

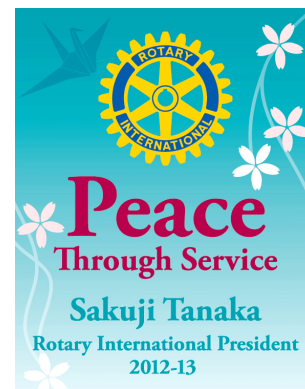
Rotary Club of Greater Van Nuys

www.greatervannuysrotary.org

Service Above Self

Meeting at 94th Aero Squadron
Thursdays, 12:10 p.m.

16320 Raymer St., Van Nuys, CA 91406



April 11, 2013

Flag Salute: James Tenner

Invocation: James Tenner

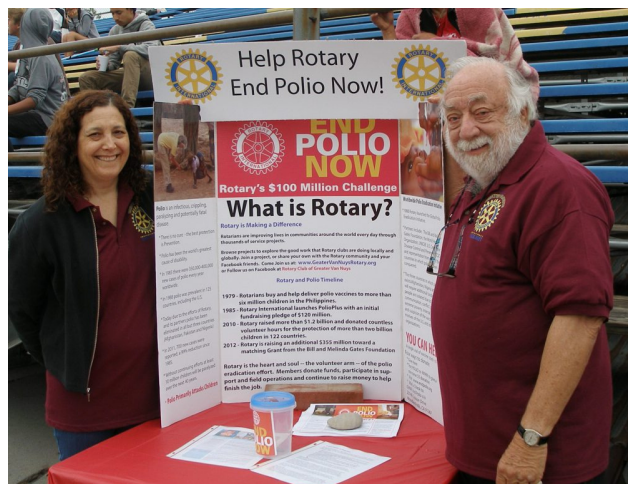
Attending Members: Bill Parks, Don Fetherolf, Mauricio Aranda, Don Reinken, Elaine Bern, Dave Friedman, Frank Santucci, Guy Mangia, James Tenner, Judy Coates, Ken Worthen, PDG Les Grossman, Marc Tapper, Rich Miller, Patrick Fahey, Mike Quiroga, Robin Kellogg, Ron Wolf, Rosielee Jones, Renée D'Auria, Javier Nunez, Zoraida Suarez, Steve Bertolino, Wayne Slappy, Wynne Ritch, Tom Harris; Beth Ullman

Guests: Clinton Jones; Jan Goforth; Lonnie Gershfeld of Datanet Consultants (lonniedatanet@aol.com, 818-886-0009) guest of Wayne and Rich; Millie Jones of Mitch Englander's office (818- 882-1212); and our speaker, Wolfgang Kovacek

ANNOUNCEMENTS

Track Meet April 13

We had a great turnout of volunteers Saturday, and good weather for the athletes – it stayed cool for the entire event. The PolioPlus banners and signs came out great! Many thanks to Ken Worthen, Robin Kellogg and PDG Emilio Basile for your hard work and persistence in getting the photos and information together. We'll have more in next week's newsletter, but here are a few pictures to give you a taste:



Robin Kellogg and Jim Tenner at one of our three PolioPlus tables

Calendar

- 4/17, Wed. 6:00 p.m. **Board Meeting**, Rich Miller's office
- 4/18 **Steve Bertolino; Tierra Del Sol Honorees**
6:30 p.m. **Fundraiser Planning Meeting**, Les Grossman's office, 18663 Ventura Blvd.
- 4/25 **Open**
- 4/21, Sun. **Calabasas Rotary Club Canine Classic Dog Walk & Festival**, 10:00 a.m. – 2:30 p.m., Juan Bautista de Anza Park, 3701 Lost Hills Rd., Calabasas; visit www.canineclassic.org for more info
- 4/27, Sat. **Rotarians at Work Day**
9:00 – 11:00 a.m. **Spring Cleanup**, Chatsworth Park North, 22300 Chatsworth St.
- 5/2 – 5/5, Thurs. – Sun. **District Conference**, Fess Parker's Doubletree Resort, Santa Barbara
- 5/9 **Open**
- 5/16 **Honoring Past Presidents**
- 5/18, Sat. 7:00 – 11:50 a.m. **District Assembly**, Carson Community Center, 3 Civic Plaza Dr., Carson; \$35 by 5/4, \$45 after 5/4
- 5/22, Wed. **Bingo**, 6:30 p.m. at Union Hall, 14800 Devonshire St. (SW corner at Woodman)
- 6/1, Sat. **Reverse Raffle Fundraiser**, 6-10 p.m., Union Hall, 14800 Devonshire St. (SW corner at Woodman) \$15/person for buffet



Boys' long jump



Girls' 500 meter race

June 1 Fundraiser

PDG Les has paper forms for reverse raffle ticket sales for those who need them. The forms are also on our club website (address at the top of the bulletin) and were emailed to everyone. We need to sell 250 tickets, so please tell everyone you know! The next planning meeting for this event will be at 6:30 p.m. next Thursday, April 18, in Les's office.

