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## "TURNING ROTARY PUBLIC IMAGE OPPORTUNITIES INTO MEMBERSHIP OPPORTUNITIES"

**Article by RC PDG Tim Moore**



I am sure everyone recognises the absolute link between Rotary Public Image and Rotary membership. There is a real case at the Club level that they should be joined.

Let's face it, almost all Rotary projects have, or should have, a public image component. I am not saying that's why we do projects but, to be honest, it is an opportunity to show the community why they should contact their local Rotary club to help in the great work we do. The follow on, but don't rush it, is the to see if they would like to join us!



Last month in Australia, we established a well-orchestrated national partnership with Channel 9, the Today show, the National Farmers Federation, the community and the farmers affected by the enormous drought in a great part of our nation. Rotary, through the great power of Rotary Australia World Community Service (RAWCS), has mobilized an opportunity for public image and strengthening our clubs. Our districts are well behind this, plus many already have drought relief projects underway. Now the power of the television media is behind us, the community is aware of our involvement and we are people of action that get things done.

The next step is for Rotary districts and clubs to engage, not only by helping raise money but by establishing partnerships around Australia with other Clubs in the drought affected areas to do the most good for our farmers suffering financial and personal stresses.

The multiplier effects of the national campaign, for the month or so it is on, can help clubs leverage off the publicity and community awareness of Rotary. We are not blowing our own trumpets here but aligning with organisations that trust our governance and our abilities to help local communities.

Let's make all we can of this opportunity. Contact your districts if you need help in making the most of this. For our NZ and other friends, please email me with ways your club or district have made public image opportunities into strengthening your club.

Learn more of the fund raiser: [www.rawcs.org.au](http://www.rawcs.org.au), RAWCS.

## "GUPTA IS SELECTION FOR 2020-21 RI PRESIDENT"

**Rotary Weekly August 2018**

Sushil Kumar Gupta, of the [Rotary Club of Delhi Midwest](#), Delhi, India, is the selection of the Nominating Committee for President of Rotary International for 2020-21. He will be declared the president-nominee on 1 October if no challenging candidates have been suggested.

Gupta says he wants to increase Rotary's humanitarian impact as well as the diversity of its membership.



# "REGIONAL MEMBERSHIP OFFICER UPDATE"

Article by Julie Aubry, Regional Membership Officer (based in Evanston, IL, USA). [Julie.Aubry@rotary.org](mailto:Julie.Aubry@rotary.org)  
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Greetings, friends! I want to share some **big news** that's also bittersweet. See below:

## New Regional Membership Officer

In September 2017, the RI Board of Directors voted to operationalize the Regional Membership Officer (RMO) team that had started out as a pilot. This vote not only meant that we still have jobs (yay!), but also, the RMO team would be able to support more regions. With the expansion of the RMO team, I'm going to continue supporting my region in the United States while we have hired a new RMO living in Australia to continue supporting Australia, New Zealand, and the Pacific Islands (Zones 7b & 8) *locally*.

I'm pleased to announce that **Barbara Mifsud** has joined the Membership Development team as our newest RMO! Many of you likely already know Barbara from her work in the RI Club & District Support team over the past 7 years.

I first met Barbara back at the International Assembly in San Diego in 2015. We both worked in Club & District Support at the same time but in separate offices. I had always heard such great things about her from our colleagues but never had a chance to work with her on any projects. So, when I finally met her there, I yelled, "You're famous!" and gave her a hug to which, of course, she started laughing. ♪ I was thrilled to learn she would be my replacement. I think you'll find that Barbara will bring a lot to this role including institutional knowledge, regional knowledge, compassion, attention to detail, and kindness. I think that having her working with a smaller region (2 zones instead of 4), living locally, and being able to offer membership support along with the zone membership team will be so helpful to those seeking assistance in real time.

I've really enjoyed working with you all over the past 3 years. I've made so many meaningful connections and friendships, and I hope we can still stay in touch. I'm sad to say goodbye, but it makes me happy knowing that you'll be in good hands.



**Left: Barbara Mifsud,  
Right: Julie Aubry at the  
International Assembly 2015**

## Upcoming Events

Are you planning to attend the District Membership Training, Governors-elect Training, Governors Nominee Training, or any of the training and events taking place before or during the Conference/Institute in Hobart, Tasmania? There will be a wealth of opportunities to connect with follow leaders and work on improving Rotary engagement in your district or club. And Barbara will be attending to offer her support with membership matters – be sure to say hi!

