



SUMMER
Weekly

Reader

Volume 153, Issue 217, May 26th, 2016

The Plano Rotary Club
www.PlanoRotary.com

UPCOMING MEETINGS

May 26
Olin Jaye
Planning for Future Rotary Programs

June 2
TBD

June 9
TBD



MAY BIRTHDAYS

Samuel Huffines	May 01
John Priest	May 05
Chris Parr	May 06
Jason Rice	May 09
Howard Matson	May 11
Kelly Palmer	May 20
Robert Epstein	May 21
Mary Jo Dean	May 27
Lenny Schwartz	May 27
Randy Wright	May 29



ZIGLAR WANNABEE

READ the signs. Threaten to abuse the back page and you lose yet another business card! So we're down to eight. Well, the good news is that page designers always harp upon the value of "white space." They, at least, should appreciate our back page.

President Paperweight summoned our attention at 12:20, authorizing **Blair Ritchey** to give the Invocation and **Joe Camarena** to lead us in the Pledge. Any Greeter went unheralded, and **SERGEANT BARBERA** was called up.

Nathan pronounced us Rotary Pariahs as no Visiting Rotarians darkened our doors yet again. However, **Howard Matson** welcomed back Family Law Attorney **Roy Reeves**. **Jamee Jolly** did the same for **ONCOR** District Manager **Paul Hernandez**. **Earnest Burke** proudly displayed **Harvey Fishero**, Board President for the **PISD Education Foundation**. And **Jerry Kezhaya** bade us greet **Scott Cowan**.



Nathan was going to yield the floor when Kelly said we'd time enough for **INSIDE THE ROTARIAN STUDIO**. The victim today was **Janis Allman**. Born in Paris (TX), her Father, a pipe and steam fitter, moved to Plano to build apartments. Janis volunteered that her Mother was a telephone switchboard operator back when there was such. She conceded that she wasn't a perfect child, but she did graduate from the only high school then operating in Plano, in what is now the Cox Building...with 44 others in 1961. (But none of us will do the math.)

She attended UT for a year, but, as a PISD junior, she served a day on the City



Council and realized it's possible to succeed in the world without academic credentials.

She watched as **Joe Marchman** designed the 20-year Comprehensive Plan for the City and decided on that basis to fall in love with Real Estate. At age 19 she acquired her license and still keeps it up. She started work for **Paula Stringer** in Richardson, but found her mentor in **Randy Wright**, finding him a veritable fount of Realtor® wisdom "over eons." She has worked in **Plano Title** as a Marketing Director, but her avocation is Archeology. Someone quipped that she'd certainly chosen then the correct (Geriatric) Rotary Club. Indeed, she's a member of the Collin County Archeology Society.

Favorite movie: the one about the "ladies basketball coach who carries an atom bomb." Moving right along, her favorite band is **Boz Skaggs**, but she's partial to **Willie Nelson**. Favorite eatery: **Taco DeLite** where (creature of habit) she's been having lunch since 1976. 1st auto: a **Corvair**, which, she was surprised to learn, has its engine in the rear. Soda: **Caffeine-free Coke**.

At sponsor Randy's insistence she joined Rotary in 2013 because "you need to get out more." She was impressed with Polio+. "Rotary does good work!"

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Her favorite Rotary memory is of the **PLANO INTERNATIONAL FESTIVAL**, which she's been attending for years, wondering why on earth Rotary wasn't present, as heavily into international service as it is. She quickly discovered that if you suggest something, you're put in charge!

Kelly praised Janis for her "hell of a background" and noted that **Jamee Jolly** had been mentored by Randy too!



Earnest Burke then read us the May Birthdays and dragged Kelly, kicking and screaming, into singing "Happy Birthday, Dear May" along with perhaps 17.4% of the Club.

Randy took the opportunity of having his birthday fêted to invite one and all to his party

next Thursday 5-8 pm at the *Franchise Bar & Grill*. We are to avoid bringing presents. *Damn!*

CAPTAIN KIRK rose one last time to tout the **STUDENT CITIZEN OF THE YEAR** banquet at our old digs next Wednesday. There'll be 250 people in attendance, dressed as for a Rotary Meeting (except the honorees, who'll be dressed in *Sunday-Go-To-Meeting* attire). He needs two pieces of data from sponsors:

1. How many seats they require, and
2. How they want to be listed in the program.



Randy then rose to auction off a pair of tickets to the 1st Friday Insider showing of **Rover Dramawerks** new production, **CRISIS**, about intrigue in the Groves of the Academe. The playwright will be in attendance. Starting at \$50, he quickly bargained it down to \$25 and auctioned it to **Kenny Wilson** for a donation of \$60 to our Club's Foundation.

