RI President (2012-2013) Sakuji Tanaka
 - Rotary District 5280 Governor (2012-2012): Lewis Bertrand
 - Assistant Governor for Malibu Rotary Club: Julie Jenkins (2012-13)

Rotary Networking at the Square Round Table-- Malibu Rotary Club Demonstrates The Art of Negotiation And Dispute Resolution for Rotary International Scholar

The private Wine Room in the back of the Tra di Noi Restaurant in Malibu Country Mart is reminiscent of the smoke filled back rooms where deals are struck. The Malibu Rotary Club held its last meeting there at noon on Wednesday, July 25th. There was no smoking, only delicious food, but deals *were* struck.

The room, which is named for the bottles of wine stored in the wall on 2 sides, has a large square table in the center, seating four on each side, for a total of 16. At this particular meeting **Margo Neal**, who is serving as Malibu Rotary Club Host Counselor for a visiting Rotary Ambassadorial Scholar from Zurich Switzerland, introduced that scholar, **Livia Giordiano**, to the Malibu Rotary Club. Livia had just arrived in Malibu this week, and was anxious to get started at the Straus Institute for Dispute Resolution, which is part of the Pepperdine University Law School. The Straus Institute has been ranked number one in Dispute Resolution for eight consecutive years, which makes it tops in the world. It is not surprising that Livia knew of it in Zurich.

Malibu Rotary Club President-Elect **Donna Bohana**, a realtor, had already helped Livia find an apartment, and when she arrived at the meeting, she thought she had a car lined up while she was

in the country. She had contacted Courtesy Motor in Thousand Oaks, California. The company website says “** NO HAGGLE ** NO HASSLE ** NO HAGGLE PRICING **”. She had picked out a used car and had agreed on the price, \$8200. But when she returned to the dealer with a check for \$8200 that evening, they wanted \$300.00 more. **Maggie Luckerath**, Malibu Rotary Club Community Advocate was sitting next to Livia, at the corner of the square table, before the Rotary club meeting began. Hearing Livia’s story Maggie agreed that her treatment by the auto dealer was not right—and since Malibu Rotary Club President **Bill Wishard** had been stuck in traffic, and with everyone sitting around the square table able to hear, she phoned Courtesy Motor on her cell phone and asked to speak to the manager. She was transferred to the acting manager, and Maggie told the acting manager, “This is Mrs Luckerath with the Malibu Rotary Club and Ms Giordiana, a Rotary Ambassadorial Scholar, had been told that the price of the car she was looking at was going to be \$8200 and when she arrived a certified check she was being told that the price was \$300 more. Why is there a discrepancy and how can it be rectified?”

Those of us sitting around the table felt like we were watching some type of reality TV, or Candid Camera. We could kind of hear what the person on the other end of the phone was saying. No, he could not revert back to the original price, if Ms Giordiano wanted that car, she would have to pay the higher price. The regular manager could call her back later.

By this time Malibu Rotary Club President **Bill Wishard** had arrived. He talked about how his father in Indiana had taught him how good it was to have an auto dealer that you could trust and go back to and he used the same dealer for years. Since he has been in California Bill had gotten cars from Galpin Ford in the Valley—in fact he had gotten 4 cars there. The owner lived in Malibu and there was a sales person there who had assisted Bill in his car purchases. Maggie and her husband Hubert had in fact met the owner of Galpin Ford on Broad Beach a few years ago.

After the meeting Maggie phoned the people Bill knew, and before the day ended I had received the following e-mail from Maggie:

Success story - Livia drove out of Galpin Ford with the car of her dreams - Ford Focus and the exact color she wanted..... Great price and she was so happy I went to handle the negotiations. They were offering a 6 month warranty and we negotiated and got a one year warranty....and got an excellent deal on the insurance.
Livia was totally thrilled!
Livia said her dream came true!

