2012 International Convention

Calgary, AB
July 25 - 28
Do you have a dream? If you could peek into the future of Cosmopolitan International, what would you want it to look like? We most likely all have various ideas on that, but one thing is for sure, we would all agree on a larger membership. The strength of Cosmopolitan lies in its membership—the lifeblood of our organization, providing the passion, leadership, and hard work needed to fulfill Cosmopolitan’s mission.

In this issue you will find most of the Board articles are focused on membership. President Phil has set a goal for every Club. Certainly, nothing hard there, just requires ACTION. Brian reminds us we are all on the Cosmo Team. As a team member, we are accountable to each other. You may not be the one who invites a lot of people to Club, but you still have a role. There are many ways you can help your Club build its membership. Maybe you are the one in charge of booking the location for a membership event, etc. Whatever it is, your role on the team is important. Gary is working hard on the membership strategic plan section, and I provide you with ideas on how to become more noticeable in the community. We are rebuilding Cosmopolitan together...as a team. Let’s go out and not only win one for Cosmopolitan; let’s go out and be successful because of pride in what our organization stands for — and because we want to send a message to the people with diabetes and our communities that we’re definitely in the game — to win!
Here it is Spring already and the trees and grass are starting to green up here in Overland Park. With the very mild Winter we have had at Headquarters, the bushes and flowers have been trying to come out several times since going into Fall hibernation. It won’t be long before we are making final plans for Federation and International Conventions.

In this issue you will find the first notification of the International Convention that is planned in Calgary, AB., Canada, coming this July 25-28, 2012. Take a look and make your plans to attend. For the US Cosmo’s, this convention is a significant travel distance and no doubt a significant overall expense, but I want to give you some background information that may make it the place to vacation this year with your family.

Calgary is a beautiful city located just to the east of the Rocky Mountains. It is much like a Denver, in that the city is not in the mountains, but you are in their shadow. Calgary has hosted the Winter Olympics and is the host city for Calgary Stampede just prior to our arrival and is billed as the greatest outdoor show on earth. This annual event attracts over 1 Million visitors to the city. We can’t compete with that type of show, but we can certainly leave our mark. When you make your plans to attend Cosmo’s Convention, please do not miss the opportunity of a lifetime to visit the Canadian part of the Rockies. The Colorado and Montana Rockies are beautiful, but those areas really don’t compare to the Canadian version. I will provide more information about what to see and do in the Summer issue.

Here at Headquarters we are keeping busy, but wish we were busier with new members and less dropped members. Each of us should see if there isn’t another person to invite to join our group. I know there is someone that could be on everyone’s list.

I want to reiterate to all Cosmo’s that HQ is here to help in any way we can to keep your club on track. Although we are not in the office every day, we are readily available. Call us anytime M-F or email us at your leisure. But don’t be surprised if I answer the phone at night and on weekends, because I do. And it’s not an imposition. I want to be a source of information and encouragement, and whenever I am out of the office the phones are directed to my cell. That includes running to the bank, post office or doing errands. And that also means I get calls or return calls while on vacation, visiting Clubs and Federations and even at night while with family or friends. And as mentioned, email is available at all times. So don’t hesitate to call or email. If you are coming to Headquarters, make sure to call to set an appointment. With a two person office and the tasks at hand, I want to make sure that we can meet.
A Call to Action

Goals for every club:
1. Replace every lost Cosmo and
2. Recruit a new member for Growth

In the fall 2011 issue of the COSMOTopics I mapped out 4 sections and 20 subsections of the Strategic Plan that your officers and governors have been developing. President-Elect Brian Duckett (brian@cosmopolitan.org) is leading up the section on “Enhancing Cosmopolitan International Marketing Plan”; Governor James Behrens (jbehrens4@verizon.net) is leading the section on “Ensuing Organizational Growth”; Vice President of Membership Gary Bartlett (gary@cosmopolitan.org) is leading the section on “Pursuing a Membership Development Program”; and Past International President Richard Greer (rgreer@sasktel.net) is leading the section on “Revitalizing International Convention”.

All Cosmopolitan members have been invited to join in this process. If you missed signing up and would like to contribute, e-mail the officer or governor in charge of the section you are interested in and see if there is any areas that have not been completed that could use your help. If you cannot locate your last issue of Cosmo Topics, you can find it on the website.