"On a more serious note," began **Olin Jaye**, as he introduced the day's speaker...

Michael Ray Newman, *Zig Ziglar International* CEO & Executive Coach is an expert on People and Procedures.

Michael Ray's energetic and enthusiastic approach to all areas of his life best defines how he handles tasks as a professional speaker, trainer, inventor, coach and successful entrepreneur.

Michael's success in leadership comes from his lifestyle philosophy "**WHATEVER IT TAKES (W.I.T.)**" Michael leads by example as well action, not simply by empty lip service.

With a challenging learning disability and his background in the business world, Michael Ray has established himself as a true inspiration to others. His relentless pursuits of running smarter, more efficient operations, along with his out of the box ideology and turning those

ideas into multi-million dollar companies, has put him on the map as a prominent serial entrepreneur.

Olin concluded by reminding us that the late **Zig Ziglar** was a Plano resident, living a stone's throw from *Gleneagles*! His legacy is being carried by this "child of the oil patch."

Michael said that "every chance I get to speak about *Zig Ziglar*, I take it." He told us that he stumbled upon Zig's philosophy in a box of cassette tapes given him by a baby clothes vendor as a deal sweetener! And the quotes

"You can get everything you want" and

"You don't have to be great to start, but you have to start to be great," resonated with him. "They have had an impact on me for years."



He suffers from dyslexia, and was diagnosed as "dumb as a box of rocks" by his teachers. That prompted him to learn how to speak publicly. Unfortunately, it also prompted him to learn how to cheat in school. "I'm not proud of it." Whenever he looks at a page of text, the letters just whirl unintelligibly.

His son was diagnosed and targeted for a Special Needs school. But, years later, the son graduated with a 3.2 GPA while participating in two sports. But Michael himself was tested at 30 years of age at a 7th grade reading level. So he had to develop a methodology for learning. And Ziglar tapes helped, at least until his truck's tape player ate them.

Zig Ziglar passed away three years ago. Ziglar's son invited Michael to become involved with ZZI. And he did to remedy the "leadership deficit" he sees in the country. And "leadership starts with the family unit."

He told us that during the recession, companies survived by "killing middle management," letting go guys ready to retire. Now that the economy has improved, leadership training has become a \$140M per annum business worldwide. Millennials are the toughest because "they don't have people skills." Computer skills don't cut it. Past generations wanted to improve life for their children; millennials just "want to be happy" as we've trained them!

His final thought was a question: “Are you a wandering generality or a meaningful specific?” The example of the former he gave was of the pine “precessionary caterpillar.” The follow one another blindly, and circles of them will track until they’re exhausted and die.



He teaches that successful people and procedures win the day. Although Ziglar has passed away, his spirit lives on in those he’s touched. Thus it will be with you. He spoke of applying this management principal to his family. He even had procedures for taking out the garbage. And, he claims, his family was successful because of it.

One must deal with three levels of living: survival, stability, and success. They have seen him through trying times: two home foreclosures and divorce papers filed by his wife on the dyslexia diagnosis for their child. But you

1. Take a bath
2. Get motivated
3. Stand up
4. Show up
5. Do what you say and
6. Say what you do.

Then prepare for the trials and tribulations of success! After the country club and multi-car garages, there is a danger of becoming irrelevant, “losing traction” by resting on your laurels.

As Kelly began his warning speech about the deadly paperweight, Michael commented excitedly, “Oh this is way better than (the)



Richardson (club).” In order to forestall the inevitable lawsuit, Kelly explained patiently about the hazards of strong magnets.

Rick Maucieri touted Earnest Burke as Keynote Speaker at his **CITIZEN OF THE MONTH** school, and **Jeff Frauenheim** chimed in about his *Siglar Elementary*, not to be confused with Ziglar Elementary.

Kelly cautioned us to reserve our blood donations for the **BATTLE OF THE BADGES** to give **Chief Greif** the edge. At least, all of us not ineligible by virtue of unspecified diseases.

He went on to explain that the transition to new leadership <scattered applause> will take place on June 7th, corrected to July 7th <sounds of dismay>.



Rick Maucieri wanted us all to witness the well-garbed **Jan Sullivan**, decked out in Police Finery for a ceremony honoring 12 Texas officers fallen in the line of duty this year. There’s something about a woman in uniform!

Kelly led us in the Four-Way Test and released the hounds at 1:03.



Guests & Visiting Rotarians

Guest	Guest of
Roy Reeves	Howard Matson
Harvey Fishero	Ernest Burke
Paul Hernandez	Jamee Jolly
Scott Cowan	Jerry Kezhaya

Visiting Rotarian

None

Home Club

Proposed Member: Roy Reeves

Proposer: Blair Ritchey

Classification: Family Law

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