

Rotary



BE THE INSPIRATION
2018-2019

UPCOMING PROGRAMS

Aug 30th

Bob Gibbons

"Commercial Real Estate Developments in Plano & Collin County"

Sep 6

NO NOON MEETING

Sep 13th

TBD



AUGUST BIRTHDAYS

Camille Ussery	Aug 10
Mike Jobe	Aug 15
Sarah Watkins	Aug 20
Jeffrey Beckley	Aug 21
Michael Robnett	Aug 24



SUMMER Weekly

Volume 253, Issue 318, August 30th, 2018

Reader

The Plano Rotary Club
www.PlanoRotary.com

Real Estate Entrepreneurs

We were introduced to our 5810 liaison, Asst. Gov. **Paul Steffy** of the *Grand Prairie* Club. He has the worst route in 5810, responsible for all the Plano Clubs PLUS *Desoto*, all from Grand Prairie. Hope he enjoys commuting! We can't claim to.



Carolyn the Petite tentatively touched our Rotary Bell, seemingly unwilling to disturb our camaraderie, at 12:10. She petitioned **Blair Ritchey** to Pray and **Daniel Askari** to Pledge, then she thanked Daniel and **Howard Matson** for Greeting.

SERGEANT HUMPHREY deigned to be with us this day. She was greeted with somewhat more than ironic claps. It was she who introduced AG Steffy, and Howard Matson welcomed a *Flower Mound* Rotarian,



shopping around for another club, **Aaron "Ziggy" Rosengren**. Since **Carl Sagan** has assured us that he and everything else we can see are composed of "star stuff," perhaps Aaron is related to

Ziggy Stardust? He looks as if he'd give **Jason** a run for his money as our most junior member! (What's with bad-boys goatees?)



Speaking of Jason, he was hoist on his own petard (translation: blown up with his own

satchel [bomb]) when **NANCY** chose him for her first victim in a resurrected **3 Minutes of Fame** episode. Jason's first owned car was a *Ford Escort*, but his first driven car was his mother's borrowed minivan (while she slept). His favorite rock band is **Dave Matthews**'. His most notorious act was "adjusting a unicorn which took off flying." **NANCY** asked, "Was this associated with mushrooms?" And Jason amended his answer to "blood pressure issues" then asked, "Wait...what was the question?" He has no tattoos he wants exposed. When asked to divulge "one thing about you we don't know," he said, "Absolutely not!"



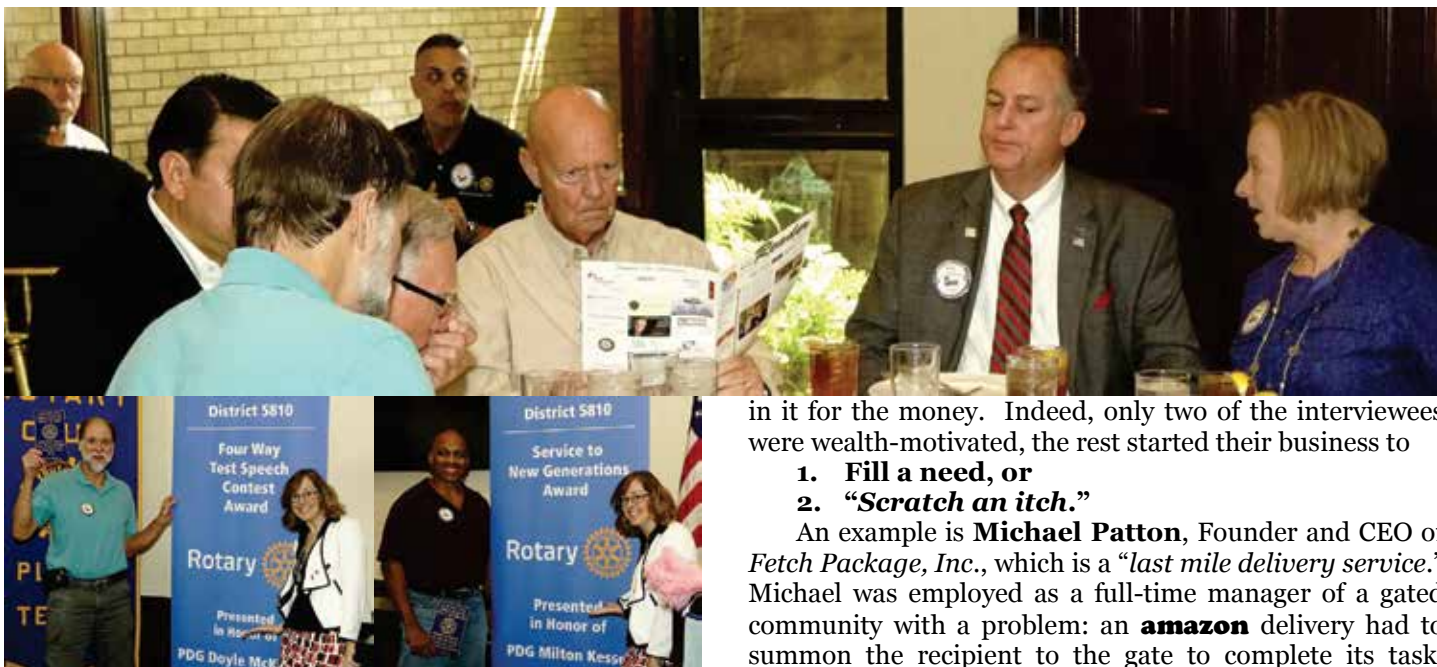
Rotary Service pins went to **Nathan Barbera** (12) and **Bruce Mr. Clean Glasscock** (28) who received a standing ovation and a question: "Did you have hair when you joined?" Bruce confirmed it.



