



COSMOTOPICS

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Make a Splash at the 2005
International Convention!

Regina, Saskatchewan
July 20-24, 2005

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COSMPOLITAN MISSION STATEMENT

The mission of Cosmopolitan International is to contribute to community well-being through charitable donations and volunteer service with special emphasis on supporting efforts to prevent and find a cure for diabetes.



COSMOTOPICS

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An Interview with the President and First Lady

DERRY & SHEILA ANDERSON

Publisher's note: The previous two issues have carried a series of articles entitled "Why I Became a Cosmo". In this issue, I thought it would be interesting to interview a very fun, and very active couple of Cosmopolitans – the International President and First Lady.

How, when and why did you join?

Derry: I joined Cosmopolitan in 1991 because my employer told me I had to join a service organization. A woman in my office was going to Cosmopolitan, so I went to visit. Not being from Sioux Falls, it was a way for me to get my name out in public, network and make new friends. I also joined because I watched my parents give back to their community. They owned a small town jewelry store – I think that's why Sheila married me! It was vital to their business to be involved in community activities. My father is still a Rotarian. He was always volunteering at everything and had fun doing it.

Sheila: Okay, here's the deal! Derry told me to join! Seriously, in Tom Stone's year as International President, Derry promised Tom he would build a club. They needed members, so I joined. Of course, this was a way for me to develop my own identity in my own club.

What has been the biggest benefit to joining Cosmopolitan International?

Derry: Over 90% of my accounting business is a direct result of the relationships I've established with Cosmopolitans, and I'll bet that's true with other Cosmos. Maybe not 90%, but I'm sure your business has profited in some way from you belonging to this organization. Originally I joined to meet people and hopefully build a client base, but now it's more about the friendships. Having friends all over North America is

amazing! We are so committed to this organization because it's made a huge difference in our lives financially and personally. You give back to what has given to you. We can't imagine what our life would be like without Cosmopolitan.

Sheila: I'm sure Derry's answer for me would be "stimulating the economy wherever she goes!" As much fun as that's been, it's really all about relationships. The relationship with your spouse, the relationships with local club members who become such good friends, and the relationships with Cosmos. And, yes, you can build relationships while shopping! Joan Walker and I have developed such a special friendship. I never would have met her if it wasn't for Cosmos.

What advice would you give to someone who might be interested in moving up the ladder – serving as federation governor or international officer?

Derry: Of course, I would encourage them and tell them to listen their heart. People will give you all kinds of advice and opinions on how things should be handled. Listen to it all, but then make your own decision on what is in the best interest of the entire organization.

Sheila: If I could say one thing to the spouses, it would be this: don't stifle your spouse's desire to become a leader. I have found that if I'm there to encourage him, then we're in it together and I still get time with him! What's not to like ... uninterrupted time in a car or airplane, being by his side at Cosmo events, hanging out with Cosmo friends. It actually gives us time to build our relationship.

What would you say to someone who claims they don't have time



to join Cosmopolitan International?

Derry and Sheila: People have time for the things they want to do. We are both busy people, with Derry putting in 60+ hours a week running his accounting practice, and Sheila managing an office for an insurance company, as well as her decorating and image consulting businesses. We encourage people to be involved at whatever level they can. If they can't attend every meeting, that's fine – maybe they can work on a committee or volunteer at events. Ask them what they would have time for. There are ways to get people involved at every commitment level.

What goals do you hope to achieve before the end of the Cosmo year?

Derry and Sheila: I'm guessing every past president probably feels this way, but ...we hope we've made some advances in moving the organization into a successful future ...we hope we've inspired others to step into a leadership position with Cosmopolitan International ...we hope our entire organization has helped in finding a cure for diabetes ...we hope we've made a difference!



Leaving our Mark on History

BARBARA JOHNSON
Executive Director

Several times each year the staff at headquarters is asked by various members to furnish historical Cosmo information from the pre-computer era. Requests such as these give me an opportunity (excuse) to indulge in one of my favorite parts of the job – poring through the back issues of *CosmoTopics*. The earliest issues date from the 1940's, when the magazine was called *The Cosmopolitan*. When confusion arose between a women's magazine bearing the same name, it wasn't long before a naming contest was announced and *CosmoTopics* was christened.

Members took the moniker *Cosmopolitan*, meaning "citizen of the world" to heart. Early issues of the magazine included editorials on any number of subjects – war, dictatorship, juvenile delinquency, possible mergers with other organizations, even debating the need for lawyers.

Subsequent issues detailed the history of our 87-year-old organization. *Cosmopolitan International* flourished in the late '40's and '50's. Clubs were located as far west as Seattle and as far east as Virginia Beach. During the 1960's, members worked hard at local projects and played hard at a variety of social activities. *Cosmopol* functions were popular and lively. Cartoons were decidedly not politically correct. Conventions were formal affairs and every gentleman owned a white dinner jacket.

In 1977 the cause of defeating diabetes became the international focus, and our support of research efforts, diabetes detection, patient care and education remains one of our greatest strengths even today. Oh, *Cosmos* still have fun, but we continue to work tirelessly to raise funds for projects like INGAP diabetes research as well as local charities.

On Founders Day March 12th, we celebrate 87 years of Unity, Service, and Action. *Cosmopolitan International* has a remarkable heritage. Let's make sure that our organization remains for another 87 years. Let's keep Mr. Hodgins' vision – the creation of an organization made up of "citizens of the world" that make a difference in their communities – alive.

Publisher's note: During one of my visits back through the pages of *Cosmo* history, I ran across the following poem, submitted by Dr. Eric Lindsay Cowall in 1989 that remains just as timely today. Dr. Cowall was a member of the Bethesda Club for 28 years until his death in 1996. He and his wife Madeleine attended many federation and international conventions, where he served as chaplain.

What is the Value of One New Member?

Ten club members
Standing in a line
One disliked the President,
Then there were nine.

Nine ambitious members
Offered to work late.
One forgot his promise,
Then there were eight.

Eight creative members
Had ideas good as heaven.
One lost enthusiasm,
And then there were seven.

Seven loyal members
Got into a fix.
They quarreled over programs,
And then there were six.

One moved away
And then there were five.

Five steadfast members
Wished there were more.
One became indifferent,
Then there were four.

Four cheerful members
Who never disagree –
'til one complained of meetings
Then there were three.

Three eager members!
What can they do?
One got discouraged,
Then there were two.

Two lonely members,
Our rhyme is nearly done.
One joined the bridge club,
Then there was one.

One faithful member was
Feeling rather blue –
Met with a neighbor,
Then there were two.