## Updated Membership Resource Guide

The Membership Resource Guide has been updated with new helpful new resources and publications noted in red and is attached [here](#).

## Membership Data

1 July Start figures were made available as of 15 August. See membership figures for June and July below:

- Zone 7b District Progress to Goal reports (includes New Zealand, Pacific Islands):
  - [June 2018](#)
  - [July 2018](#)
- Zone 8 District Progress to Goal reports
  - [June 2018](#)
  - [July 2018](#)

If you have any questions regarding your RMO support, membership resources, or reports please don't hesitate to contact your new Regional Membership Officer Barbara Mifsud at [Barbara.Mifsud@rotary.org](mailto:Barbara.Mifsud@rotary.org).

Cheers!

Julie Aubry Regional Membership Officer, Central and Western United States

# "SUCCESS IS SO SWEET! BORDENTOWN ROTARY YOUNG PROFESSIONALS!"

By Brian Flynn District 7500 Membership Director

Rotary Zones 24 & 32 Newsletter Beyond Borders, July 2018 edition, page 4

## The Rotary Club of Bordentown - Shifting Gears and Embracing Change – Making an Older, Traditional Rotary Club, New and Vibrant Again

The Rotary Club of Bordentown, NJ, USA was chartered on April 10, 1944. Our club grew and thrived for the most part for over 50 years. A few years ago, the Club realized that there were only two younger members (under 40 years old), with many clubs in the District sharing the same concern. Simultaneously, Rotarians Dave Forward, (Medford Sunrise Rotary and District Governor at the time), Brian Flynn (Bordentown Rotary and District Membership Director at the time) and Roy Plummer (Mount Holly Rotary, and District AG at the time), discussed the idea of a Young Professionals (YP) Rotary Club. They thought that the best way to begin would be to launch a YP group as a separate meeting time of an existing, successful club within the District. In June 2017, Brian and fellow Bordentown Rotarian, Dawn Moore, led a moderately successful initial launch; however, both young leaders of the new YP club soon transferred to different states for their work and the new YP group faltered.

Bordentown Rotary recognized that in order to attract and keep younger members, flexibility about meeting times and effective communication about joining Rotary were essential. A core group of one Rotarian and two prospective young professionals met to discuss how to proceed with forming a YP Rotary Club. A huge disincentive to join by young professionals is the fear of too much work and commitment while they are building their careers and/or families. Since Bordentown Rotary provided flexibility, the YP group could make this club "their own" and set up a framework that is attractive to younger people. This included having only one monthly meeting, with rotational meeting topics of Learn; Socialize; and Serve. Individuals will chair each topic along with two meeting co-chairs, Hillary Moore-Bilek and Katrina Brophy, to schedule meeting times and locations, and lead the group. The YP framework also includes a mentorship program with more "senior" Rotarians to network and to ensure that the morning, evening and YP Rotary groups stay connected. The YP Club will develop their own service projects, but also will participate in other Bordentown Rotary Club events. High School Interact students will be invited to join in the service projects, so they can experience Rotary with young professionals.



So early 2018, a small group of Rotarians led by Dawn Moore followed through with another meet & greet at a local restaurant for young professionals, which was advertised by word of mouth, flyers, and social media. A Facebook page was also created with an event page to determine the level of community interest. At the meet and greet, twelve young professionals attended as well as some established members of our Club (another five young professionals were



unable to attend but are interested in joining). With the grant, appetizers and drinks were provided and it was a great success with ten applications submitted to the Club within two weeks!

Embracing change and with some perseverance, The Rotary Club of Bordentown NJ continues to grow and now is getting younger! Now, some long-standing Rotarians refer to the newly formed Young Professionals group "as the future of Bordentown Rotary!"

**Embrace Change \* Persevere \* Grow \* Renew \* Get Younger \* The Future of Rotary**

## "PRESIDENT BARRY RASSIN'S MESSAGE"

'One year ago, your Rotary International Board of Directors adopted a new vision statement, reflecting our aspirations for our organization and its future. It reads, "Together, we see a world where people unite and take action to create lasting change — across the globe, in our communities, and in ourselves."

