



Janet White

Getting In and Getting the Yes



Janet White is the president of the JW Speakers Agency. She is a 40-year veteran of business to business public relations, marketing and sales. Janet's diverse career includes being a reporter for Newsday while in college, operations assistant at WABC-AM in New York when it was the # 1 radio

station in America, 12 years as a commercial real estate writer and publicist in New York and Dallas, and 14 years as a durable medical equipment sales rep.

In 2010, Janet came back to her public relations roots and established The JW Speakers Agency, the largest booking agent in the country for local businesses owners who use public speaking as a way to build their businesses.

Janet is the author of the forthcoming book, "From Cold Calls to Closing: What Every Business Owner Should Know About Selling," scheduled for release in the fall of 2014. Today, she will share with us her insights into "Getting In and Getting the Yes: What a Deejay and Broadway Composer Taught Me About Selling."

Janet is a native New Yorker. She grew up in Queens and attended Bayside High School. Janet earned a B.A. in theatre from Adelphi University and a Master's degree in Urban Planning from New York University. Please join me in a *Warm Sunrise Rotary Welcome* for Janet White.

Programs

- January 17** Janet White - "Getting in and getting the yes"
January 24 Craig Lidell - Stock Picks
January 31 Mike Lambert - Patriot Guard

Greeters

- January 17** Danny Steffer(1), Doug Stewart(2), Dave Swaringin, Jack Thorton
January 24 Bill Verkest(1), Alan Walter(2), James Watson, Steve Willey
January 31 Richard Lucas(1), Samir Ahuja(2), Henry Armstrong, David Berg
(1) Prayer and Pledge (2) Introduce Visitors

Fine Program

- January 17** Curt Oseik
January 24 Larry Riggall
January 24 Will Ross

"Things turn out best for the people who make the best of the way things turn out". -Art Linkletter

Rotary member Terry Caster and his wife, Barbara, announced a \$1.1 million gift to Rotary to help eradicate polio. What's more, their gift will be matched by the Bill & Melinda Gates Foundation, resulting in \$3.3 million in new funding for the Global Polio Eradication Initiative.

The Casters' gift is one of the largest-ever individual contributions to Rotary for polio eradication. In addition to supporting our No. 1 goal of a polio-free world, the couple gave \$750,000 to the Rotary Peace Centers to fund a peace fellow's studies every other year. Both gifts were made to The Rotary Foundation in December.

"Barbara and I are blessed to be fruitful in our family business, A-1 Self Storage," said Terry, the company's founder and a member of the Rotary Club of La Mesa in California. "We've always felt it is important to give back and help others, so we are involved in numerous charities. - Rotary.org