Two earnest members
Each enrolled one more –
Doubling their number,
And then there were four.

Four determined members
Just couldn't wait –
'til each won another,
Then there were eight.

Eight excited members
Signed up 16 more.
In another six verses,
There'll be 1,024!

Originally published Summer, 1989

Cosmopolitan International Board Action

The *Cosmopolitan International* Board of Directors met in Kansas City on February 5, 2005 for the winter board meeting.

At the meeting, the board:

- ◆ **Accepted** a proposal from the Sioux Falls Club to host the 2008 international convention in Colorado Springs, Colorado, chaired by Derry and Sheila Anderson.
- ◆ **Adopted** changes to the board policies that define the election process at the international convention by clarifying the order and the administrator of the election procedure.
- ◆ **Accepted** a recommendation to expedite the membership application process.
- ◆ **Reviewed** a proposed compensation package for the Director of Membership Development position.
- ◆ **Deliberated** and ultimately approved the budget and schedule for the Regina international convention.
- ◆ **Pledged** support for the research work done at the Stretlitz Diabetes Research Institutes and urged completion of the INGAP commitment.

Related Meeting Activities:

- ◆ A governor-elect training session was held on February 4th, where a new brochure, *So You're Thinking about Serving as Federation Governor*, was introduced.
- ◆ The planning committee developed a draft of the *Cosmopolitan International* Action Plan for the 2005-2006 *Cosmo* year.

2005-06 Action Plan

1. Maintain or increase membership by encouraging membership events, offer training at both federation and international conventions, stress membership retention and good local club programs.
 2. Complete the INGAP diabetes project by updating members on a regular basis about research results, and encouraging each club to have one fundraiser dedicated to INGAP.
 3. For public awareness and communications – secure e-mail addresses for each member and commit to utilizing e-mail as the primary communications tool. Tie public relations efforts to local clubs, utilize the *Cosmo* website to its fullest capability, and establish a calling and e-mail tree between international officers, governors and club presidents. Focus marketing effort towards young adults.
 4. Promote the international convention through workshops and tourist attractions.
 5. Explore outside revenue sources for *Cosmopolitan International*.
- ◆ *Cosmopolitan Diabetes Foundation* (CDF) Board Chairman Del Oberst met with the outside accounting firm and headquarters staff members to ensure that CDF financial statements are prepared in a timely and accurate manner.

In Memory of Past International President



Edward "Ned" Dudley
1927-2004

Past International President Edward "Ned" Dudley passed away on December 11, 2004 after a lengthy illness. He joined the Regina *Cosmopolitan* Club in 1961 and served as International President during 1988-1989.

President Ned's theme of "7 come 11" encouraged each club to achieve a net 7% increase, resulting in an 11% overall growth in *Cosmopolitan International*. Three new clubs were chartered during his year.

Ned founded the firm E.J.C. Dudley & Co., Chartered Accountants, in the 1960's. He enjoyed his family, friends, co-workers, clients and a good laugh.

His great sense of humor and his Christian faith sustained him through the years he lived with Parkinson's disease.

He is survived by his wife Joan, as well as eight children and stepchildren and many grandchildren.



Next Steps in our Membership Effort

TOM GUSTAFSON
Vice President for Membership and New Clubs

Where does time go? It seems like less than the blink of an eye and we're at the opposite end of the calendar from the Branson Convention and moving closer to our next one in Regina. Having been in this position for six months, I see two distinct necessities for Cosmopolitan's membership effort:

- **Local clubs and federations need to plan and hold formal membership events.**
- **We must carry out the task of hiring a new, full-time membership director.**

After reviewing membership events around Cosmopolitan, there seem to be two types: the first is an event described, promoted and held only for the purpose of bringing in new members to Cosmopolitan; the second is an event that does not focus on membership, but where new members might "possibly" be invited to attend.

Just from the above descriptions, which event do you believe will have the best probability of adding new members?

In the business world stories abound of the business owner who had a good business 10 or 20 years ago, but things have really slowed up in recent years. When asked if there has been an effort to bring in new customers to offset the slowdown in sales, the owner responds in a couple of ways: "I have a good facility, good equipment, experienced personnel and a great reputation – customers should know who we are and come to us. Besides, I'm too busy managing the shop to worry about new customers."

Or "the economy is terrible and no one's buying – it's a waste of time to find new customers."

I hear three types of comments regarding Cosmo membership efforts: "We have a good cause, good people, good events and a good organization. New members are okay, but not really a necessity. We're a good enough club – new members should want to join us. Besides, our schedule is too full with regular events to worry about strictly membership events" or, "No one wants to get involved anymore – it's not really worth pursuing new members" or finally, "No one would want to join our club" for whatever reason.

The above examples show attitudes which have to be recognized, examined and changed. For the sake of the business owner, I hope he changes or he won't be around much longer. Similarly, for the Cosmo Club! Our local clubs do have great causes, and finding new members is more than okay – *it's a necessity!* New members are the life blood that will keep your club alive for years to come. For those of you who believe no one is interested in getting involved – I can assure you there are countless people who would get involved and would appreciate the opportunity if asked.

However, asking is not enough! Potential members must be convinced that they should join. How? Certainly not with an effort that places membership as an add-on to another event or with an attitude that no one in your community is interested in getting involved.

Have you ever taken a few minutes and listed the ongoing commitments and past accomplishments of your club? Try it! You and your fellow club members will impress yourselves, and more importantly, feel great about yourselves. Now, tell someone about that list of accomplishments by planning a new member event. Your enthusiasm will show as you tell those new members about that list of accomplishments. Your potential new members will see your

Membership Events

Club	Event Held	New Members
Capital Club	New member dinner	3
Columbia Luncheon, Breakfast, Show-Me	Cosmo Scavenger hunt	4
Three Rivers	New member night	11
Jefferson City	Membership Night	2
Aurora, IL	Oktoberfest/ Membership Event	8
Elgin, IL	New Member Dinner	3
Rockford, IL	New Member Dinner	12
Omaha USA	Membership Night	5
Sioux Falls Noon	Steak, hamburger, hotdog challenge	5
Fargo-Moorhead	Membership Drive	2

Upcoming Events

Three Rivers	Membership Night (April 05)
Columbia Luncheon	New Member Dinner (Spring 05)
Wascana Couples	Membership Night
Columbia Luncheon/Rockford	Membership Challenge (5/1/05)
Rapid City	New Member Night (March 05)
Hampton Roads	New Member Night (Spring 05)

pride and will be eager to join.