Larry Bisno, Executive Director of the *Plano Children's Medical Clinic*, rose to express the thanks of all its client children to members who helped out with the recent sweat equity project there. He especially singled out **John Caldwell** for praise.

John and **Alex Johnson** came in for additional stroking as being the driving forces behind the Club's recent 5810 awards for *Four-Way Test Speech Contest* and *Service to New Generations* awards, respectively.

continued on page 2



Carrolyn encouraged **Olin Jaye** to swallow his current mouthful of haute cuisine and hop to the introduction of the speaker. Olin responded, “OK, Mom!”

Olin commented that we’ve three real estate brokers in the room today, “*two rich and me.*” He said that **Bob Gibbons** was born in Brazil and educated at *U. Dallas*.

Bob Gibbons is a Real Estate Advisor and Tenant Advocate. Bob started his real estate career 34 years ago as a 20-year-old college junior. The first 20 years were spent working for landlords. He was responsible for millions of square feet of office buildings from coast to coast, owned by institutional investors.

In 2004, Bob formed *REATA Commercial Realty* to use that experience exclusively for the benefit of companies and non-profits in their real estate needs.

In addition, Bob is the host of *The Next Level* radio show which airs on **Mondays at 3 pm** on iHeart Radio’s **1190 AM**. The show is also distributed as a podcast and YouTube [video] under *The Next Level Show*. On the show, Bob interviews entrepreneurs and business leaders.

Bob is a Real Estate Broker, a member of the Plano and Frisco Chambers of Commerce, serves on the Planning and Zoning Commission, is on the advisory board of The Brain Injury Network of Dallas, and is a former board member of My Possibilities.

Bob came forward stating that “*I have one job: kicking you off the mic.*” He commented that his life on P&Z was fraught with peril if he didn’t vote with Nathan Barbera, who would “*give you the evil eye*” when crossed. Olin had told us that Bob was Bruce’s favorite “*unlike Nathan.*”

He was to have spoken on *Commercial Real Estate Developments in Plano and Collin County*, but he offered us a choice to be voted upon between that topic and “*What I’ve Learned from Entrepreneurs.*” We voted for the latter, all except Olin.

Bob said that he started the show three years ago (with **Steven Neuner**) after “*guesting on others.*” The show began pre-recorded during which he was to interview guests for 48 minutes. He worried that he was unprepared for such a lengthy stint, but that worry was squashed the first time he got through only half the material!

After three years, Steven, his cohost, has left the show “*to take a larger role*” in another.

So, warming to his topic, “*What,*” he asked, “*have I learned?*” To begin with, entrepreneurs aren’t universally

in it for the money. Indeed, only two of the interviewees were wealth-motivated, the rest started their business to

1. **Fill a need, or**
2. **“Scratch an itch.”**

An example is **Michael Patton**, Founder and CEO of *Fetch Package, Inc.*, which is a “*last mile delivery service.*” Michael was employed as a full-time manager of a gated community with a problem: an **amazon** delivery had to summon the recipient to the gate to complete its task. *Fetch* now offers homeowners an address outside the gates and carries packages inside. Dallas is the first test area, with Austin on the horizon.

