

# THE GOLDEN rotarian

LA JOLLA GOLDEN TRIANGLE ROTARY CLUB'S NEWSLETTER

MARCH 16, 2018

[www.lajollagtr Rotary.org](http://www.lajollagtr Rotary.org)



**ROTARY:  
MAKING A  
DIFFERENCE**

RI President 2017-18  
**IAN H.S. RISELEY**

District 5340 Governor 2017-18  
**SCOTT C. CARR**

LJGT Rotary President 2017-18  
**ALEXANDER S. MONROE**

## **SPEAKERS** AND EVENTS



### **MARCH 2018 - SPEAKER**

23.....Rajesh Gupta  
Professor of Data Sciences, UCSD

30.....Maddie Hamann  
An Insider's View of COP23

### **APRIL 2018 - SPEAKER**

06.....Liana Chaouli  
You Love the Outfit...But Does It Love You?



## **RECRUITMENT ATTRACTING TOP TALENT**

Dr. Tony Alessandra helps companies turn prospects into promoters. He is two speakers in one... a professor and a performer, or as one client put it - he delivers college-level lectures in a comedy store format. Dr. Tony offers audiences the opportunity to enjoy themselves while learning practical, immediately applicable skills that positively affect their relationships with prospects, customers and co-workers. His focus is on how to create instant rapport with prospects, employees & vendors; how to convert prospects and customers into business apostles who will "preach the gospel" about your company and products; and how to out-market, out-sell and out-service the competition.

Tony is CEO of **Assessments 24x7 LLC**, a company that

offers a variety of online assessments, including the widely used **DISC profile**, the **Hartman HVP**, **Motivators (Values/PIAV)** assessment, and several 360° effectiveness assessments.

He is also a prolific author with **30 books** translated into over 50 foreign language editions, including the newly revised, best-selling *The NEW Art of Managing People*; *Charisma*; *The Platinum Rule*; *Collaborative Selling*; and *Communicating at Work*.

Recognized by *Meetings & Conventions Magazine* as "one of America's most electrifying speakers," Tony's polished style, powerful message, and proven ability as a consummate business strategist consistently earn rave reviews and loyal clients.



**TONY  
ALESSANDRA**



**Dr. Tony Alessandra**

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MARCH 2018

16.....David Tansey  
23.....Pete Griffith  
30.....Linda Stouffer

# REPORT

from the last meeting



## THE FOUR WAY TEST



OF THE THINGS WE  
THINK, SAY OR DO

### 01 IS IT THE TRUTH?

### 02 IS IT FAIR TO ALL CONCERNED?

### 03 WILL IT BUILD GOODWILL AND BETTER FRIENDSHIPS?

### 04 WILL IT BE BENEFICIAL TO ALL CONCERNED?

Newly recovered from a sinus infection, our fearless leader and Club President, Alex Monroe called the meeting to order at 7.30 am sharp and introduced Rotarian Of The Day, Sandi Rimer. After sharing some thoughtful words of inspiration and the pledge, Sandi brought to our attention that Prop 13 is set to expire in 2019 and that new property tax law initiatives are underway including the California Proposition 13 Tax Transfer Initiative.

#### Nancy Gatschet introduced guests and visiting Rotarians:

Jen Root (guest of Jacquie) runs a business called Mindful Media focusing on businesses that give back to the community. Stacy Nation with Strazzeri Mancini LLP is a colleague of the speaker. From Preuss we were joined by David Weber (Student of the Month's teacher), Jessica Resendez (College Advisor), Justine Spitz (Student of the Month), Jonathan Verkara (Preuss student). UCSD Rotaractors included Ben Tucker, Susan Lee, Logan Dela-Cruz, and Esmeralda Mandojano.

Dylan Petersen is a Rotaractor from SDSU:

Marty Rosenstein introduced our Student of the Month, Justine Spitz, who is a remarkable young lady. Justine reminded us of the resilience of the human spirit and that in the next generation of youth lies great hope and promise. Although she may not be at the top of her class academically,

she is certainly at the top of her class as a human being. Justine is a senior at Preuss and grew up experiencing a lot of abandonment, living in many different homes, and parents rotating in and out of prison. Despite these obstacles and a challenging freshman year in high school, she never lost touch with helping others in need. She has remained committed to community services and has been able to turn things around academically as well. Proving her doubters wrong, her dream of attending college is becoming a reality as she will be studying biology at Cal State San Marcos in the Fall.