New member events work. You have to try one to believe how exciting they are for your club! The Aurora Club set a goal and brought in eight members in one night; the Three Rivers Club started the year with three members and brought in 11 new members in one night. The Omaha USA Club has grown from 10 to 15 members – a 50% increase! The Rockford Club continues to hold new member nights and brought in 12 new members in November. That's exciting stuff for the local club and tremendous for Cosmopolitan International. I have included an updated membership event list – get your club moving in this same direction.

Having been in this position for the past six months, I have absolutely no doubt that we can grow Cosmopolitan. The ideas and intentions that many of you have communicated to me are great. However, there is one challenge we all face: time to carry out these goals and plans. Time is precious and phone calls, mailers and visits in the name of membership consume a lot of it. The officers before me saw this need, and I agree completely with their assessment that we have to find a suitable candidate to serve as membership director to ensure these ideas and intentions are put into action.

We have put together a commission-based compensation package driven by the addition of new members and new clubs. We will be advertising in other non-profit publications, and are asking Cosmopolitans to keep their eyes open for possible candidates for this position – if you know someone, send his or her resume to Barbara Johnson at Cosmopolitan International. Your assistance would be very much appreciated.

If I can be of any assistance to your club please feel free to call me. I look forward to hearing from you!



It's Time for Awards!

JAMI FINAZZO
International Awards Chair

Just as the movies have their Oscar night, and the music business has its Grammy Awards, so too does Cosmopolitan International. Our "big event" is the annual International Awards Ceremony held at the International Convention.



The purpose of the Cosmopolitan awards program is to recognize outstanding achievements by clubs and individuals and is divided into those two categories. The club awards include Website, Yearbook, Top Bulletin, and Community Service. The first three are great methods of communicating with your members and go a long way in retaining members in your club. The Community Service award recognizes something your club is probably already doing – working together on a local project. Individual awards include the Cosmo of the Year award, the Member Community Service award, and the Patrick J. Hodgins award. Each of these recognizes the hard-working people that make your club great. Everyone appreciates the occasional "pat on the back" for a job well done.

Other awards recognize achievements by clubs and individuals in the areas of membership increase and retention, such as the Friendship Builder award and the Big "C" award.

Recipients of each award at the club level are invited to participate at the federation level. The excitement mounts as those federation winners are then entered at the international level.

Getting involved in the awards program is easy. Earlier this month, each club secretary received an awards packet from headquarters. The packets contained the Cosmopolitan International Awards brochure, a detailed timeline and checklist, and information on how to obtain the necessary entry forms. Hopefully each club has an awards chair in place to coordinate nominations and submissions.

Remember, it's not too late for your club to participate and join us on the Cosmopolitan "red carpet". Hope to see you there!



History of the Cosmopolitan Diabetes Foundation

DEL OBERST
Cosmopolitan Diabetes Foundation Chairperson



1976 Cosmopolitan Foundation chartered. Since its beginning, the purpose of the foundation has been to serve as the charitable arm of Cosmopolitan International. The foundation may be used as a tool to help raise funds. All donations to the foundation are fully deductible on your personal and corporate income tax returns. Contributions may be made to specific diabetes centers and projects: Cosmopolitan International Diabetes and Endocrinology Center at the University of Missouri, INGAP, and the Cosmopolitan International Children's Diabetes Center at the University of South Dakota; to help fund grants, like Discovery; or even to help cover the general operating expenses of the Foundation and ensure the future of Cosmopolitan International, through the Beacons Fund.

1979 Beacons Fund established. The Beacons Fund is an endowment fund designed to make sure Cosmopolitan International will always be around. The principal contributed is put in the Beacons Fund and cannot be spent. The interest from this fund can be used for foundation operating expenses and to help sustain Cosmopolitan International. You can join the Beacons Fund by making a one-time donation of \$1,000, or pledge \$100 per year over ten years.

1984 The Strelitz Diabetes Institutes at Eastern Virginia Medical School in Norfolk, Virginia, was adopted in order to raise \$1,000,000 for a diabetes program.

1991 Multi-level Beacons were established: Emerald at \$5,000, Ruby at \$10,000 and Diamond at \$25,000.

1995 International Project: to raise a \$100,000 endowment fund for the Cosmopolitan International Children's Diabetes Center program in Sioux Falls, SD.

1999 International Project: to raise \$750,000 for a research program at the Strelitz Diabetes Institutes at Eastern Virginia Medical School. In addition, we also have two other diabetes projects: Cornbelt Diabetes Connection in Omaha, Nebraska, and Rockford Crusader Clinic in the Mid-States Federation.

2004 Theme: Doors Discover Light. **Doors:** Raise

\$66,400 to furnish newly remodeled rooms at the CI Diabetes and Endocrinology Center in Columbia, Missouri. **Discover:** Challenge each U.S. club to donate \$500 to the Discovery Fund in order to have sufficient funds to issue grants. **Light:** Raise \$2,000,000 in the Beacons Fund in the near future.

On June 30, 2004 the Beacons Fund balance was \$844,852.50. As of 12/31/2004 the fund balance was \$909,116.74, giving us an increase of \$64,264.24 for the first six months of this fiscal year. The goal for this fiscal year is to have a 10% increase in Beacons, which amounts to 65 new Beacons. To date, we have 25 new Beacons. We need to enroll 34 new Beacons by June 30, 2005 to meet our goal.

Breakdown of Beacon members:

	6/30/2004	12/31/2004
Diamond	4	5
Ruby	10	11
Emerald	22	26
Regular	606	631
Total	642	673

Fund Amounts as of December 31, 2004:

Beacons	\$909,116.74
Columbia	\$2,500.00
Discover	\$4,558.32
Founders	\$300.00
Headquarters	\$100.00
INGAP	\$6,217.64
Lawrence River City	\$2,885.00
Southwestern Federation	\$1,268.82
Total	\$926,946.52

I am happy to announce that this is the first time in a long time that the amount in the Beacons Fund plus equity was fully invested long term.

If you have finished one Beacon, please consider another.



www.cosmopolitan.org

JIM McVAY
International Judge Advocate
Chairman, IT Committee

The Cosmopolitan website is getting a facelift! New pull-down menus make it easier to navigate the site and new features are being added weekly.

Has your club ever considered the benefits of hosting their own web site? Cosmopolitan International provides web server services to clubs free of charge. Here's how you start. You need to have the following: basic computer skills, access to a personal computer, access to the Internet, and an HTML Editor (a web page construction tool you can download). After you have all these basics, take one easy step at a time to build your new site!