Spring Cleanup on Rotarians at Work Day

Mitch Englander's office is joining with PALS, West Valley Alliance, local schools and Macaroni Grill to sponsor a community clean up and park beautification at Chatsworth Park North, 22300 Chatsworth St., from 9:00 – 11:00 a.m. on April 27. To volunteer or learn more, call Englander's office: 818-882-1212.

District Assembly May 18

All incoming club officers, board members and committee chairs should attend the District Assembly May 18. It will be at Carson Community Center, 3 Civic Plaza Dr., in Carson. Admission is \$35 if you register by May 4 and \$45 after that. The board will decide if the club will pay for our members to attend. This is a great opportunity to learn more about your job for next year and get to know the incoming district leadership team.

Publicity for Leadership Awards

Jim shared with us a full page in the Daily News of our Leadership and Mini-grant award winners honored at the April 21 dinner, including all their photos. Great recognition for the club and Van Nuys Airport!

Eye Clinic

Mauricio thanked all the volunteers who helped at last Sunday's eye clinic – more than 200 people of all ages were evaluated and given glasses as needed. Those who need prescriptions will be getting their new glasses, in the frames of their choice, May 14.

Speaker: Wolfgang Kovacek, Transworld Systems

After 11 years experience on the Austrian stock exchange and 13 years in technology, Wolfgang Kovacek decided to combine the two, joining Transworld Systems, a company established in 1970 to help companies with their cash flow problems. Wolfgang is a consultant there, advising businesses on how to automatically recover

funds and significantly reduce the time for slow or non-paying clients to become current with their bills. They have recovered billions of dollars for their over 200,000 clients all over the United States.

Unlike traditional collection agencies, Transworld Systems takes a flat fee of \$10-15/account handled, rather than 30-40% of the amount due. They also go through 9 steps of collection appearing to be part of their client's company, with customized letters and phone calls from well-trained agents. The client business keeps control over their accounts and interactions.

Transworld employees have an average of 6 years on the job and are also well educated, helping them present the best image for their clients and giving them the skills and experience to handle almost any situation. The result speak for themselves – even when an account has to be put into full collection mode, they get over 50% of them to pay up, versus 20% with others. One of the reasons their client list has such companies as AT&T and the Girl Scouts, plus over 20,000 medical providers. And that they are so highly rated by Forbes, Fortune and Barrons.

While most of us may not have collections problems, many have experienced it at some point. After 90 days the likelihood of collecting drops ½% every day. Wolfgang explained there are 4 types of accounts:

Type	Stimulus Needed
reliable	normal statement / bill
distracted	reminder statement / bill / letter
disrespectful	threat of or actual third party involvement
professional debtor	they have no intention of paying and often can't be forced to even with litigation



Wolfgang Kovacek and Jim Tenner

Since it takes an average of \$31.60 for a business to follow up on a client, the \$10-15 charged by Transworld Systems is a money saver. They are able to do this in part by using a software program that works with their clients' billing and database systems, sending out reminders and alerting their call centers when phone calls are required. Calls are never done by machine – in fact, there is a \$1500 fine per instance if a collection agency does that. Transworld is in compliance with all laws, even

some that have just gone into effect. Something few others can say. Another unusual aspect is their clients have the option of having a thank you note sent to their customers once the bills have been paid. That helps keep the relationship, which is of critical importance to many businesses, especially physicians.

For more information, contact Wolfgang at 626-255-9692.

REMINDERS:

Calabasas Rotary Canine Classic Dog Walk & Festival,

The 3rd annual Canine Classic Dog Walk & Festival will be put on by the Calabasas Rotary club from 10:00 a.m. – 2:30 p.m. Sunday, April 21, at Juan Bautista de Anza Park, 3701 Lost Hills Rd., Calabasas. This fun event is for dogs, their people and folks who would just like to have a good time. Go to www.canineclassic.org for more information or to register, or you can call: 818-880-2993 or email info@canineclassic.org.