That simple sentence distills so much of what is essential about Rotary. We unite, because we know that we are far stronger together than we could ever be alone. We take action, because we are not dreamers, but doers. We work to create lasting change that will endure long after our involvement has ended — across the globe and in our communities. And perhaps most important of all, we work to create change in ourselves — not just building a better world around us but becoming better people ourselves.'

# "GROWTH INVIGORATES MELBOURNE CLUB"

**Article by Tony Thomas, *Rotary Central Melbourne***



The membership growth by Rotary Central Melbourne (RCM) has been a hard-won and dedicated process. The result: net gain of eight in each of the past two years, taking the club from a previously stable 45 members to 61.

Gross recruitment since 2016 now totals 24, from walk-ins off the website (8), about the same from member referrals and the rest miscellaneous.

Growth has increased younger members and women members. Seventeen are now under 50 years (in 2015, 10) and 17 or 28% are female (in 2015, 10). All up, 46% of members are now under 60.

A bonus is that the new members include emerging leaders in the corporate, government and not-for-profit sector, creating a healthy dynamism.

The member drive began with a focus on search engines and making the website inviting. A google search of "Rotary Melbourne" now throws up Melbourne RC first and RCM second. But thanks to some IT nous, the results page has a right-hand sidebar featuring RCM and its contacts. The club's complex URL itself was swapped to simple words.



"Action beats any amount of strategy sessions," says President Neville Taylor, *photo on the left*. "When a prospective member turns up at our weekly meeting, we respond actively. We skip the \$31 Tuesday meeting fee for two visits. We ensure they're surrounded by friends at their table, and next time we put them with a different table.

"Moreover, senior members are assigned to meet the visitor twice over coffee during the following weeks. We get to know the person and find out what they're seeking. They're assured they don't have to turn up every week – engagement's the key thing."

The club last year polled members on engagement. With two-thirds responding, half (16) were happily engaged, 13 under-engaged and 5 over-committed. This guidance will be repeated to help reduce attrition.

Taylor says communications by directors about club projects' needs and successes are good for recruitment and retention. The home page and Facebook also carry the messages. Top-class weekly speakers are another way to bond.

Many RCM execs have District roles, and newcomers are shown broader Rotary's work. At one Donations In Kind roster last month, eight of 20 from the club were its new members.

Now Taylor foresees 65-70 members by next June, with a growing cohort from the Docklands. "The diversity among members is what really pleases us," he says.

## "OPPORTUNITY KNOCKS"

**Article by ARC PDG Stephen Lamont**



I often wonder how we react to a negative situation. I would also like to think that we can turn a negative into a positive – sometimes it takes a resolve and confirmation of our values.

Recently my family gathered at a café on a Saturday afternoon and I noticed a man entering the venue wearing a jacket and tie. It was the comment from a staff member that really drew my attention. The staff member said 'what are you wearing, you need to relax man, you look like you have just left a Rotary meeting'. The man simply shrugged and sat down.

So, did the staff member know this person or had they a certain perception of what Rotarians look and dress like? Regardless I felt that this was a negative comment and I was curious to know why it was made. When paying for our coffee I explained that I had overheard their comment about Rotary and asked 'Have you ever been to a Rotary Club meeting and do you know the service Rotarians do in the community?' The answer was a simple and sheepish 'No' and so an opportunity now opened up!

I explained that I am a Rotarian and wished them to view Rotary in a more positive light than their comment suggested. What followed was some fun and friendly banter about community service and the value of giving back to local communities – it was something the staff member felt strongly about. I also found out that they were in fact the owners of the café. They pointed to the display of sponsorship 'Thank You Certificates' from various community groups on display on the walls.

Further discussion opened up the opportunity to mention some of the programs that Rotary conduct. Of particular interest was Youth Exchange and Rotary Youth Leadership Awards, due to the age of the owners' children and staff. Of note, however, was the fact that they did not have any knowledge of the existence of a local Rotary club. It has been said many times before – no matter what we think of Rotary – Rotary shall be judged and measured by others by the work that it does. Increasing awareness of the work that Rotary does is the first step to improving membership opportunities.

I think this encounter also gave me the opportunity to reflect on how important it is to give out a positive image of Rotary and improve the public perception of our wonderful organization. The opportunity to discuss some of the programs of Rotary – to a complete stranger – may have changed the way they see Rotarians. At least I hope they will think more positively about Rotary and the potential and opportunity for Rotary membership in the future.