There are seven steps involved in publishing a page:

Define your objectives. This is an easy one: you are trying to publicize Cosmopolitan and your target audience is your club members as well as potential members.

Design your web pages. At a minimum, you should identify club officers, meeting time and location, and club events. Decide if you want your page to be informal, professional or high tech. Will you use graphics, animation or music? How will the text be structured and what type style (font) will you use? How will visitors navigate through the site? Will you have password-protected pages available only to your club members? Visit lots of other sites to determine what might work best for your club.

Download an HTML editor from the Internet. The editor generates a web page using the standard computer language. There are many editors available and many are free. Once you download the program file, you will need to install the HTML editor on your computer.

Construct the web page. Once the editor is installed, learn your way around it. HTML editors let you

insert images into a body of text and create hyperlinks to other pages.

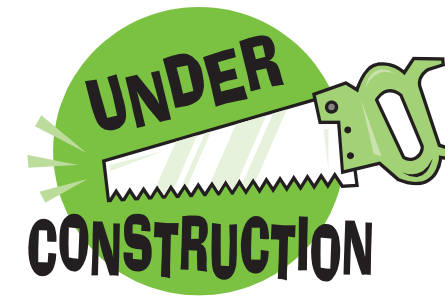
Publish to the Web. At this point, construction of the page is done, but only your computer sees it. To "publish" your page, you will need to copy it and all the graphics, etc. from your hard drive to a web server that is connected to the Internet. As previously mentioned, CI provides web hosting service for its clubs and federations free of charge. Test your page after the upload to make sure it works right and all the links are active. For specific details on how to upload files to the server contact me

at website@cosmopolitan.org or jmconvay@omahalaw.com.

Update your pages on a regular basis. Current information will keep your visitors coming back to the site and make it a viable form of communication.

Let people know your web page is up. Publicize your web site by adding the address to club bulletins, letterhead and other materials. If you already have a page hosted elsewhere, let me know and we will link your page to the Cosmo website.

Don't forget to enter your club website for the "Best Club Website Design" award presented at the International Convention. Entry forms must be received at headquarters by June 1, 2005.



www.cosmopolitan.org
Member Name: Cosmo
Password: Unity



Cosmos Confirm Commitment to INGAP

At the winter board meeting of Cosmopolitan International held February 5, 2005 in Kansas City, all Cosmos in attendance reaffirmed our commitment to meet our INGAP challenge. During the meeting it was noted by several attendees that although Proctor and Gamble has not publicized the results of Phase 2 trials, our continuing support of the ongoing research at the Strelitz Diabetes Research Institutes was extremely critical to efforts to find the cure for diabetes. Cosmopolitan International currently supports approximately 20% of the research at Strelitz.

Several ideas to complete our INGAP project were debated and discussed, including not trying to set a time table for completion, but rather just agreeing to meet our commitment. Each member in attendance was in agreement to continue our support of the ongoing work at the Strelitz Diabetes Research Institutes.

To facilitate completion of our project the following actions were agreed upon:

1. Keep INGAP in front of all of our clubs.

Action: governors and governors-elect to contact all of their clubs regarding INGAP.

Action: Cosmopolitan International officers to include INGAP in their discussions and presentations at federation conventions.

2. The diabetes committee to communicate INGAP status.

Action: Prepare and send a newsletter to all CI officers, governors, governors-elect and club presidents with the latest information on INGAP trials and research at Strelitz.

Action: Send a reminder card to the same list noted above to encourage promotion of INGAP prior to the international convention in Regina.

3. Cosmopolitan International to apply for a Cosmopolitan Diabetes Foundation grant.

Action: Barbara Johnson, CI Executive Director, will apply for a \$15,000 grant on behalf of Cosmopolitan International.

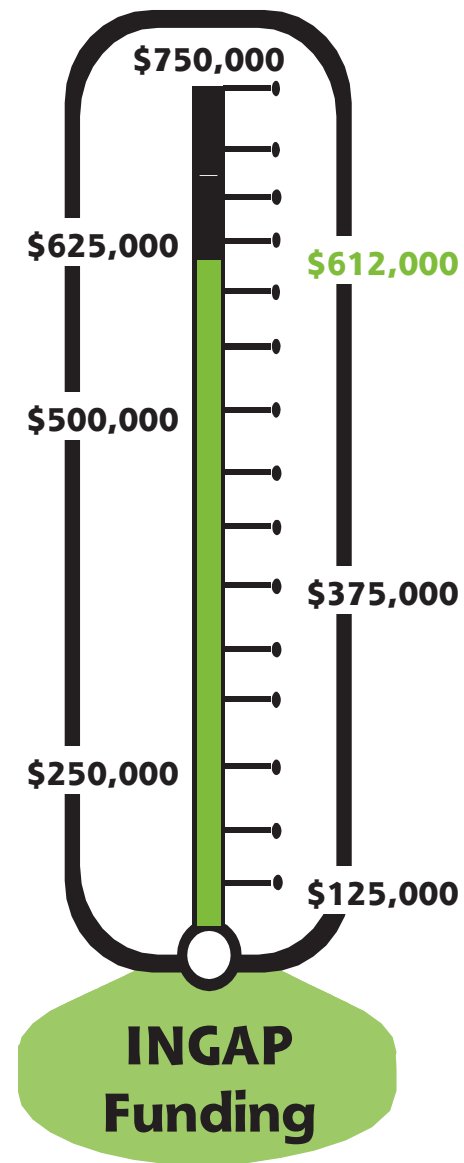
4. Conduct a workshop at the international convention in Regina to address our total diabetes program.

Action: The diabetes committee to work with the CI board and the convention chairman to organize a workshop.

The board further discussed the role of the CI Diabetes and Research Committee and approved a job description for the committee, which included several key goals and objectives:

- Promote completion of the INGAP project.
- Review any proposed CI projects and make recommendations to the board.
- Coordinate and facilitate communications with the CI Diabetes and Endocrinology Center at the University of Missouri, the Strelitz Diabetes Research Institutes and the Cosmopolitan Fund for Children to provide updates to the CI Board and all Cosmopolitans.
- ∞ Explore establishing a relationship with American Diabetes Association.
- ∞ Develop a five-year plan to set goals and objectives for our total diabetes efforts.

In Branson we set a goal to meet our INGAP commitment. When we meet in Regina, let's **JUST DO IT!**



The Diabetes Committee
Bob Williams, Chairman
Walter Alm
Perry Johnson



Successful Fundraising and Friendraising Go Hand In Hand

THOMAS R. STONE, PIP, CFRE

I am often asked how to ensure that fund raising events are successful each time that they are conducted.