District Conference

The District Conference is a great chance to see what all 64 clubs are up to, make new friendships and increase your understanding of Rotary. It will be held at Fess Parker's Doubletree Resort in Santa Barbara, May 2-5. There are still a few rooms for just \$179, but book soon – once the reserved rooms are gone they go back up to \$400/night. Reservations have to be made through the hotel. Conference registration forms are on the website: www.rotary5280.org and Les has a few paper copies.

June 1 Fundraiser

Forms to sign up raffle ticket buyers are now on the website. Please start selling! The money raised will fund many of our major projects and scholarships. Prizes include the \$10,000 first prize, a \$500 second, and a large screen TV third. In addition to the reverse raffle, entertainment and buffet, the event will also have a silent auction and a "Chinese" auction. Please note the event is open only to friends, family and other Rotarians, not the general public, for legal reasons.

Bingo

Please contact Rich or Marco at 818-994-8234 to volunteer or get tickets.

No Happy Bucks or PolioPlus collection today

Opportunity Drawing

Congratulations to PDG Les, who won half the \$80 pot.

Notable Quotables

"In everyone's life, at some time, our inner fire goes out. It is then burst into flame by an encounter with another human being. We should all be thankful for those people who rekindle the inner spirit." Albert Schweitzer (1875-1965), philosopher, physician, musician, Nobel laureate

"Be forgiving towards others, be discreet in your speech." Chinese proverb.

Just for Fun



Julian Beever sidewalk art, from the side, above, and at the "right" angle, below



Meeting Information for Nearby Clubs

Calabasas, Tuesdays, 12:15 p.m.
Wolf Creek Restaurant
26787 Agoura Rd.
Calabasas, CA 91302

Granada Hills, Thursdays at 12:10 p.m.
Porter Valley Country Club
19216 Singing Hills Dr.
Northridge, CA 91326-1716

Greater San Fernando Valley **E-Club**, Mondays at 12:00 p.m., online 24/7, www.rotaryclubgreatersfv.org

Northridge/Chatsworth, Tuesdays at 12:00 p.m.
The Olive Garden
19724 Nordhoff Pl.
Chatsworth, CA 91311

Studio City-Sherman Oaks, Tuesdays at 12:10 p.m.
Sportsmen's Lodge Hotel
12825 Ventura Blvd., Vista Room
Studio City, CA 91604

Tarzana Encino, Tuesdays at 6:00 p.m.
John O'Groats
16120 Ventura Blvd.
Encino, CA 91436

West San Fernando Valley, Thursdays at 7:15 a.m.
Gables 818-347-2437
20920 Ventura Blvd.
Woodland Hills, CA 91367

Woodland Hills, Wednesdays at noon
Woodland Hills Country Club
21150 Dumetz Rd.
Woodland Hills, CA 91364

Beth Ullman
17426 Napa St.
Northridge, CA 91325

2012-2013 Club Officers:

Co-Presidents:

Martha Stulman	H 818-708-8947
Jim Tenner	H 818-241-9435

Immediate Past Presidents:

Barbara Pampalone	H 818-882-2395
Don Reinken	H 818-368-3341
Razi Sheikh	C 818-621-4841

President-Elect: Rich Miller W 818-994-8234

Director, Administration:

PDG Emilio Basile	H 818-886-4142
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Secretary: Robin Kellogg H 818-993-5378

Treasurer: Razi Sheikh C 818-621-4841

Director, Membership:

Rich Miller	W 818-994-8234
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Director, Projects:

Mauricio Aranda	W 818-634-4043
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Director, Foundation:

PDG Les Grossman	H 818-757-0157
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Director, Public Relations *Open*

President Van Nuys Rotary Foundation:

Donald Fetherolf	H 818-986-1460
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Bulletin Editor *pro tem*:

Beth Ullman	H 818-701-6889
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Community Co-chair:

Marie Valencia	H 818-929-7118
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Int'l Co-chair: Zoraida Suarez W 818-788-8838

New Generations Co-chairs:

Rosielee Jones	W 818-782-0022
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Mauricio Aranda	W 818-634-4043
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Programs Chair: Mauricio Aranda W 818-634-4043