He spoke of “*cutting edge therapies started in Allen*” involving parents of two boys “*on the [autism] spectrum.*” A facility for special needs kids has grown from 5,000 to 20,000 sq. ft.

Kirk Wilder, the Founder and CEO of *Utopian Foods & Fitness*, developed techniques for chiseling his body to “*look like Alex does now, or wishes to.*” He quit his CPA job to work full-time with nutritionists and a [James Beard Award winning] chef to offer the complete package of fuel and body work. He’s “*here to help.*”

Although we now rent MS Office and other must-have desktop apps by the month, we once shelled out **\$360** for a purchased copy. Bob maintains that he doesn’t begrudge **Gates** his billion\$ because *WORD* alone “*resulted in incredible wealth*” (for the client as well as Bill Gates). **CAPTAIN KIRK** piped up that, as a wealth manager, he’ll “*double your money back.*”

Dan Stevens created *KickBox*, an email list checking service that verifies valid emails. Why let “*SENDER UNKNOWN*” ruin your day, when it can ruin Dan’s? (½ a million errors have shown up in its 4 million searches so far, so it has improved your hits by 12.5%.) Dan’s developed new software that will “*scale infinitely.*”

“*Hiring the best people*” is the “*biggest challenge.*” So companies test their applicants with “*predictive indices.*” But there’s “*no universally useful tool.*” You still might “*hire a sociopath*” (or elect one).

There’s no age limitation on entrepreneurship. **Blake Shook** got a beehive at age 12 and had parleyed that into a \$5M (*Desert Creek*) honey industry by age 25. He’s kicking back while hiring his older brother as the company President.

Zane Cochran sold his VOIP (voice over internet protocol) business to an IT firm at age 18. A decade later he’s leasing 12K sq. ft. for another enterprise.

Another became a headhunter at age 58.



So enterprise founders “don’t need the money. They’re creators. G*d gave us all the ability to create. [Entrepreneurs] can’t help themselves.”

Michael Ingle went to the *Shark Tank* with a \$1.5M investment idea to permit his mattress-sterilization company, *Clean Sweep*, to do a pilot project at a major hospital. (The company operates a couple of trucks outfitted with UV, industrial vacuums, ozonation, and steam-cleaners to treat and return dry mattresses quickly.) The sharks didn’t bite.

Entrepreneurs can be non-profits as well. *My Possibilities* (special needs schooling) founders asked for a donated building, but potential patrons asked, “You’re upper middle class Plano residents. Why should we give you a dime?” The compelling case was that they had three special needs children about to age out of *PISD* care that needed a place to continue their efforts to become productive citizens.



Chad Houser, the chef at *Café Momentum* on Pacific Ave., started his enterprise with a team competition to make ice cream at Dallas’ Farmers Market. His team of hooligans from the Dallas Detention Center won! So he offers jobs and mentorships to troubled teens. There’re “a lot of tattoos” in *Café Momentum*. But while the Detention Center experiences 85% recidivism, his trainees regress at only a 15% rate. So belief in these kids is rewarded. Although the meals are expensive, *Café Momentum* only breaks even.

Having given us a few of his interviewees, Bob asked for our help in identifying others. Someone recommended **Henry Gentry**. *Sainted Editor* suggested **Yoram Solomon**. At the end, Bob got an imaginary honorarium.



Carolyn the Petite had misplaced our 16 Mb credit card USB drive. That didn’t stop her from announcing a call for 15-19 teens for a RI Exchange on Sept. 11th. She also encouraged us to bring a jar of **Peanut Butter** to every meeting in September.

Following the Four-Way Test, we got a hall pass at 12:52.



