



NEWSLETTER

RI PRESIDENT GARY C.K. HUANG'S MONTHLY MESSAGE



When I began this Rotary year as your president, I wanted us, above all, to Light Up Rotary. I wanted us to share with the world how many wonderful friendships and experiences we have found in Rotary, and how Rotary has transformed and enriched our lives. I knew that by telling others about Rotary, we would increase membership, build stronger clubs, and improve our ability to help people in need.

As we end this 2014-15 Rotary year, I am honored by your response and will always be grateful for how you have risen to this challenge. You have answered my call to Light Up Rotary by holding many successful Rotary Day celebrations in your communities; you have outdone yourselves in your contributions to our Rotary Foundation; and you have moved all of Rotary forward with new members and new clubs.

When I chose my theme for my year as president, I was inspired by the words of Confucius, who said, "It is better to light a single candle than to sit and curse the darkness."

This year, more than 1.2 million Rotarians, along with Interactors, Rotaractors, Rotary Youth Exchange participants, and Rotary Peace Fellows, have lit their own candles in tens of thousands of communities. Together, the lights we have kindled have created a great light that shines for all the world to see.

I thank all of you for the opportunity to serve as your president this year, and for the hard work and dedication of our volunteer leadership and our staff members. I came to them with high expectations – and they delivered.

I also am grateful for the many friends I have made during this Rotary year, and for the wonderful visits I've had to so many places. I will always remember, with great fondness, riding on the Rotary float in the Rose Parade, watching children enjoy the Japanese drummers at the Rotary Day open house at RI headquarters in Evanston, and bicycling through the night in Colombo during the Ride to Light Up Rotary event, celebrating a polio-free Sri Lanka.

I have seen a new energy in Rotary this year, and felt a new excitement. We've seen more and more women and young people join Rotary as well – including my wife, Corinna, and our three children.

I hope that in the year to come, you will continue your wonderful work to Light Up Rotary – and to help it Be a Gift to the World.

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CLUB ACTIVITIES

The **Charlestown Rotary Club** presented the annual Rotary 4-way test speech contest semi-finals with 13 contestants from 13 clubs in District 7870. As in the past few years, the **Henniker club** hosted the event in the Henniker Community Center where a lunch was provided for the contestants and their families and guests. The four finalists (or one of the two alternates) will attend the District Conference in May.



Semifinalists



Alternates

Finalists

District Calendar

June

June 11

Hollis-Brookline Fast 5K

<http://portal.clubrunner.ca/2929/Stories/2015-hollis-fast-5k>

June 19 - 21

Nashua West Rotary Rock'en Ribfest

<http://www.ribfestnh.com/>

Budweiser Brewery, Merrimack NH

June 27

Ludlow Rotary Okemo Bike Climb

<http://portal.clubrunner.ca/2939/Event/adc3316c-7bd9-40eb-bed6-bfdd65c4a2f7>

June 29

District Passing of the Gavel LRSH

July

July 04

Merrimack Family Fun Day & Pancake Breakfast

July 18-19

Milford Swim Meet

July 21

Concord Golf Tournament

CLUB ACTIVITIES



At the **Alton Rotary Club's** annual Home, Garden, and Recreation Show, 10 year old grandson and family friend of David and Sylvia Countway holding packages of sunflower seeds to promote the eradication of polio. The poster was given to the Countways in Lahore, Pakistan by Saleem Kahn at the Chamber of Commerce Building on World Polio Day 10/24/12.



2015 Hollis Fast 5K

By George LeCours on Mar 28, 2015

2015 Hollis Fast 5K Open for Business

Even Bigger and Better This Year!

You are cordially invited to participate in the 11th annual Hollis Fast 5K road race to be held on Thursday evening, June 11th starting at 6:30 p.m. On-line registration is up for 2015. Visit www.hollisfast5k.com to register or to get all the race details.

And sign up now to get early bird pricing! Don't procrastinate – add this race to your calendar and register before the price goes up.

- See more at: <http://portal.clubrunner.ca/2929/Stories/2015-hollis-fast-5k#sthash.5vkWKHIG.dpuf>

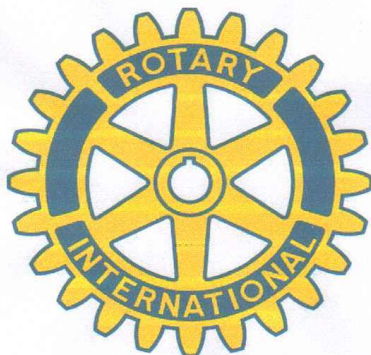




CLUB ACTIVITIES

The 8th Annual Meredith Rotary Scholarship Golf Tournament

*Please help The Meredith Rotary Club fund scholarships in
Meredith, Center Harbor, Moultonborough, and Sandwich.*



Sponsored by:



June 26, 2015 at 8 a.m.

