



# Mid San Fernando Valley

Service Above Self

Meeting at Denny's restaurant  
Thursdays, 12:10 p.m.  
16575 Sherman Way, Van Nuys, CA



## July 21, 2011

**Flag Salute:** Roz Dubrow  
**Invocation:** Marc Tapper

**Attending Members:** Renie D'Auria, Carlos Menjivar, Judy Rockey, Roz Dubrow, Barbara Pampalone, Rosielee Jones, Clinton Jones, Sara Vasquez, Martha Stulman, Frank Santucci, Rich Miller, Jean Mabilon, Marc Tapper, Robin Kellogg and Beth Ullman.

**Guests:** Bob Pickup, Visiting Angels (3<sup>rd</sup> time visiting our club), Melvina Lay of People Helping People (818-855-1197), a friend of Clinton's and guest of the club, and Davin Hope, our speaker

**Visiting Rotarians:** our immediate PDG Drew Frohlich, of the Granada Hills club

### Announcements

#### Rotary Knitting Communities Together Deliveries

Roz Dubrow gave us an update on the knitted items delivered to Therapeutic Center for the Blind and Northridge Hospital. According to Roz, 15 Baby Afghans with hats and 7 lap afghans were delivered to Therapeutic Centers for the Blind; 9 Baby afghans with hats and 20 preemie and 20 assorted hats were delivered to Northridge Hospital. Roz reported that Debbie Navarro also donated four Braille books and four lap afghans to the Therapeutic Center for the Blind.

Beth Ullman passed around a thank you note she recently received from Mary Grimm at Northridge Hospital.

#### New Orleans Flag Presented to Club

Marc Tapper, who along with our current president Barbara Pampalone attended this year's Rotary International Convention New Orleans, Louisiana, presented Barbara with a flag from the event.

#### Zak Nahmoulis to Transfer to Simi Valley Club

Zak Nahmoulis has asked to transfer from our club to the Simi Valley club. It's a matter of convenience. Due to his schedule, Zak has not been able to make any of our meetings for months, but wants to continue on as a Rotarian. We wish him well.

Zak's departure means the seat for an International chair on our board is open. Any takers?

#### Projects Chair Asks for Input

Rich Miller, our club projects chair needs input on what the

### Calendar

7/28	Club Assembly
8/3	TBA
9/22	District Governor Tom Hardy

club would like to get involved in this year. He reminded us that our Annual Miniature Golf Tournament at Sherman Oaks Castle takes place this coming September.

### Rotary Minute

Barbara Pampalone shared with us why she joined Rotary. She attended her first Rotary conference with her husband years ago. The prospect of going to a Rotary convention didn't intrigue her at the time. They were going to visit dams, something else she wasn't very interested in. But then something happened to change all that. The bus they were taking to the dams broke down. The driver abandoned the m. When they finally reached the dam site, there were an elderly gentleman who had gone to Mexico to live prior to World War II. He spoke about dams and how he wished Rotary would build small dams in certain areas to help during the arid seasons. The project eventually developed into 14 dams. The people from the province provided the rocks. Rotary gave the sand, rebar and cement. Barbara and the others visited a site being built. Children were lined up in green sweat shirt and plaid skirts---their school uniform. They started to throw Bougainville blossoms and gave out flower leis. The road was covered in blossoms.

### Drew Frohlich Thanks Members of Mid SFV

Drew Frohlich, our immediate past district governor visited our club to show his appreciation to several members who served on the district level this past year including: Emilio Basile, Richard Miller, Beth Ullman, Robin Kellogg and Debbie Navarro.

**Speaker: Davin Hope**, Senior National Trainer for sales guru Tom Hopkins

Davin Hope has worked with Tony Robbins, Brian Tracey, Denis Waitley and other top sales and development coaches in North America for many years, and has given over 4000 training presentations himself. Davin began by establishing that we all sell something, and that in order to improve our sales ratio we have to make changes to the way we are approaching our customers.



Barbara Pampalone, our newly inducted club president with Davin Hope.

"If we don't change," said Davin, "we expose ourselves to unnecessary hardships. He explained that as adults we either attended the School of Hard Knocks or the School of Modeling." At the School of Hard Knocks you learn that one out of ten customers will say "yes" to your sales presentation. That doesn't mean they don't need your service, just that you didn't close the sale. The tuition for the School of Hard Knocks is high because it amounts to missed sales. The School of Modeling, on the other hand, is less expensive in the long run and more efficient. It hinges on finding someone who is getting the results you want and copying what they do.

However, there are a few things you'll need in order to make this work, including a business plan that describes your goals and how you are going to meet them.

Davin went on to tell us that he and his wife paid off their home mortgage in just seven years because he had a plan—he put it in writing and identified his goals.

"There is a difference in being interested in accomplishing something and committed to doing it," Davin noted. "When you're committed, you do the things you said you were going to do long after the moment has passed."

To make this work you have to expend yourself mentally (learning), physically (more energy), financial (investing 3 to 10 percent back into your business) and spiritually (the more you give the more you get back).

Davin invited us all to attend Tom Hopkins seminar on September 22, 2011. Davin can be reached through Gary Coleshill, Tom Hopkins's co-ordinator, at 888-894-2929, or garycoleshill@yahoo.com

from:  
Robin Kellogg  
18604 Stare St.  
Northridge, CA 91324

### PolioPlus

Thank you to everyone who contributed to Priscilla Pig for PolioPlus this week.

### Happy Bucks

Thank you to everyone who contributed to Happy Bucks this week. A special Happy Anniversary to Rosielee and Clinton Jones on their anniversary today!

### Opportunity Drawing

Barbara won the \$5, and Beth got the chance to draw for the joker, but pulled the 5 of clubs. The pot is \$230.

### 2011-2012 Club Officers:

<b>President:</b>	
Barbara Pampalone	H 818-882-2395
<b>Immediate Past President</b>	
Martha Stulman	H 818-708-8947
<b>Administrator &amp; Club Chair:</b>	
Beth Ullman	H 818-701-6889
<b>Secretary:</b>	
Rosielee Jones	C 818-703-3201
<b>Treasurer:</b>	
Frank Santucci	C 818-652-7529
<b>Membership VP:</b>	
Marc Tapper	H 818-425-6667
<b>Projects VP:</b>	
Rich Miller	W 818-994-8234
<b>Foundation VP:</b>	
PDG Emilio Basile	H 818-886-4142
Sara Vasquez	H 818-368-6682
<b>Public Relations VP &amp; Bulletin Editor:</b>	
Robin Kellogg	H 818-993-5378
<b>Community Chair:</b>	
Judy Rockey	C 818-683-3510
<b>Int'l Chair:</b>	
Zak Nahmoulis	H 818-445-7369
<b>New Generations Chairs:</b>	
Clinton & Rosielee Jones	C 818-609-7105
<b>Vocational Chair:</b>	
Carlos Menjivar	818-996-7337
<b>Programs co-Chairs:</b>	
Debbie Navarro	H 818-838-7218
Robin Kellogg	H 818-993-5378
<b>Sgt. at Arms:</b>	H 818-882-1659
Renie D'Auria	
<b>Parliamentarian:</b>	
PDG John Alexander	H 818-899-2045