Of course it goes without saying that the event must be carefully planned and executed. But once that has been done, making sure sponsors are obtained and tickets are sold can pose a real challenge.

So how can you “ease the pain”?

First, ensure that you **capture the vision** – Cosmo’s 1993-94 theme, under Larry Benton, International President. In this case, vision means capturing the good that you want to do with the funds you raise. You must be convinced that supporting your event is worthwhile before you can sell the idea to others.

Our Cosmo cause – the defeat of diabetes – is perfect. We Cosmos believe in the cause and have demonstrated that belief through the international projects we’ve completed and the funds we’ve raised locally. Now, should your fundraiser be targeted at a cause other than diabetes, the same philosophy applies – you must first believe in your cause.

Next you must set the example by volunteering for the event, buying tickets and when appropriate, becoming a sponsor yourself. Thus you will be asking others to join you with their support.

Now for the ask, itself. Try to find a time and place such that both parties are comfortable. Explain your cause briefly, say what you are doing, ask for support (cash and/or in kind) and then carefully detail the advantages of supporting the event. Not only will the contributor be supporting a good cause, but he or she will be receiving some valuable benefits as well. These could include tickets, a mention from the stage, a banner prominently displayed, a special mention in the program, etc. Don’t forget to say that you will tell other Cosmos about the support.

Then once the deal is done and the support has been secured, begin to say thank you. You can never thank a supporter too much. Thank him or her verbally, with your business and in any other way you can think of.

Next, as soon as you decide on the event for the next year, thank your supporters again and ask them to continue their support for a second year. You will find, as time goes along that you will be able to start planning each year with a core group of supporters. While some will drop away over time, others will join and you will find that thanks to your key supporters, your fundraising goals are much easier to attain. Have a great event!

Keys to Fundraising Success



- Capturing the vision of your cause.*
- Setting the example by committing your personal support.*
- Making the ask and describing the benefits of supporting the event.*
- Running a top-notch event with outstanding supporter recognition.*
- Saying thank you.*
- Saying thank you.*
- Saying thank you!*

Cosmos in Action

Jefferson City Holds 10th Annual Golf Classic

In October 2004, the Jefferson City club successfully completed its 10th Annual Tom Henke Charity Classic golf event. Activities for this event include an evening banquet on Sunday night with silent and live auctions and a golf tournament on Monday. Our goal was to serve 400 people at the banquet and have 30-36 teams for the golf tournament. Tom Henke, a former major league baseball player and a Jefferson City Cosmo, brings in 25-30 celebrities, and each golf team gets one celebrity to golf with their team. We are already planning for the 2005 fundraiser.



Jefferson City Cosmos present a check for \$36,900 to the Special Learning Center.

We have donated more than \$340,000 to the Special Learning Center school in Jefferson City, which provides classroom instruction and therapy services to children with special developmental needs. Our club has also raised over \$80,000 for diabetes education and research over the past 10 years. On December 16, 2004, the Jefferson City club presented a check to the Special Learning Center in the amount of \$36,900 from this year's tournament. It is a heartwarming experience to see the smiles on the faces of those special children, and our club has helped enable the Special Learning Center to nearly double their building size in the last few years. Although this event requires a lot of extra time and hard work from our members, we are proud to be able to assist the Special Learning Center, and the rewards are much greater than all the hard work involved!

Jane Holtsman, President
Jefferson City Cosmopolitan Club

Columbia Breakfast Club News



Tony Bartal, Arch Brooks, Dean Barry and Tony Antonio at the Golf Classic.

The Columbia Breakfast Club sponsored a four man team in the 1st annual Cosmo Golf Classic. The team had a great time, and is looking forward to next year's classic.

Hal Boyer, a Cosmo member since 1963, is retiring to Fort Collins, Colorado to be with his family. Hal was one of the original members of the Columbia Breakfast Club, and has had perfect attendance for 41 years. He has been president, club treasurer and acting chaplain, and was founder of the Youth Football League. Hal will be greatly missed by his friends at the breakfast club.



Hal and Stuart Eastman, club president



Sheila Anderson and Derry Anderson, Cosmopolitan International President, try their hand at curling with Western Canada Federation Governor Gary Wensel, at the federation's annual Bonspiel Tournament.

Three Rivers Cosmos Hold Biker Bash

The Three Rivers Cosmopolitan Club held its Biker party on Tuesday, February 8th. Everyone in attendance thoroughly enjoyed dressing for the event, and it was delightful to see the lengths that some Cosmos will go to when asked to dress for the occasion. The Three Rivers Club is reinvigorating its membership by emphasizing fun and friendship. The party goers enjoyed the biker education given by Dick Erickson. The party was also a means to promote raffle ticket sales for Sioux City's Awesome Biker Nights. This annual event features some well-known bands, and the Three Rivers club will benefit by receiving a portion of the ticket sales. The proceeds will be used to send children to diabetes summer camp. From the way it looks, we are well on our way!



Our monthly meetings have been held at a variety of places including the Bruggier log cabin, the Sioux City public museum and a local coffee shop. Kevin Harmon, president-elect gave a very informative talk at our January meeting about how Cosmopolitan International, federations and the clubs all work together. Several contributing Cosmos will receive awards for their outstanding participation at our March meeting, and in April we'll tour the Western Iowa Technical College. More fun times are expected as we head into warmer weather, and an ice cream social is planned for summer time.

Jim Walker
Three Rivers Cosmopolitan Club

3-C's of Saskatoon Ring for Charity



When they serve as Salvation Army Holiday bell-ringers, the Cosmopolitan Couples Club of Saskatoon members (the 3 C's) offer to match the first \$500 donated to their kettle. It always works – this year their kettle contained \$1,300!

Winnipeg Cosmos Fund Diabetes Research Grant

The Winnipeg Cosmopolitan Club has presented \$40,000 to the University of Manitoba to support research by Dr. Gregoire Nyomba, Associate Professor of Endocrinology and Metabolism, on the affects of maternal factors on glucose metabolism in offspring.

Gary Wensel, Western Canada Federation Governor, thanks all the Winnipeg Cosmos for their hard work in raising such a large sum for diabetes research.

Since 1984, Cosmo clubs in Western Canada have awarded over three quarters of a million dollars to universities to support diabetes research projects.



Gary Wensel, Western Canada Federation Governor, Dr. Gregoire Nyomba and Dr. Peter Cattini of the University of Manitoba.

Cosmos in Action

Wichita Air Capital Does it Again!