Waukegan Golf Club

8 a.m. Registration (with coffee & Danish)

9 a.m. Shotgun Start

Dinner & Awards Ceremony at 1:30 p.m.

\$100.00 per person includes greens fees, cart
and surprises!

**Be a Tournament Sponsor
for \$100**



*Hole in One Contest!
Win 2 Free Airline Tickets
Sponsored by:*



Pre-registration for this golf tournament
is recommended by **June 12, 2015**

For information and registration:
Please call Bob Kennelly at 279-5393
Justin Barkley at 279-6661
Email: b.kennelly@ieee.org

Join the Meredith Rotary Club for a great day of golf !!

All proceeds fund Meredith Rotary Scholarships.

Have fun and help the community!!

Thank you for supporting The Meredith Rotary Club!



CLUB ACTIVITIES

The annual orientation for **Short Term Youth Exchange** candidates was held on Saturday, May 16 at Pilgrim Pines in Swansea NH. It was a great success with all students participating and parents attending as well. The photos attached are labelled with student name, host club and country where they will travel to meet their host brothers or sisters who will also come to live for three or more weeks here with their VT/NH families. Bob MacDonald, Chairman D7870 Youth Exchange and Kathie Stone, Short Term Program Chair coordinated the orientation.



STEP Orientation:

*Megan Dille, Keene-UK;
Brennan Murphy-Spain, Manchester-Spain;
Christian Rhodes, Rutland-France;
Victoria Heffron, Meredith-France;
Raeanna Pitman, Keene-Argentina*





CLUB ACTIVITIES

Suncook Valley Rotary Club

34th Annual

Hot Air Balloon Rally

July 31 – August 02, 2015

Drake Field

Pittsfield, NH

This is a FREE event, however donations are accepted at various locations.

All money raised goes back into our communities.

For 34 years, the Suncook Valley Rotary Club has held a Hot Air Balloon Rally as the primary means to raise funds for our service projects in surrounding communities including Barnstead, Chichester, Concord, Epsom, Loudon, Pembroke, Penacook, Pittsfield, and many others.

BALLOON LAUNCH(s) DUSK AND DAWN

DUSK FRIDAY, ENDING DAWN SUNDAY (weather permitting)

WORLD FAMOUS FOOD VENDORS

Including Rotary Breakfasts

ENTERTAINMENT -Friday/Saturday evening

FULL CARNIVAL – Friday 4pm/Saturday all day

CRAFT FAIR – Saturday

HELICOPTER RIDES – Friday/Saturday (weather permitting)

TETHERED BALLOON RIDES – Saturday

Balloon Glow and Fireworks – Saturday 8pm (weather permitting)

Delta Dental 5k Road Race Sunday morning

AND MUCH, MUCH MORE...

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MONTHLY MEMBERSHIP MOMENTS

By Richard S. Robe, District Membership Chair, Rotary Club of Rutland, VT

Five Steps to Become a Successful Rotary Salesperson

We all have two things in common: we share the ideals of Rotary and we are savvy consumers. Combining these good qualities will enable us to become successful Rotary salespeople sharing the gift of Rotary.

First of all we must recognize that we are all salespeople. It matters not whether we sell goods or services or we sell our point of view to persuade others to willing action. The needed skills are the same. Paramount is a thorough knowledge of the product. In our case it is the Rotary story, its history, achievements, goals and the impact Rotary members make at the club level in local communities around the world. After you have qualified your prospect, consider the following five steps:

1. Change Your Shoes.

Put yourself in the prospect's shoes and consider why he/she would or should be interested in joining Rotary. As consumers what do we want? You guessed it. We want benefits in exchange for buying a product or service or donating time or treasure. So as you communicate with your prospect recognize that you are the seller and he is the consumer about to respond to your proposal with a "yes" or "no" or "let me think about it." We know there are many benefits to being an active Rotarian. But wait. Curb your enthusiasm. (A good name for a TV show) Consider your prospect.

What is his profession or vocation, personal interests or hobbies, demonstrations of charity or non-profits that he supports? The goal here is to project benefits of membership that align with his interests. If and when you can find a common interest he will be eager to hear more about Rotary.

2. Be a Mind Reader.

As you are talking with your prospect try to ascertain what he is thinking. He may wonder, for example, "Who do I know in the club?" Anticipate that. Show him a list of the club membership, with photographs if you have them. Ask who he knows. The more Rotarians he knows the closer you are to a "sale." But, he may be thinking that he won't have the time it will take to be a good Rotarian; that such a commitment won't fit into his busy professional, work or life style schedule. Discuss the new relaxed attendance/service work guidelines and the many opportunities to participate in community service projects, social activities and fundraising. Cost is also often a concern not spoken. Avoid mutual embarrassment. Be clear upfront so there is no misunderstanding about fees and dues for membership. If your prospect seems interested and more positive than not, take the next step.

