Scott Elam

PETS Recap / Club Assembly

I was able to attend Southwest PETS in February. PETS is the President Elect Training Seminar. This was a great opportunity to be with all of the President-Elects from Rotary Zone 26/27 and our district as well as the leadership. Each meal had a Keynote Speaker and was very motivational!

Here I am at one of our district meetings with our District Governor-Elect Steve Weitzen and Rotary International President-Elect Holger Knaack from Germany!

I am looking forward to sharing more about this experience on Wednesday!
Important Dates:
Mar 18th  Scott Elam – PETS Recap – Club Assembly
Mar 25th  La Mesa Parks & Rec
April 6th  La Mesa Rotary Board of Directors meeting – 5:30 pm
April 25th  Rotarians At Work Day
June 6th  La Mesa Flag Day Parade
June 27th  Installation Dinner

Comedy Hypnosis Fundraiser has been postponed to August 15th!

If you have sold any tickets or advertising they will be honored for the August 15th date. Please put this date in your calendars.

As of now our District has cancelled the District Training Assembly, the District Conference & RYLA.
I would like to submit my proposed Board of Directors for 2020-21. This will be voted on at the March 18th Rotary meeting.

President: **Scott Elam**
President Elect: **Robert Aguilar**
Past President: **Jack Dargitz**
Treasurer: **Ron Morell**
Secretary: **Sue Richardson**
President Nominee: **Sue Richardson**

Have you had enough with the COVID-19 news? On the next page is an email I received. I thought it was well written and timely. I thought I would share it with you.

Scott

Visit the La Mesa Rotary online! [www.LaMesaRotary.org](http://www.LaMesaRotary.org)
Or find us on Facebook! Just search for La Mesa Rotary.

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Life and Business have gotten really crazy in the last week and all signs point to the fact that it will only get more disruptive and crazier in the weeks ahead.

So, how are you going to handle it?

You are a Role Model in your community and your family. You need to purposefully set your Emotional Tone and how you are going to deal with this.

You need to be hyper aware of what you are portraying to your customers, community and family. Here are some tips I picked up from Brendon Burchard and his High Performance Training.

**Don’t Complain** – this is a GREAT Life Lesson. Make a conscious effort to not complain and bring down the morale of others. Every night before you go to bed score yourself on a scale of 1 to 10 (with 10 being you did not complain about anything all day long). Live with the intention of being positive and calm and focus on your opportunities for growth.

**Don’t Live in Fear** – Gain perspective by looking on the other side of the fear of loss of health, fear of loss of income, fear of the loss of the comfort and certainty we are used to. Instead put your mental and emotional energy towards what you can GAIN now.

**Now is the time to focus on your health** – focus on eating a healthy diet, start exercising, start practicing meditation and/or focus on your faith. You can take control of these areas of your life and make great gains in them over these crazy weeks.

**Now is the time to focus on your...**
- Social Media with Live Video and Selling. Host Virtual Events.
- Clienteling with your Customers – call them, check on them. Offer to deliver and/or offer curbside pickup
- Sales Training – make every customer interaction count
- Review your expenses and look for ways to save (get quotes on insurance, phones, research all of your operational expenses and look for savings, make sure you are not paying for subscription services you are not using anymore)
- Update or Create a New Website And/Or Get your Online Store updated or created
- Think of all of the things that you have wanted to do in your business, but you have not had time to research or learn – Do Those Things Now. **Use this time to Study, Engage and Learn.**

Here is a Challenge Test for you to think about:
How much learning have you done in the last 72 hours vs consuming?
Have you spent more time consuming the news than learning and planning for your future?

Do not fall to your base impulses. Take control of your emotions and keep a Long-Term View!