**Rotary Business:** Eric Freeberg presided over the voting for the club to incorporate as well as to adopting the new bi-laws.

#### Announcements:

SDSU Rotaract will be hosting their House build fundraiser on March 31<sup>st</sup> at Point Loma Golf Course. The cost is \$100 per player and includes food and beverages. Now also known for their involvement in the Eritrean long distance running community, Rick Clark and Steve Brown challenged Meb Keflezighi, to catch Steve if he ran off with his Olympic ring. Mr. Keflezighi did not appear intimidated. Rick reminded our club members to sign-up for the Camp Pendleton project on Saturday March 17<sup>th</sup>. Participants will meet in the Braille parking lot at 7.15 am

Words of encouragement from Rick

Binder: Road Rally starts 8.30 am and "may God have mercy on your soul".

Quintessential Festival: UCSD and SDSU Rotaract has committed to selling 601 tickets. Jacquie Reilly presented Garry Kachkovsky and Janine Pack with their Blue Badges. Our main program featured attorney, philanthropist, and public speaker Joseph Strazzeri of Strazzeri Manzini LLP. Mr. Strazzeri's main theme focused on engaging closely held businesses and provided a defined process for maximizing value creation and effectively managing transitions. By assessing the current state, defining future vision, implementing specific initiatives, one can execute a successful business transition. Most privately held businesses are valued at multiples of 4-6.

#### Post speaker announcements:

Ellen Bryson: Volunteers needed for making Easter baskets for Salvation Army Door of Hope, March 16<sup>th</sup> 10 am

Barbro Kirkpatrick reminded everyone of the Preuss Career Day April 25<sup>th</sup> 12.45 – 16.00

Alex closed the meeting with a high \$20 in recognition that our future looks bright with the next generation of youth. Eric Freeberg feels that way about Alex.

Somehow a high \$5 was made for Denny's birthday.







# PHOTOS

from the last meeting





# La Jolla Golden Triangle ROTARY CLUB

Chartered - June, 1986 • La Jolla, California

P.O. Box 13023  
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## LJGT ROTARY LEADERSHIP 2017 - 2018

PRESIDENT ..... Alex Monroe  
PRESIDENT ELECT (2018-19) ..... Rick Binder  
PRESIDENT ELECT ELECT (2019-20) ..... Kim Schafer  
TREASURER ..... Sharon Council  
SECRETARY ..... Beverly Fritschner  
PAST-PRESIDENT/FOUNDATION ..... Antonio J. Grillo-López, MD



UPCOMING  
**ROTD**

**MARCH** 2018

24..... Fary Moini

30..... Antonio Grillo-Lopez

### THE MOORE FIRM BUSINESS LAW

## WILLIAM MOORE

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ROTARIAN  
OF THE DAY

I've been a member of the LJGT Rotary Club since . . . honestly I forget what year. Whenever Linda was President. 2009 or so? This Club has been with me through some hard times and I appreciate every one of you. You're my San Diego family. I love you and so does Jake.

Somehow, I've been Finemaster three times - that's about a third of the time I've been in the club. The second tour as Finemaster was during the year I got divorced, so I wasn't terribly funny. Hard to believe that was five whole years ago. I hope I compensated for that a little last year.

I'm still a small business lawyer. Some of you are my

clients, and I thank you for that. Recently, I have been thinking more about what I can do for our City. San Diego faces some serious challenges these days - a housing shortage, homelessness, our infrastructure could use some love, and some of our hardest-working people can't make ends meet. We can meet those challenges, because, frankly, we're a pretty smart group of people.

But if we look beyond our challenges, we can see fantastic possibilities. There are always those who want things to stay the same, and there's definitely comfort in that. But things never stay the same. Cities press against their constraints the same way we do. We all want to grow,

to get better. And we want to create a better city and world to leave our children.



Today I'm going to talk about how San Diego can grow and still be San Diego - the high-tech beach town that we already know and love, but more.