## "OUR TWILIGHT CINEMA – PART 2"

Article by PP Lynne Layng, [Rotary Club of Prospect](#).

First part appeared in this Newsletter's edition of June 2017 - Vol 7 - Issue 11 - page 7



Riding on the success of the previous year, we held this year's Twilight Cinema on the grounds of the Prospect Primary School on April 7, 2018.

Our local Council, The City of Prospect, invited us to submit an application for a Community Grant. We successfully applied for a Community Support Fund Grant.

Flyers, posters and other publicity was designed Dynamic pre-publicity in the form of large signs prominently displayed in and around Prospect, our flyers placed in 2,500 letterboxes and the dedicated website. The City of Prospect also promoted the event through its various media, and we used our own Club Website and our Rotary network to get the message out to the public.



Around 400 people attended and the weather was perfect.

We had great support from school, Weslo Security, St Johns Ambulance, our Rotarians and some partners on the night.

Our movie operator, Andy Marshall of Road Movie Mobile Cinema was extremely professional and his equipment far superior to that which we had previously used.

Our City of Prospect is also encouraging us to do it again, possibly making it an annual event, using different local parklands or school grounds each year. We're definitely thinking about it.

We are, as you can imagine, exceedingly pleased with the success of this Free Community Event and we will probably arrange a similar event in 2019.

## "YOUNGEST PRESIDENT - THE FIRST TO SEE THE SUN"

From [Rotary Oceania website](#)

At the "Changeover" of Presidents at the [Ahuriri Sunrise Rotary Club](#) in Napier, Katherine Dunstall was installed as president for the 2018-19 Rotary year. Katherine is a third generation Rotarian – her father and grandfather preceded her into Rotary, and a fourth-generation funeral director, being preceded there by her great grandfather as well as the aforementioned.



With a little over two years in Rotary and having just turned 25 years of age, the club speculated that she was perhaps the youngest Rotary President in New Zealand. The Ahuriri Sunrise club will celebrate its 20th anniversary during Katherine's year, having commenced with 20 members back in 1999.

The club grew to 25 members, hovered around that number for several years and then in the last two or three years has gradually increased in numbers to recently be nudging 40 members, plus two or three Honorary members. Roughly one third of the members are women and many hold office in the club.

Reflecting the "youthfulness" of this club, the changeover function was attended by another young member who brought his wife and one-year old child. Members wondered just how many Rotary meetings had set up for their meal with a child's highchair at one of the tables!

Whether or not she is the "youngest" president in the country may be unsure, but Past District Governor Ian Holyoake, also a member of the club, speculated that she would certainly be the first Rotary President in the world to see the sun – based on his reasoning that our club is the eastern most breakfast club in the world to have its meeting – on a Wednesday!

# "SELF-HELP"

**Article by Colin Robinson, Assistant Rotary Public Image Coordinator – Rotary Oceania and Rotary Leadership Institute Facilitator**



Many seem to find the basics of publicity too hard to do when in fact is isn't. It is fun and hugely satisfying to create something fresh, appealing and good for the club.

Few Rotarians are professional writers, but we can all enthusiastically tell how we enjoyed being a part of that project and how it did some good for those needing a hand up. So, tell it that way. Keep one eye on the guidance available from the 'Brand Center' and as some experience is gained at writing stories over several projects the quality of the content will naturally improve.

We often include a story in our club bulletin and leave it at that. But why! The story provides the content needed throughout the various avenues of publicity so instead of using a story once, use it many times for almost no extra effort.

Is your club website's Home Page doing your club justice? The project story and its photos come to the rescue. As you tell the stories of all your club events and projects (yes, every single one) you amass content for your Home Page (and Facebook).

Don't be the club where no-one knows what you are doing. Don't be the club that never moved their Home Page from a generic format. Don't be the club that last posted to Facebook months ago. Instead, be the club that stands out as active, reliable, trustworthy and approachable. That is the way to attract sponsors, supporters and new members!

How to do the above is the purpose of the SnapShot series.

These were created from a premise that publicity should be easy for anyone to do and within a skill set that virtually all Rotarians will have. Also, that where any technology is recommended it is what people already have so there is no additional cost. Critically, everything included in the guides comes from hands-on experience ... not theory.

The series of practical guides is via <http://www.rotaryoceania.zone/page/great-publicity-in-practice> with the guides indicated by "Essential Reading".