Maggie said that at about 5:30 p.m., when she and Livia were at Galpin Ford signing the papers for licence, etc., Maggie received a call on her cell phone from the manager at Courtesy Motors. It was too little too late.

There are two morals to this story:



Livia's Rotary Host Counselor Margo

You only get one chance to make a good first impression (this one is meant for Courtesy Motors).

Although Livia's classes at the Straus Institute for Dispute Resolution officially start on August 20th, Maggie's lessons in dispute resolution and the art of negotiation started on July 25th. When she gets into the classroom Livia will have the experience that few others in the classroom will have had, unless they also happen to know Maggie, aka "The Closer".

Pictured L to R are Livia's new Ford Focus, Rotary Ambassadorial Scholar Livia, Maggie "The Closer," and

--John and Lee Ann Elman collaborated on this story

News and Guests from Last Malibu Rotary Club Meeting



Malibu Rotary Club President **Bill Wishard** arrived late because of traffic, but was able to help in giving Maggie names to help visiting Rotary Ambassadorial Scholar **Livia Giordiano** get a car through his connections at Galpin Ford. Bill talked about several future events. Rotary District Governor **Lew Bertrand** and our Assistant Governor **Julie Jenkins**, along with the governor's aid, are scheduled to visit our club and exchange reports with club officers on August 22. We cannot have a meeting in the Pepperdine Fireside Room that day because of the campus' annual NSO (New Student Orientation). We will be meeting in the Faculty Dining Room, next door to and behind the Fireside Room. Food services will not be available inside the building, but if we

are early enough we can get food set up for the NSO outside in a patio area in front of the cafeteria building. Bill handed out several manuals that had been given to him at PETS (President Elect Training Seminar) in March. They told what the duties of club officers and committee heads are. In addition he passed along to club officers *Planning Guide for Effective Rotary Clubs*, and lists of questions that were to be answered and given to the governor before his visit on August 22nd.

Bill talked about the Friday July 13th meeting he had attended at LA5 Rotary Club which honored Pepperdine and Pepperdine University President Benton, who was the speaker and inducted into the LA 5 Rotary club. As a speaker's gift President Benton was given \$1000, which he donated to the Pepperdine University Scholarship. At that LA 5 meeting President Benton drew Bill's name for the cash door prize. In keeping with President Benton's precedent in donating money into a scholarship fund Bill said he was going to donate his winnings into a scholarship fund for the Malibu Rotary Club. Since the Malibu Rotary Club is to provide our visiting Rotary Ambassadorial Livia Giordiano the opportunity to get to Rotary District events, including district breakfasts, and the Rotary District Convention in Santa Barbara, Bill said he is donating his winnings to help the Malibu Rotary pay for the costs of those events for Livia.

The first of those events is the Rotary District Breakfast on Tuesday July 31st at the LAX Westin Hotel. Instead of having a regular Malibu Rotary Club meeting next Wednesday August 1, we voted earlier that Malibu Rotarians and their guests will be attending the Rotary District Breakfast on Tuesday July 31 at 7:00 a.m. at the Westin LAX Hotel, 5400 W. Century Blvd in Los Angeles featuring Carol Pandak who will be speaking on the Final Push to End Polio and how important that endeavor is. There will be no Malibu Rotary Club meeting on Wednesday Aug 1. Nine Malibu Rotarians are committed to attending that breakfast along with Livia, who will driving there in her new car. Bill made a recommendation to those driving to the District Breakfast—when entering the Westin LAX parking structure go up at least to the 3rd level. You will get in and out of the meeting much faster by parking on the higher levels, and be closer to the room where the breakfast meeting is held.

President Bill made two appointments to long time Malibu Rotary club members to head committees. Malibu Rotary Club Charter Member **Jack Corrodi** was assigned the task of being the Historian and in the tradition of **David Baird**, who talked about important dates in history each week when he preceded over the Malibu Rotary Club meetings during the past year, Jack is

to compile a list of important dates in Malibu Rotary history. The second appointment was for **John Elman** and we're not sure what he is supposed to do that he is not already doing, but it has something to do with making club information available.