Speaking of help, I sure could use the help of every Cosmopolitan member out there. It is the kind of help that each of you is capable of providing. What do I need you to say? I just need for each of you to get me one new member. I know, it seems that every year International is pushing for an increase in membership. But I’m afraid that call has not been aggressively acted upon by a good part of our membership. This fact is pointed out by the decrease in our membership over the last two and a half years. From June 2009 through December 2011, our membership has declined from 2,024 to 1,838. This is close to a 10% decline in membership. If these were economic members we would be in a recession. What we must do now is to act to prevent this from becoming a depression!

Our membership numbers are composed of two sides: NEW members and DROPPED members. New members are the exciting side of membership. A new member brings us fresh ideas, energy and the lifeline that will allow our clubs, our work, and our goals to continue. Dropped members are our failure. Many of which cannot be avoided, but there are those where we just did not get the member involved or push their “hot” buttons to keep them involved.

I am not going to set grand goals here that are abstract and impossible to achieve. However, I would request that each and every club immediately set the following two goals:

1. For every member that has dropped from our roster since July 1, 2011, our club will actively recruit until we have found a replacement.
2. For every ten members on our club’s roster, we will actively recruit one new member for growth.

These are not impossible goals. Some of you are well on the way to achieving the first goal. If your club has lost 5 members and has inducted 3 new members, you are over half way to completing the first goal. Some of you are a little behind the eight ball. If you need a little help in recruiting, read Sheila’s article for some great ideas in finding new members. You might get 50 “no’s” but keep asking. Invite them to whatever you are doing in Cosmopolitan and offer to pick them up for your particular event! If not this event then offer for another event. Follow up, follow up, follow up!
Now that I have your attention, this is an interesting question. When you first read the question it might shock you. But then it makes you think about what it means. I’m not going to sugarcoat this, but it means exactly what the words are saying. We, as an organization, are “Slip, Sliding Away”!

Let’s stop for a minute and reflect on a few things. Are we successful in our communities getting our name out? In some communities where we have Clubs, it is a resounding YES. But in others much more work needs to be done. Are we having FUN as Cosmos? I think most Cosmos have fun doing the work that they do as Club members, officers, and project volunteers. Are we successful increasing membership numbers? NO!!! Unfortunately, this is where we are “slipping”!!! Yes, we have a lot of Clubs that hold Membership Drives/Events once or twice a year or they open their Club meetings to hosting prospective members, but not all Clubs do this and it shows in our membership statistics. If every Club would commit to a Membership Drive/Event, it would be a major contribution to CI as a whole. The Clubs that are actively involved in getting new members show it through the number of new members they add to our roles.

In the last fiscal year, we had a total increase in membership of 194 new members, but we ended the year at a -69 net loss in membership. That’s because we couldn’t retain the 263 members that left our fine organization. There are many reasons members leave and in reality, no matter how hard you try, you can’t keep everyone. In this fiscal year alone, we are showing another significant loss in membership. Part of this is the loss of some Clubs who closed their doors, but those Clubs are generally low in membership. It is a shame to lose a Club that at one time was thriving.

When I look at Cosmopolitan International, I see a team that when one of its players is struggling, the rest of the team works harder to overcome the situation. We have a few team members who are struggling, especially in membership numbers, who need the help of the rest of the team to regain their strength. A team is only as strong as its weakest player. In Cosmopolitan International, each player on our team is the individual Club. I would like every Club to make a commitment to the entire team to try over the next 5 months to set increasing membership as their priority so that by the end of June, we could be in positive membership numbers. “TEAMWORK” in any organization has proven to be more successful than individual work. We have to band together to make Cosmopolitan International the GREATEST TEAM to join. If we don’t stop our slipping, we will SLIDE away as an organization for good!! Every Club, as a Cosmopolitan team member, has a vested interest in ensuring that Cosmopolitan International remains strong and survives as an organization. So start looking for those prospective members and getting them signed up!