Front row - John Paladino (Tournament Chairman), Bill Capps (Tournament Committee), Lindsay Giles (ADA) and Walt DeLozier; Middle row - Chuck Hess, Allen Guyot, Michael O'Bryhim, Corky Branda, Randy Oldham, George Morrison and Craig Haines (ADA Executive Director); Back row - Dr. Pedro Murati, Greg Meadows, Kelly Donley, Rob Lee (Tournament Committee), Warren Viney, Larry Gurney (Tournament Committee), Gary George and Marvin Leslie.

Our annual holiday luncheon was held December 21, 2004 at the Scotch & Sirloin, where in the spirit of holiday giving, the Air Capital Cosmopolitan Club of Wichita presented a check to the local chapter of the American Diabetes Association in the amount of \$15,817. The proceeds from the club's 7th annual benefit golf tournament are pledged for scholarships to Camp Discovery, the summer camp for children with diabetes. Our own member, Dr. Richard Guthrie, attends the camp to provide medical support and educational services to the children. Camp Discovery was founded in 1973 and is staffed by over 70 volunteers, most living with diabetes themselves. Over 200 diabetic children from age 8 to 16 attend the annual summer camp. The Air Capital Club's annual golf tournament has now raised over \$66,000 for scholarships to Camp Discovery in the last seven years.



Gary George
Air Capital Cosmopolitan Club

West Omaha Cosmopolitans Hold Successful "GONK" Fundraiser

The West Omaha Cosmopolitan Club held their annual dinner-dance fund raising event November 12, 2004. Called "GONK" in honor of a ticket printer's misspelling of a cartoon character's name decades ago, our 36th annual event was a success. Guests feasted on a barbecue dinner and were entertained with music from a live band. Due to the generosity of the community and the attendees, GONK raised more this year than in any of the last five years, through both silent and live auctions. Thousands of dollars will now be made available to the West Omaha Club's charities, which include support of INGAP research, a mobile nursing unit offering free diabetes testing and education, the Cornbelt Diabetes Connection and the Beacons Fund.



West Omaha Cosmos feasted on a barbecue dinner at their annual GONK fund raiser. Shown behind the serving table are members Jim Sauer, Bob Tallman and Mary Murphy.

In June 2005, the West O Cosmos will conduct a shrimp feed, as they have done for over two decades. Between the two fund raisers, the West Omaha Cosmopolitan Club will contribute nearly \$15,000 to the battle against diabetes. This is in addition to raising money for the Salvation Army by bell-ringing during the holidays, a clothing drive which collected over 5800 pounds of clothes for a homeless shelter in Omaha and volunteer work at the Cox Classic Golf Tournament which earns money for the Omaha Children's Home.

Rich Owen
West Omaha Cosmopolitan Club

Sturgeon Valley Holds Membership Night

Seven guests, along with many members, attended a very interesting membership night on November 18th, 2004. Tim Schultz, a diabetic since childhood, and an islet transplant recipient, gave a detailed history of the progress that has been made in treatment from a very personal point of view. It was rewarding to hear how funds we have been donating to the islet transplant program at the University of Alberta have significantly affected Tim's life. He emphasized how important research is to save the life of a diabetic. Those present felt great empathy and renewed commitment to our goal of finding a cure for diabetes.

A check for \$3,571.43 was presented to Jim Kanerva, a club member who is also on the Alberta Diabetes Foundation board. This is our first donation in a seven-year commitment of \$25,000 to the University of Alberta's ongoing research.

Sturgeon Valley continues to be a dynamic group with two new members joining our ranks as of January, 2005.

After a brief history of the club, the evening culminated with a humorous rendition of the "Good Old Cosmo Club," a song written by some members with questionable lyrical talents.



The Good Old Cosmo Club (sung to Mountain Dew)

We call it the good old Cosmo Club Club Club
Often we're found in the pub
We have lots of fun, when the jobs are all done
So join us today and be one.

The Founder was Lyle, made us join with a smile
And put us to work right away

With bingos and runs, we worked off our buns
He forced us to toil night and day.

In August we rock, Gary gives us a talk
To get our engines in gear
A raffle we had, it's really quite sad
Depended on a cow's busy rear.

Diabetes for sure, is needing a cure
And that is the Cosmo club's goal
Casinos are rare, but they show that we care
We're really a club with a soul.

It's now been ten years, since the year '94
Eight charter members are here
Conventions we've seen, we're really quite keen
On getting awards every year.

We call it the good old Cosmo Club Club Club
Often we're found in the Pub
We have lots of fun, when the jobs are all done
So join us today and be one.

Cosmo Kids hold Fundraiser for Homeless People

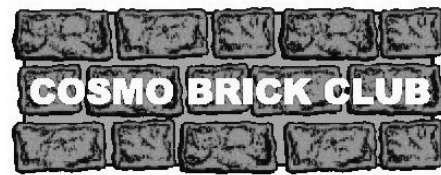


Pictured are Kayci Lineberger, Emily Torrey, Nikki Vanden Hull, Andie Johnson, Jena Johnson and Sammy Campbell.
Not pictured: Claire Gregory

With cold weather approaching, the three daughters of headquarters staff members, along with several friends, were looking for a way to help the homeless they saw around the Kansas City area. Together, they raised funds to purchase t-shirts and toiletry items and delivered them to the City Union Mission in December. A tour around the facility gave them a first-hand look at the challenges faced by the disadvantaged.

Cosmo Brick Club

Purchasing a brick to be placed in the brick courtyard at International Headquarters is a wonderful opportunity to honor your club president, federation governor and award recipients. Bricks have also been inscribed in memory of friends and loved ones.



To date, more than 325 engraved bricks have been placed in the courtyard of the historic turn-of-the-century headquarters building. To order your brick, please

send your \$100 US check to headquarters with your engraving and acknowledgment information. For more information, contact brenda@cosmopolitan.org.

Recent Courtyard Additions

In Honor of Tom Henke
Dedicated Jefferson City
Cosmo Member

In Memory of
Roland Macknak
Regina Capital Club

Williams Buckley
International President
1937-1938 *

In Memory of
Mary Lee Johnston
Columbia Breakfast Club

Don Landry
2004-2005 President
Regina Capital Club

J. Lew Garver
International President
1941-1946 *

In Memory of
Sandy Thompson
Grand Island Club

Edgar Young
International President
1928-1929 *

Gustave Utke
International President
1950-1951 *

* Donated by Del Oberst

Cosmopolitans Remembered

Charles "Chuck" Uram
1932 - 2004

The Rockford Cosmopolitan Club was saddened by the death of long time member Chuck Uram. Chuck was a gifted and committed fund raiser, credited for raising over \$6 million for various philanthropic organizations throughout his life. Chuck was a friend and mentor to many club members, and was presented with the Distinguished Award in 2004.