Note that many of the guides work together. For example, you take a picture to go with the article that you send to the media, but you also use that picture in your website Stories and on Facebook. Then you reuse the same picture but with added Rotary wheel and some text as a header for your club bulletin and /or your club website Home Page. Over time a collection on pictures becomes the basis for an interesting picture carousel on your club website Home Page that attracts volunteers to your project ... but how do you manage this additional person-power?

The guides are in Word and are safe to download. This enables you to use these as you choose for the purpose of improving your Rotary publicity; you might for example want to include one aspect from a guide into your club bulletin rather than the whole guide.

The guides are a starting point and where appropriate reference should be made to the website platform's (eg. ClubRunner) 'Help' function and Rotary International resources, in particular the RI 'Brand Centre'.

It is acknowledged that the guides can always be improved on so suggestions for improvement and / or for additional guides are always welcome, please email [stories2inspire@rotaryoceania.zone](mailto:stories2inspire@rotaryoceania.zone). The Word file name shows the date of last edit and the document author. For the most current version always go to the website for this.

# "PRESIDENTIAL MESSAGE"

**Barry Rassin, RI President 2018-19**



Our membership has hovered around the same 1.2 million mark for 20 years. We aren't growing, and our membership is getting older. We have too many clubs that don't have the knowledge or motivation to have an impact: clubs that don't know what we're doing on a global level, clubs that don't know about our programs or our Foundation, that don't even know how to get involved. And with a membership that is still mostly male, we clearly aren't doing enough to become the organization of choice for women who are seeking to serve.

We are a membership organization first. If we want to achieve the goals we've set for ourselves, we need to put membership first. All of us have a responsibility to take membership seriously, not only by inviting prospective members, but also by making sure new members are welcomed into clubs that offer them something of value. If you see someone walk into a meeting and hesitate, be sure that person has a place to sit and is part of the conversation. If you're enthusiastic about a Rotary program, make sure your club knows about it and knows how to get involved. If you see a need in your community, talk about it at this week's meeting. If we want to be part of an organization that's strong, that's active, that's having an impact – start at home, and *Be the Inspiration* in Rotary.

# "E-CLUB OF NOMADS BUILDS CONNECTIONS"

*Rotary Weekly News, 13 July 2018*

**Club Innovation:** Spread out across thousands of square miles in the eastern states of Australia, Rotarians fire up laptops, tablets, and smartphones and log on to weekly club meetings from their RVs using a teleconferencing app. Members map routes for the jamborees, service projects, and fundraising they plan to do with their club and with the clubs they'll visit on their journeys.

**Campers roll with Rotary:** Every day, about 135,000 recreational vehicles roll down Australia's highways. For Rotarians who have answered the call of the open road, the vagabond nature of an RV lifestyle can conflict with the duties of traditional clubs. For them, the [Rotary E-Club of Australia Nomads](#), a concept hatched in mid-2014 by members of the Rotary Club of Jindalee in Queensland, builds connections for service and fellowship.

After the death of his wife in 2011, "I decided to buy a large touring RV," a 22-footer, says Wayne Kemmis, a past president of two Rotary clubs in New South Wales. As he pondered whether Rotary could fit into his new lifestyle, a notice in Rotary Down Under magazine about a new club caught his eye, and Kemmis signed on as a charter member of the E-Club of Australia Nomads. (The group stresses that members need not be Australian, just driven to service; one member of the Nomads is an American.) "Most members spend a fair amount of time traveling," notes Kemmis, a retired newspaper manager.



**Rotary E-Club of Australia Nomads:**  
**Chartered: 2015**  
**Original membership: 26 Membership: 40**

Geoff St Clair, past president of a club in Lockyer Valley, Queensland, had left Rotary to take up the traveling life when the new club came along. "I was a Rotarian for seven years but left for four years until returning with the Nomads in June 2014, when it was a satellite club," he says. He re-joined Rotary with his wife, Lorelle, a new recruit, because "the club would allow you to continue traveling but still uphold the ideals of Rotary." For several months each year, the retired educators roam Australia in their 19-foot trailer with their dog, Josie, a Maltese mix.

Wherever the club members may be, a constant is the Wednesday evening session to chart progress on trips and projects. "The theme of our meetings is having fun," says Kemmis. "Members come online with their glass of wine or other beverage. They wear casual clothing. Two members usually come in their pyjamas. There are no dress regulations."