After his appointment Jack made a presentation to John. Jack had made a plaque made which



featured the article in the May 3rd 2012 *Malibu Times* showing the four awards the Malibu Rotary was presented at the last Rotary District Conference in San Diego for best newsletter, website, use of social media and overall achievement in communications and public relations.

At the end of the meeting both Fred Cornett and Jack Corrodi were recognized for having birthdays this week and each blew out 1 candle on the birthday cake.

Guests

In addition to Rotary Ambassadorial Scholar **Livia Giordiano** there was one other guest, John's wife **Lee Ann Elman** whom John invited to enjoy the cuisine at Tra Di Noi. At the end of the meeting we met another guest, who has lunch at Tra di Noi nearly every week, actress **Joan Benedict Steiger**, whom we had seen in a starring role at one of the Malibu Rotary nights at Malibu Stage, the productin "*Collected Stories*" in 2004. She has a wonderful spirit about her and we are hoping to have her as a speaker at a future Malibu Rotary Club meeting. Two Malibu Rotary Club members whom we have rarely seen at our breakfast meetings also were present at the lunch meeting: **Tabor Chinn** and **Donna Bohana**.

Malibu Rotary Club is [Official Sponsor of Smile Trek](#)

Marine Sargent Winston Fiore Started his 5,000 mile Cross Country Motorcycle Trip in Malibu. His purpose is to bring awareness of children's cleft palate and raise money for the International Children's Surgical Foundation. The organization provides surgery, training for 3rd world surgeons, plus follow-up care for surgical correction of children's cleft palate disease. The US trip was in preparation for a 5,000 mile walking trip across Southeast Asia which he began in September. Before he left he explained " My route will take me through eight different



countries, beginning and ending in Singapore, and the yearlong trek will be an ongoing effort to raise funds for the ICSF and awareness for children living with clefts in the developing world. I chose to base this trip in Southeast Asia because of the region's high prevalence of cleft births."

Malibu Rotary Club is one of his sponsors. One surgery costs \$240.

See Winston's blog at <http://www.smiletrek.org> (which includes multiple

videos) as he travels across the world. He had e-mailed us after July 4th from the Phillipines. "Smile Trek has officially surpassed its \$50,000 fundraising goal. That's 200 children who will be able to receive life-changing surgery, so a big thank you to all of you who helped make this possible!

Enjoy [my blog entry on China!](#)"

Please see Malibu Rotary Club Website www.maliburotary.org for latest Calendar and future speakers and facebook pages for other news.

Like Rotary Club of Malibu on 

Calendar

(all Malibu Rotary Club meetings are held at 7:30 a.m. Wednesdays in Fireside Room of Pepperdine University unless otherwise noted)

Jul 31 2012

Carol Pandak

"The End of Polio is in Sight (at Rotary District Breakfast)"

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Aug 1 2012

No Meeting in Malibu Today

"Official Malibu Rotary Meeting this week is Rotary District Breakfast at Westin LAX on Tues July 31"

Aug 8 2012

Livia Giordiano

"On Being Rotary Ambassadorial Scholar from Zurich Switzerland Studying at Pepperdine University "

Livia Giordiano of Zurich Switzerland is the recipient of a Rotary Ambassadorial Scholarship Grant to study Dispute Resolution at the Pepperdine University Law School in Malibu. The Malibu Rotary Club will be hosting Ms Giordiano, and sponsoring her at Rotary District events during the 2012-2013 Rotary and academic year.

Aug 15 2012

Zoe Dunne (tentative)

"Rotary High School Student Exchange"

Aug 22 2012

Rotary District Governor Lew Bertrand

"State of the New Expanded Rotary District 5280"

Aug 29 2012

Susan Gregory

"to be announced"