If we don’t quit slipping, we will slide away.
Cosmo dues are our main source of income and as you know it takes money to run a business. Even though we are a service club committed to service to others, we have to be aware that there are expenses that need to be met, especially if we are to remain a viable entity. With that in mind we will be taking a hard look at those finances.

In trying to look at this as a business, we need income along with controlling our expenses. I have been able to do some informal checking with other organizations and their expenses. Ours has done a very good job controlling what we are spending our money on. Actually it is quite a bit on the low side.

The best way to remedy this problem is with membership. When each of you joined Cosmopolitan you more than likely were asked to join. You probably joined to do your friend a favor, or like me, started a job where you needed to meet people. But since you’ve been a member you’ve had the chance to meet new people and make new friends that have had an effect on your life just as you’ve had on theirs. To the point that even if you changed jobs you will stay a member because of that fact.

Yes, we as an organization need the income new members bring and this is important. But more important is the opportunity you’ve had to meet new people and make friends. With that in mind any help you can give your organization by giving others the opportunity you’ve had would be greatly appreciated by everyone.

Remember if a Cosmo is a friend; make a friend a Cosmo.
Here we are with another quarterly article for the Topics Magazine. Since our last visit, Cosmopolitan International has had its ups and downs in membership. We had hit a low of -70, we worked our way back up from that a little by adding about 20, and as of the end of December we are back down to a -71. We are strongly looking at being down by 100 members in the very near future. These statistics stink!

Every member of Cosmopolitan International needs to heed the warnings of these numbers, and immediately start recruiting new members. Do not wait for a membership meeting, start bringing prospects to meetings now! Do not wait for someone to ask you about Cosmo, start telling them about Cosmo now! Do not be afraid to move Cosmo forward, because if you don’t make this move now, we will always be in the same place! So from my perspective, if every Cosmo member “Says It, Shouts It, and Believes It”, we will make it happen!

Our membership portion of the strategic plan is starting to come together. The committees I have been working with are putting plans together to help clubs in these areas:

1. New Member Welcome Program
2. Sponsor/Mentor Program for New Members
3. Effective Exit Interview Program
4. Educational Webinar program
5. Membership Development program

We are well on our way. We will be continuing to work on the listed projects as well as a variety of others. So, all in all, our committees are working hard to make sure we have some viable options for all the clubs to use in the future to help recruit, train, and keep new members. Now it’s up to all our members to get going and start doing some serious recruiting.

Just to give you an idea as to how simple the task really is to get started on, I recently sent out e-mails to people I know in other cities in Kansas, Texas, North Dakota, and California extolling the benefits and good deeds of Cosmopolitan International and asking them to consider building a new club in their town. To date I have had inquiries from three places in Kansas, and one in California. I am still hoping to hear back from the Texas group in the near future. I have recently been asked for more detail on Cosmo from one contact in Kansas and one in California. Just so you all are aware, I do understand that I may not get any new members from any of these contacts (I did get a rejection from North Dakota), but I also know that if I had not asked, I could guarantee that I would not get any new members. So the key to all of this rambling is to make sure you are all out there talking about Cosmo, and asking folks to join. So come on Cosmos! Join in the effort and get started recruiting with a purpose. As I had stated in the fall article, if every club got 3.5 (4 would be better) members, we would grow by 250 members and become self-sufficient budgetarily. This would be a huge positive step in the right direction.
Hanging on Their Home Turf

“Our local club is just fine the way it is. We don’t need to add any new members, and besides all the new members want to do is change the way we do things. We don’t need to fix anything.”

Ah, yes, status quo can be good...sometimes. But what you may not realize is that new members can help you better serve your community by bringing energy, fresh ideas, and even experience to the table. They bring new blood to create new thought processes.

I know it’s hard for some of us that have been around awhile to change the way we have always done things … but aren’t you glad someone didn’t stifle your ideas back in the day? Times change and, yes, there is always a need to maintain some basic principles but as with any business or organization, things need to move forward in order to improve.

So how do we move forward with finding members? I know, I know…fill out the Great People Who Should be Cosmos form (on website under Resources/Brochures & Forms), invite your relatives, neighbors, friends, and coworkers. But what happens if you have exhausted this list? People are obviously not knocking down our doors to join us. So it’s time we are proactive and go out to where the people are. In a sense, go hang on their home turf. It’s up to you as a club to be seen in your community. Consider the types of members you hope to attract. What groups are they already a part of? What role in the community do they currently occupy? Create a gameplan to take a more active role in those spaces. People will notice.