3. Invite Your Prospect to a Meeting.

The Rotary club meeting is your best selling tool. At a meeting your guest will experience the spirit, enthusiasm and caring of his peers, joined together to accomplish worthy goals in the attainment of the ideals of Rotary that are realized right there in his community. He will hear the brags that make us laugh and announcements of meetings, service projects and other activities that make us proud to be Rotarians.



MONTHLY MEMBERSHIP MOMENTS CONTINUED

4. Be a Great Host.

Invite your prospective member to a specific meeting on a date certain. Prior to the meeting call your prospect and confirm the meeting date. The Membership Chair or President might email all members and alert them to the expected guest. When he is introduced to various members they might say, "We were expecting you. So glad you could join us today."

Be at the meeting early to personally welcome him to your club. Introduce him to the president, the folks at the desk and help him sign in as your guest. Hopefully, it is the club policy to pay for your guest. It might be considered poor manners and rude to ask your guest to pay for his own first meal. If you invited a guest to your home he would hardly be expected to pay.

Don't leave anything to chance. Pre-arrange seating ("Reserved for Guest") at a table where you and he will be among at least three other members who either know him or have some similar interests so conversation will flow easily. Your guest must be made to feel welcome among mostly strangers and after the meeting, eager to return. If such interest is expressed give him a packet of Rotary brochures that will further inform him of the benefits of becoming a Rotarian. Be sure to have several members contact him during the following week to thank him for visiting the club and express the hope that he will return again soon.

5. Ask For the Order.

As surprising as it sounds, even the most experienced salespeople, afraid of rejection, too often delay getting around to "asking for the order."

Remember how we started this conversation. We are the seller and our prospect is the buyer. We targeted our prospect, a professional or businessperson or homemaker (that's new) who is established and respected in the community who has high ethical standards and shares the values and goals of Rotary. We projected benefits to our buyer. He visited our meeting place and met many of our members. He "sampled" our product and saw it in action. We could wait for him to make a decision, which could be soon...or never. Or, we could seize the initiative and ask for the order.

After about one week the sponsor might contact his prospect and ask a few questions that would likely result in a "yes" answer. For example, "Did you find the brochures I gave you interesting?" or "You knew a lot of our members didn't you?" After you answer any concerns that are raised you might say something that the prospect might find most appealing in membership. "It sounds as though membership in Rotary will give you an opportunity to make a real impact in our community." A "yes, I think it would," would be a tacit approval to prepare a proposal for membership.

Asking for the order according to Rotary rules must be subtle. It is not advisable to assure a candidate that because he may want to join he will automatically be accepted. It is a Board option to approve or not and post for membership review.

One way to leave a positive conversation is "hope to see you at the meeting next week, but you'll have to pay for your own meal. See ya then."

Richard S Rohe

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WELCOME TO NEW MEMBERS:**May**

Beiswenger,	Jason	Queen City-Manchester
Bothwick,	Harold	Alton Centennial
Bourdon,	Joshua	Derry Village
Bringle,	Tom	Queen City-Manchester
Campbell,	Sarah	Bellows Falls
Conard,	Patricia	Nashua
Cutter,	Richard	Milford
Elliard,	Ron	Meredith
Foss,	David	New London
Govotski,	Richard	Bellows Falls
Groff,	Amie	Nashua West
Harris,	Andy	Jaffrey-Rindge
Ives,	Scott	Tilton-Northfield
Marchand,	Steven	Souhegan Valley
McCosker,	Tina	Keene
McFarlin,	James	Meredith
McGonagle,	Bill	Bow
Nicoleau,	Christine	Bedford
Putnam,	Jayme	Nashua
Putnam,	Kate	Bow
Robbins,	Lynn	Derry
Sorenson,	Cathy	Monadnock

June

Bernier-Robinson,	Susanne	Derry Village
Conway,	Kevin	Laconia
Hamilton,	Dick	Keene-Elm City
Wooding,	Terry	Keene-Elm City

HAVE SOMETHING YOU'D LIKE TO SHARE WITH THE ENTIRE DISTRICT?

Updates and short articles, along with images may be submitted to the Newsletter Editor, Dennis McMann, at dennis@mcman.net to be included in our Monthly Newsletter. The District Newsletter is a means of communicating to other clubs in our district; items of interest, upcoming events, fundraisers or opportunities for service. *Thank you to all who have provided articles for the 2014-15 Rotary year to support DG Rich. I hope you will continue for DG Sandra.*

Deadline for next Newsletter Submissions: June 24th.