Plano Rotary Club Board of Directors 2018-2019

President

Carrolyn Moebius

President Elect

Jeff Beckley

Secretary

Tamara Dreger

Treasurer

John Caldwell

Past President

Rick Horne

Sergeant at Arms

Nancy Humphrey

Membership Chair

Public Relations Chair

Sara Akers

R.I. Foundation Chair

Johnny Lewis

At Large

Alex Johnson

Maria Mott

Roy Reeves

Jason Kramer

Olin Jaye

Sam Grief

Business Secretary

Karen Sheldon

Bulletin Editor

Dr. Chris Parr

Bulletin Photographer

Mike Booher

Bulletin Designer

Katie Anderson

Alphagraphics

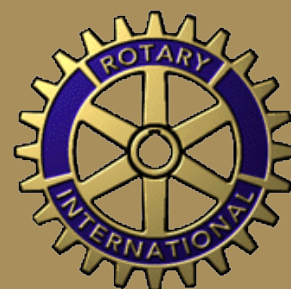
Printing by Alphagraphics

Thank you Kenny Wilson

The Plano Rotary Club

P.O. Box 864316

Plano, TX 75086



Guests & Visiting Rotarians

Guest

Aaron Rosengren

Guest of

Howard Matson

Visting Rotarian

Paul Steffy Asst DG

Home Club

Grand Prairie

Metro

Proposed Member

Member: Janelle Twyford-Silvis

Proposed by: Robert Reed

Classification: Photography

Support Our Advertisers



**ACE
FENCE-DFW**

Pam Little

(972) 578-5775
Fax (972) 578-1005

"a fence to you,
a reputation to us."

pam@acefences.com
1400 Capital Ave.
Plano, TX 75074



David Allison

1214 Avenue K
Plano, TX 75074

972-423-0434
www.allisons.com



increase your reach

KENNY WILSON
OWNER

Plano
Phone: 972.867.9216
us408@alphagraphics.com

Richardson
Phone: 972.234.3033
Fax: 972.231.6968
us103@alphagraphics.com



Casey W. Stewart
Regional Market President

972.309.0001 ext. 5937
214.863.5937 direct
214.863.6160 fax
caseystewart@anbt.com

Plano Bank Center
1101 E. Plano Parkway, Suite E
Plano, TX 75074

Allen Banking Center
720 S. Greenville
Allen, TX 75002
www.anbt.com

ROY L. REEVES
Attorney

Ph. 972-596-4000
Fx. 972-755-8726

REEVES LAW FIRM, P.C.
Adoption, Child Custody & Divorce

1400 Gables Court
Plano, TX 75075

Rey@reevespc.com
www.reevespc.com

HUFFINES
Since 1924

www.huffines.net

PLANO

HUFFINES CHEVROLET	HUFFINES HYUNDAI	HUFFINES CHRYSLER Jeep DODGE RAM
1001 Coit Rd @ Plano Pkwy Plano	909 Coit Rd @ Plano Pkwy Plano	4500 W. Plano Pkwy @ Ohio Plano
(972) 867-4000	(972) 867-5000	(972) 867-6000

All Service, Body and Parts Departments Open All Day Saturday

J. Marc Lewis & Associates
CORPORATE AND PERSONAL TAXATION

J. Marc Lewis JD, LL.M., EA
Enrolled to practice before the IRS

Lakeside Commons
5045 Lonmar Drive
Suite 280
Plano, TX 75093

marclinc@airmail.net
Tel. (972) 618-8224
Fax (972) 618-2021

RICARDO KASMISKE
Realtor®

Office: (972) 732-6200
Fax: (972) 732-6303
eFax: (972) 468-7547
Mobile: (972) 743-5324
ricardokasmiske@kw.com
www.theonestotrue.com

KELLER WILLIAMS
REALTY

18383 Preston Road, Suite 150
Dallas, TX 75252

Each Office Independently Owned and Operated

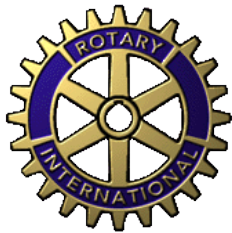
**SIGNS
BY TOMORROW**

SIGNS & GRAPHICS NATIONWIDE

Maria Mott

Owner
(O) 972-612-6220
(C) 214-454-6780
mmott@signsbytomorrow.com

1101 OHIO DRIVE
SUITE 117
PLANO, TX 75093
FAX 972-985-7822
signsbytomorrow.com/plano
plano@signsbytomorrow.com



Bell & Valente
Wealth Services
A Limited Liability Company

Kirk Bell

Managing Partner, B&V, LLC
Financial Advisor, RJFS

2500 Dallas Parkway, Suite 560
Plano, TX 75093
(972) 403-1025
(972) 403-1063 (fax)

kirk.d.bell@raymondjames.com
www.bellvalente.com

Securities offered through

Raymond James Financial Services, Inc.

Member FINRA/SIPC.

Bell & Valente Wealth Services, LLC is not a broker-dealer.



**ROTARY
SERVING
HUMANITY**

5th Annual Plano PEANUT BUTTER DRIVE

In partnership with The City of Plano, the NTFB will be collecting plastic, regular-sized peanut butter jars. **Plano Rotary Club** will be collecting jars of peanut butter during all meetings during the month of September. The city wide goal is to collect **50,000 pounds!** #spreadthehopeplano