There are people out there willing to join us as long as we’re willing to join them first. Go out and be visible! Why be the best kept secret in town?

• Consider sponsoring a booth at a local health fair.
• When you are finished reading your current COSMOTopics magazine, consider donating it to a local clinic or doctor’s office.
• Contact your Chamber of Commerce and put your Club brochure or promotional item in the “Welcome to the Community” packet for new residents to receive.
• Join your local Chamber of Commerce. These are generally the movers and shakers in the community and what better place to get your name out there than to this group of people.
• Send in news/press releases to your local newspapers or publications. They may not print everything, but if you continue to send in, they eventually will give you some type of coverage.
• Be the guest speaker at other organizations in your community or community events. Explain how your Cosmopolitan Club has helped out in the community.
• Have a fundraising event at a restaurant where a certain amount of the nights’ profits (maybe 10-20%) will go to the organization. Most of the time restaurants are open to having you work at the event as well.
• Watch the business section in local newspapers for articles about a person who has a special appointment/achievement or a new business opening. Send them a congrats card and invite them to a meeting offering to pay their meal as a congratulations. Especially with new business owners, these people are looking to build their business so what better way for them to do that than join a service club. They could even be a guest speaker at your Club.

It’s up to you as a club to be seen in your community.
CDF’s Role

Fellow Cosmos. It’s hard to believe, our Cosmo year is heading towards the final quarter. With the year ending comes a few key Cosmopolitan Diabetes Foundation activities:

- Grant Applications
- Collection of Cosmo Contributions at the convention
- Distribution of Grants awarded at Convention

Before getting to these CDF functions, let us back up a little and understand the role of the CDF and how these functions assist our organization.

The CDF’s role is to support the goals of Cosmopolitan International in its effort to support organizations that address education, treatment and a cure of diabetes.

To accomplish this role, the CDF provides financial support directly to:

- Cosmopolitan recognized diabetic programs (Health Care access, CDC, Streitz). CDF funds to these diabetic causes have totaled to $172,300 in the past 4 years
- Cosmopolitan International in the educational efforts of our membership (assistance with marketing efforts, software purchases i.e. items that help educate our members in the fight against diabetes). These dollars have totaled to $34,500 from 2009 through 2011.

So, where do the funds the CDF distributes annually come from? They all come from our fellow philanthropic Cosmopolitans who have been making contributions to the CDF for the last 30+ years!

30+ years ago, a few long-term thinking Cosmos set up two really good avenues for our fellow members to support Cosmopolitan International:

1. The establishment of the Beacons Fund where all contributions to the fund are invested, the principal never touched, and annual income could be used for various diabetic causes including support of Cosmopolitan International – all funds distributed in the form of grants.

2. The Discovery Fund where any Cosmopolitan could contribute their donations to the CDF knowing that every dollar given would be distributed at the end of the fiscal year to worthy diabetic causes- again, in the form of Grants.

Because of the foresight of these Cosmos:

- The Beacons Fund is now well over $1,000,000 in value generating thousands of dollars annually,
- The Discovery fund has had tens of thousands of dollars flow through it to numerous worthy diabetic causes.

So, now let’s go back to the top of the article and the three CDF functions noted above: as we come to the end of the year and convention time, historically, this is the time when Cosmos are most philanthropic in their support of our diabetic causes and use the CDF as a tool to distribute the funds raised at the individual, club and federation levels. At convention, Cosmopolitan members & clubs will bring their funds raised throughout the year and give them to the CDF to be distributed according to their wishes.

Because Cosmo philanthropy has become so well-known, numerous diabetic related organizations know to apply for annual CDF grants. This year will be no different as the CDF will begin to receive grant requests in the near future all the way through to shortly before convention time.

So, how do you make a contribution to the CDF if this is your or your club’s first time in doing so? It’s pretty easy. At last year’s convention, we gave an example of how a check should be written when given to the CDF (By the way, we’re still waiting for this check to clear).