Chester "Bud" Hurdle
1930-2004

The Boulder Cosmopolitan Club will sponsor a camper this year at the American Diabetes Association camp in memory of Bud Hurdle, and the 2005 annual golf tournament has been named the "Bud Hurdle Memorial Golf Tourney."

In Memoriam

Documented from
November 15, 2004 to
March 1, 2005

Cornbelt Federation

Mary Coppola
Wife of Nunny Coppola
Omaha

Western Canada Federation

Edward "Ned" Dudley
Regina

Cecil Jamieson
Winnipeg

Dave Sawchuk
Winnipeg

Mid-States Federation

Charles Uram
Rockford

Mo-Kan Federation

Ronald Weckenborg
Jefferson City

At Large

Chester Hurdle
Boulder

Capital Federation

George Warner
Baltimore

Willis "Mickey" Gibbs
Hampton Roads

John "Jack" Carvil, Jr.
Norfolk

Southwestern Federation

Shuler Murphy
Tulsa

2005 Cosmopolitan International Convention Registration

Registrations accepted by **mail** to: Cosmopolitan International, P.O. Box 4588, Overland Park, KS 66204; by **fax** at 913.648.4630 or **online** at www.cosmopolitan.org

Cosmo(s)/Guest: _____
(Please print as preferred on name badge)

Club(s): _____

Mailing Address: _____
Street City Prov/State Postal/Zip Code

Daytime Phone Number: () _____ E-mail: _____

Children/Teen(s): _____
Name Age Name Age

Food Allergies/Restrictions: _____

Flight Information (if applicable) - Transportation provided by local Cosmos				
	Airline	Date	Time	Flight #
Arrival Information				
Departure Information				

Name Badge Ribbons:

- Past Int'l President Sponsor Life Member 1st Time Attendee Western Canada Host
 Beacon Member(s) Emerald Beacon Ruby Beacon Diamond Beacon
 CI Board Member CDF Board Member '04-'05 Club President '05-'06 Club President

COMPLETE PACKAGE – See schedule for details (includes all individual events listed below)

	Deadline for all Registration 7/13/05	Postmarked Before 6/11/05	Postmarked After 6/11/05	# Attending	Total \$
Cosmo		\$185	\$200	_____	_____
Guest		\$185	\$200	_____	_____
Youth (up to 18 years)		\$150	\$160	_____	_____

INDIVIDUAL EVENTS – For those attending only certain events, and not the entire convention

			# Attending	Total \$
7/20/05	Welcome Party	\$ 25	_____	_____
7/21/05	Opening Ceremonies Brunch	\$ 25	_____	_____
7/22/05	Beacons Brunch	\$ 25	_____	_____
7/22/05	Wascana Lake Picnic	\$ 25	_____	_____
7/22/05	Casino Show Lounge	\$ 40	_____	_____
7/23/05	Awards Luncheon	\$ 25	_____	_____
7/23/05	President's Banquet and Dance	\$ 40	_____	_____
7/24/05	Continental Farewell Breakfast	\$ 10	_____	_____
	Delegate Fee (Meetings & Workshops)	\$ 30	_____	_____

OPTIONAL EVENTS – Not included in complete package

7/20/05	Regina City Tours	\$ 25	_____	_____
7/20/05	Art Prouty Memorial Golf Tournament	\$ 60	_____	_____

Complete Package(s) \$ _____ Enclosed is check # _____ Payable to Cosmo International
 Individual Event(s) \$ _____ or _____ MC _____ Visa Expires: ____/____
 Optional Event(s) \$ _____ Card # _____
Service Charge * \$ _____ Signature _____
TOTAL \$ _____

* A \$15 service charge will be added to each package paid by credit card. All amounts are in U.S. funds. Canadian Cosmos may indicate "U.S. Funds" on their personal checks.

2005 Cosmopolitan International Convention

Cosmo Program

Wednesday, July 20, 2005

8:00 am-12:00 pm	CDF Board Meeting
1:00 pm-4:00 pm	CI Board Meeting
1:00 pm-6:00 pm	Registration
4:30 pm-5:00 pm	Parent & Teen Meeting
5:00 pm-5:30 pm	First Timer Orientation
5:00 pm-6:30 pm	Past Int'l Pres. & Guest Reunion
7:00 pm-12:00 pm	Welcome Party

Thursday, July 21, 2005

7:00 am-8:00 am	Registration
8:00 am-10:00 pm	Opening Ceremonies Breakfast
10:00 am-12:00 pm	First Delegates Meeting Lunch on own
1:00 pm-6:00 pm	Golf Tournament Tours – City of Regina, RMCP or shopping (optional)
1:00 pm-5:00 pm	Awards Judging
5:00 pm-8:30 pm	Dinner with Host (see pg 19 for details)
8:30 pm-11:00 pm	Hospitality Room Open

Friday, July 22, 2005

7:00 am-8:00 am	Registration
8:30 am-9:30 am	Club Presidents Training
9:30 am-10:30 am	Diabetes Experts Panel
10:30 am-12:00 pm	Beacons Brunch
12:00 pm-1:30 am	"Seal the Deal" Mbrsp Workshop
2:00 pm-6:00 pm	Wascana Lake
6:00 pm-8:00 pm	Hospitality Room open
8:00 pm-11:00 pm	Rory Allen Show

Saturday, July 23, 2005

	Breakfast on own
9:00 am-11:00 am	2 nd Delegates Meeting
Noon-1:30 pm	Purple & Gold Awards Luncheon
2:00 pm-3:30 pm	2 nd CI Board Meeting
3:00 pm-5:00 pm	Hospitality Room open
6:00 pm-7:00 pm	Cocktail Reception
7:00 pm-9:30 pm	President's Banquet
9:30 pm-12:00 pm	Dance

Sunday, July 24, 2005

7:00 am – 9:00 am	Farewell Continental Breakfast
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Guest Program

Wednesday, July 20, 2005

1:00 pm-6:00 pm	Registration
4:30 pm-5:00 pm	Parent & Teen Meeting
5:00 pm-5:30 pm	First Timer Orientation
7:00 pm-12:00 pm	Welcome Party