St Clair notes the challenges of developing service opportunities for people who may reside hundreds or thousands of miles from one another. Other obstacles are maintaining a sense of togetherness across distance and teaching computer skills to older members, he says.

Twice-annual musters, some lasting a week, kindle conviviality and rev up good deeds: During their most recent social gathering over four days at Bribie Island, Queensland, club members planted more than 400 trees to stabilize dunes.

The Nomads adapt their fundraising to their lifestyle. Many club members do crafts such as knitting and crocheting on the road, and when the club holds gatherings, they set up a booth and sell items to the public. And every March they hold a crafts exposition with workshops, speakers, and shopping. The proceeds from these efforts benefit various charities, such as the Royal Flying Doctor Service. Lending manpower to Rotary-sponsored fun runs, concerts, regattas, and festivals across eastern Australia is the peripatetic club's hallmark. Last September, it assisted the [Rotary Club of Carindale](#) with the Brisbane bilycart championships. (The event, with engineless carts racing downhill, is similar to American soapbox derbies.)

"Clubs appreciate us as we often assist them in their projects," says St Clair, harking to the club motto, Helping Hands Across the Land. —Brad Webber

## SHARE YOUR CLUB OR DISTRICT SERVICE PROJECT AND MEMBERSHIP BEST PRACTICES.

We would like to hear from Clubs or Districts telling us what they have done. Please include a summary, contact details, a couple of captioned photos, and email to [Issa Shalhoub](#), this Newsletter's editor.

We also would like readers to share their experiences and stories on Best Practices in their Clubs and what has worked for their Clubs in gaining new members and also what has helped in keeping members.

# "ROTARIANS WITH YOUNG FAMILIES"

**By Bob Wallace Rotary Coordinator Zone 24 East  
Rotary Zones 24 & 32 Newsletter Beyond Borders, July 2018**

One of the clubs in our area of eastern Canada has a situation that most of us don't have but it certainly will come up more often these days.

The club started out as an after-hours club in a downtown area. The members are all energetic and want to make a difference in their community. They are all young, a great mixture of men and women, the perfect group of people we want and need as Rotarians. Things were going great for this club until something started to happen that doesn't occur in many of our Rotary Clubs. These young Rotarians who are just starting out in their careers decide that it is time to get married. In some cases, they married other members of the Rotary Club. This brought new people into the club and raised the awareness of what Rotarians do and they continued to meet at a pub after work for a few drinks and to conduct their Rotary meeting. The next thing that happened was these couples started having children and this is where the issues cropped up. How do they continue to meet after work when there were children involved who needed to be picked up from day care or other places? This made it difficult for the parents to continue Rotary membership and if they were married to another Rotarian the club was potentially losing two members. What to do?



First the club understood their issue and decided to try some new ideas. One idea was to be sure that children were welcomed at the meeting. Some clubs find this difficult but the energy the children bring is more than worth it.

Second be flexible with the meeting time or events. Parents were encouraged to bring their children to the meetings and one or two parents watched the children while the meeting went on. As the children got a little older they realized Rotary was fun for them and began to ask their parents when they could go to Rotary again.

Some clubs have attempted to bridge the gap with less-frequent meetings or lower dues. Many others have worked to make Rotary more appealing to tot-toting families. Those family-friendly clubs have reported success in gaining new members and keeping those they might otherwise have lost.

Rotarians with children will feel less self-conscious if they remember that they're not the only parents in the room. Some children have been long time visitors to club meetings. Make them welcome with a name tag and let them even contribute "happy dollars" when they want to have something to share.

In other words, make Rotary part of the weekly routine. As the children grow let them take part in projects and fund raisers. I know my own two children have helped out and it is easy to think of them becoming Rotarians later in life.

All past editions of the "Rotary on the Move" Newsletter can be accessed by clicking [HERE](#)

If you wish to receive an electronic copy of this Newsletter, or you know of someone who would like to receive one, please email the editor; Issa Shalhoub [shalhoubissa@shoal.net.au](mailto:shalhoubissa@shoal.net.au)

## ROTARY COORDINATORS TEAM 2018 - 19 ZONES 8 AND 7B

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**Zone 7B;** New Zealand, New Caledonia, Norfolk Island, Vanuatu, American Samoa, Cook Islands, Fiji, French Polynesia, Kiribati, Tonga and Samoa.

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