



Weymouth Rotary Club - No. 6685
 District 7950
 P.O. Box 52, So. Weymouth, Massachusetts 02190

FEBRUARY 25, 2019

EDITION #32

EDITOR: ALDEN BLAHO

Club News and Announcements February 25, 2019

PROGRAM

The Arc of the South Shore
 Early Intervention Program
 Chair- Daryl Cook-Ivan

UPCOMING PROGRAMS

March

- 11 Ted Langill- Town of Weymouth- Chapman Middle School Project
- 18 Food Packaging
- 25 TBD



March Birthdays

- 21 John Ransom
- 22 Brian Haggerty
- 27 Doug Shepherd



President Jim updated the Club from the Board meeting. The Board approved to fund two separate drug prevention programs for the Weymouth Public Schools in the amount of \$3300. One is a recovering acting group call the Improbable Players who will come in and do skits relative to how they got addicted and received help. There is also a question and answer period following the performance. The other is for the 6th graders, and it's called *Sunny's Story*. It is about a mother who lost her son to addiction from the point of view of their dog Sunny. The author will come and read the story to the kids and do a project with them. At night the parents come in and hear the same story which opens a dialogue to an epidemic that is non discriminatory.

The Club also received a grant request from the Weymouth Police Department. Their current K-9 unit is aging and they have requested a new field dog. The board approved this request and we will fund the WPD \$8300 to purchase a newly trained field dog. This will total two and one half dogs that our Club has purchased over the years.

PP Gary Rayberg addressed the Club about Every Rotarian Every Year. Gary thanked the Club for our continuous generosity and gave a brief explanation of how the Foundation works to our guests and the global grants that our Club has helped with over the years. Gary explained that our Club had 44 sustaining members (\$100 per member) last year. By current records we have 8 to date and this is his plea to consider making a donation to the Rotary Foundation.

PP Helen Blowers announced that the Rotary Youth Leadership Awards (RYLA) is May 17-19 down on the Cape. This leadership camp is for high school Sophomores and Juniors. We have sponsored at least 3-5 kids to these camps for the past 14 years. If you have any of the appropriate aged young adults interested please contact Helen and she will educate you on how to register.

Dave Hicks announced that there is one spot available for our service at Father Bills this week.



PP Rob Lynch happy that they sold their home in Norwell and are now residing in Hingham.

Steve Fiander is happy to make fun of himself. He was trying to feel his way about asking what the protocol was in Rotary as he works in the Philanthropy Office at SS Hospital. So he was instructed by a number of highly regarded Rotarians to send a letter to the Board with his proposal. As he looked back at the letter that was sent, it was addressed Ms. Jim Gustafson, so Steve was up to call himself out before anyone else did.

PP Jay Walker had a great time Saturday with his best girl, Christi. They went up to Loon Mountain skiing where during the day they found a young man's season pass and his debt card. They turned it in and explained to the season pass office that if that was his kid, he would get killed. But, right before he gets killed, Jay asked her to give the father the Sgt. Chesna pay it forward card. Great job Christi!!





Cami Baker- Cause Marketing
Chair- Arthur Sharp



Paul Corrigan had the pleasure of introducing our guest speaker Cami Baker. Cami is an International Speaker, fiercely entrepreneurial, and the founder of the "Worldwide NetWeb". She has given over 1,000 presentations to audiences as large as 30,000. "Mingle to Millions, The Art and Science of Building Business Relationships and Mastering Referrals" is also the name of her book. Cami has worked with companies like Berkshire Hathaway, Ronald McDonald House, Keller Williams and hundreds of other groups assisting their people in the art and science of building resources, relationships and revenue. She has also been featured in *Success from Home Magazine*, on HGTV, and as a judge on NBC's *The Celebrity Apprentice*.

Cami started the Club off with an exercise to help awkward introductions. She asked members to come up with one word that would describe their fellow member and introduce that member to another using that specific word. This exercise is geared toward generating conversation on why they are outgoing, fun, or an a%\$hole. The Club had some fun with this exercise.

Cami started with some background. At the age of 10 she began to look for ways to increase her net worth by selling gum to kids at school for a profit and loan sharking to her brother who was always broke. She owned her first brick and mortar business at 23 years of age in Panama City Beach Florida where her 10,000 square foot beach bar/ restaurant and laundry mat establishment was to be her home and business for the next 8 years.

At the age of 32 she started her self-development phase with reading all the books she could on mindset, body language, rapport building, spirituality and a ton of other topics including real estate, as that was her career. Cami was 32, a single mom in a new town, didn't know anyone, and needed to meet people to grow her entrepreneurship as an independent contractor and salesperson.

This is where her story as a Master Networker really begins. She saw the mistakes she was making, not knowing what to say, how to approach people or follow up. She grabbed every business card from every person at the events just to have stacks of cards and no results. There were many mornings of getting up early or staying up late at night to attend events that did not end with productive and profitable results. Her irritation turned to motivation and she became absolutely obsessed with how to be a professional networker.

Cami began mentoring people one-on-one, then 10 people in her living room and ultimately thousands over the years in multiple states. She noticed that it doesn't matter where or who it is with, we all have the same basic issues when it comes to public speaking and talking to strangers. Some of her clients have been Portfolio Investment strategist to small town people, college professors to high school drop outs, young, old, wealthy, not so wealthy and everything in between. The benefit of this huge cross section of people is seeing first hand that it doesn't matter who they are or what their status is in life, people have the same general desires, fears, motivations and phobias.

This is profound to use to our advantage when networking. Not to "take advantage" but to use to our advantage in being able to build rapport with anyone, anywhere, anytime. Our net worth is directly related to our network, so let's raise up our game and start building a network.



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