Thursday, July 21, 2005

7:00 am-8:00 am	Registration
8:00 am-10:00 pm	Opening Ceremonies Breakfast
10 am-12:00 pm	Government House Lunch on own
1:00 pm-6:00 pm	Golf Tournament Tours – City of Regina, RMCP or shopping (optional)
1:00 pm-5:00 pm	Awards Judging
5:00 pm-8:30 pm	Dinner with Host (see pg 19 for details)
8:30 pm-11:00 pm	Hospitality Room Open

Friday, July 22, 2005

7:00 am-8:00 am	Registration
8:30 am-10:30 am	Free time
10:30 am-12:00 pm	Beacons Brunch
12:00 pm-2:00 pm	Free time
2:00 pm-6:00 pm	Wascana Lake
6:00 pm-8:00 pm	Hospitality Room open
8:00 pm-11:00 pm	Rory Allen Show

Saturday, July 23, 2005

	Breakfast on own
9:00 am-10:00 am	Yoga class
Noon-1:30 pm	Purple & Gold Awards Luncheon
3:00 pm-5:00 pm	Hospitality Room open
6:00 pm-7:00 pm	Cocktail Reception
7:00 pm-9:30 pm	President's Banquet
9:30 pm-12:00 pm	Dance

Sunday, July 24, 2005

7:00 am – 9:00 am	Farewell Continental Breakfast
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General Information

GST Refund: Non-resident visitors to Canada are eligible for a refund on GST paid on the hotel accommodations, tour packages, and/or goods exported out of Canada. Visit www.canadiantaxrefund.com for details and application form.

Hotel Surcharge: Costs for meeting rooms are dependent on the number of rooms credited to CI during the convention. Convention attendees staying at other facilities may be accessed a \$150.00 surcharge.

Dress: Casual and comfortable is suitable for most day and evening events. The Awards Luncheon is business casual. Cocktail attire is appropriate for the President's Banquet.

Cancellations: Cancellation requests received after 6/1/05 but before 7/1/05 are subject to a cancellation fee of 25%. Requests received on or after 7/1/05 but before 7/15/05 are subject to a cancellation fee of 50%. Requests received on or after 7/15/05 will be considered after the final convention accounting.

Dinner with Hosts: Guest are invited to spend the evening with local Cosmos either as a guest at the member's home or at a local restaurant (each pays own).

Airport Transportation: As the hotel does not offer shuttle service to the airport, local Cosmos have offered transportation for arrivals and departures. Please be sure to include your travel information on the registration form.

Youth Program

Wednesday, July 20, 2005

4:30 pm-5:00 pm	Parent & Teen Meeting
6:00 pm-11:00 pm	Teen Welcome Party

Thursday, July 21, 2005

8:00 am-10:00 am	Pancake Breakfast
10:00 am-12:00 pm	Travelodge Pool
12:00 pm-1:00 pm	Lunch
1:00 pm-5:00 pm	Laser Quest
5:00 pm-6:00 pm	Dinner (McDonalds)
6:00 pm-9:00 pm	Science Centre/Imax Theatre

Friday, July 22, 2005

9:00 am-10:30 am	Breakfast (McDonalds)
10:30 am-1:30 pm	Maxwells Amusement Park
2:00 pm-6:00 pm	Wascana Lake
6:30 pm-7:00 pm	Dinner (Western Pizza)
7:00 pm-10:00 pm	Movie Night

Saturday, July 23, 2005

9:00 am-11:00 am	Waterslides (Travelodge)
11:30 am-12:30 pm	Ruckers
1:00 pm-6:00 pm	Mall/Movie
6:00 pm-7:00 pm	Dinner (TBA)
7:00 pm-9:00 pm	Teen hospitality room
9:30 pm-12:00 am	Dance w/ adults

Sunday, July 24, 2005

7:00 am-9:00 am	Farewell Continental Breakfast
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Hotel Registration

Must be received at hotel by
June 20, 2005

Regina Travelodge Hotel
306.586.3443
www.travelodgeregina.com

Room Rate: \$96 CDN (Double Occupancy)
\$10 CDN each additional guest
18 and under – free

These rates will be honored for days preceding or following the reserved dates. Additional charge for pool-side rooms.

Room Tax: 14% GST and PST

Check In: 3:00 p.m.

Check Out: 11:00 a.m.

Room Guarantee: One night pre-paid or credit card

Amenities: Travelodge Hotel is home to "Aquaworld", an indoor water park complex featuring a swimming pool, slide pool, whirlpool, 40-person hot tub and a 252 ft. indoor waterslide. Poolside rooms available for additional charge. The hotel also offers a full-service family restaurant on-site. Each of the 200 finely appointed guestrooms feature:

- double-queen or king beds
- voice mail/data ports/high speed internet
- complimentary in-room coffee and tea, hairdryer, iron and ironing board and mini fridge
- complimentary ground level parking, room service, free local calls and long distance access

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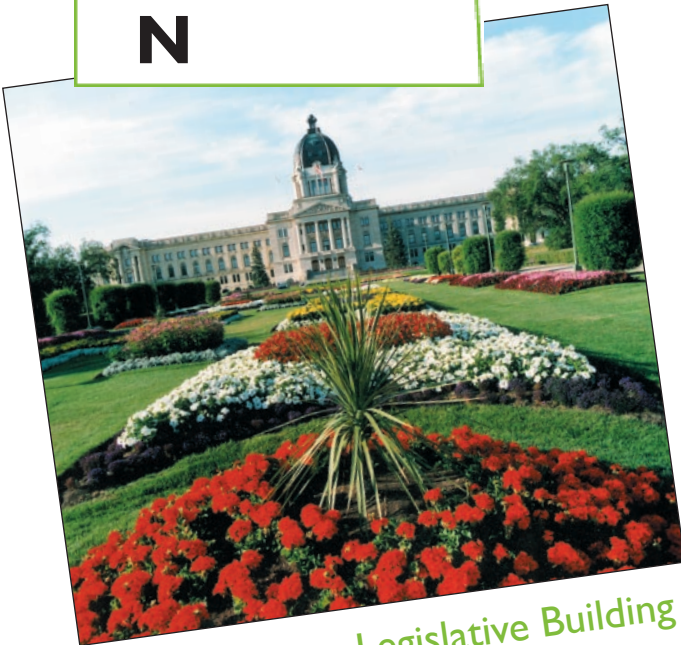
Hard to Spell, But Easy to Draw



Wascana Park



*Regina
a*



Saskatchewan Legislative Building



Royal Canadian Mounted Police

**Renewing old friendships, swimming, golf, training workshops,
museums, casinos, making new friends . . . Regina 2005!**

Photos courtesy of Tourism Regina