It’s incredibly simple- make the check out to the “Cosmopolitan Diabetes Foundation,” note the cause or fund you wish to support, and we will take it from there. Once we receive your donation, our accounting firm, DBS Accounting, will acknowledge your gift to the CDF, a 501C3 charity, so you can take advantage of the tax deduction.

One last point: The Cosmopolitan Diabetes Foundation is the charitable arm of Cosmopolitan International created as a tool to assist you, your club’s and Cosmopolitan International’s efforts to fight diabetes. Without Cosmopolitan members and Cosmopolitan International, there would be no CDF. If you ever have questions or suggestions as to how we can improve our efforts on your behalf, please contact us. Like you, we wish to see this horrible disease eliminated and we are here to work with all Cosmopolitans in this cause.
Recently, the food pyramid we were all used to but could rarely remember received a redesign. It is now a plate and much easier to picture when you are filling your plate. So how much is a serving anyway? Here are some good methods to keep portion sizes in check by comparing them to familiar standard objects.

- ¼ cup = size of 1 egg in a shell
- ½ cup = lightbulb
- 1 cup = baseball or your fist
- 1 oz or 2 tbps = golf ball
- 1 oz of meat or cheese = thumb (tip to base)
- 1 to 2 oz of nuts, pretzels, raisins = the cup of your hand
- 1 tsp = fingertip (tip to first joint)
- 1 tbsp = poker chip or your thumb (tip to first joint)
- 1 slice of bread = cassette tape
- 3 oz chicken or meat = deck of cards or your palm minus your fingers
- 3 oz muffin or biscuit = hockey puck
- 1 bagel = size of a compact disc
- 1 medium potato = computer mouse
Top Clubs
Net Member Increase through January 31, 2012

- Rockford: 18
- Lawrence River City: 7
- Belvidere: 6
- Emerald City: 6
- Rapid City: 6
- Roanoke: 5
- Greater Richmond: 4
- Elizabeth City: 4
- Regina: 4

Top Clubs
Total Members through January 31, 2012

- Rockford: 166
- Rapid City: 97
- Columbia Luncheon: 84
- Lawrence River City: 76
- Omaha I-80: 64
- Sioux Falls Noon: 59
- Jefferson City: 50
- Fremont: 50
- Lawrence Breakfast: 50
- Elgin: 48

Federation Honor Roll
Net Increases through January 31, 2012

- Southwestern +1

Club Honor Roll
Net Increases through January 31, 2012

- Emerald City (4)
- Elizabeth City (3)
- Fremont (3)
- Greater Richmond (3)
- Regina (3)
- Lawrence Breakfast (2)
- Omaha West (2)
- Roanoke (2)
- Topeka (2)
Aurora Cosmo Club Celebrated Volunteerism, Good Works
by Kenlyn Nash-Demeter

Our new member event called “Celebration of Appreciation” recognized area residents whose profession, interest, or volunteerism benefits the community. The event helped bring awareness to Cosmopolitan in the Aurora area. Included were police and firefighters, city officials, including the mayor and his wife, medical professionals, educators, social service providers, chamber of commerce and others. Just plain folks committed, involved, and serving. A critique from one observer, “you would never know so many were doing so much. If nightly news covered these wonderful acts of kindness and caring, the world would not be so sad.”

Our guest speaker was Emily Laughead, an eighth grade diabetic honor student. She, with the help of her parents, have raised over $40,000 that has been donated to research. She tries to raise at least $5,000 a year. “Diabetes is horrible, Amy said, “You just try to take a bad thing and put a positive spin on it.”

Culminating our charity raffle for cash, the winners were drawn by Bridget and Hannah. These grade school age diabetics were the recipients of diabetic camp scholarships given by the Aurora club. These young girls are also honor students involved in many activities. They shared their camp experiences, and expressed their gratitude. Every winner of cash shared a portion or all of their winnings with the Club. The result was $2,000 in proceeds for the Club. Diabetic Camp Scholarships will be awarded again this year. Contacts are made through local schools and newspapers.
Sioux Falls Clubs Walk to Cure Diabetes
By Lanny Auringer and Paula Gruenhagen

The Juvenile Diabetes Research Foundation ‘Walk to Cure Diabetes’ was held January 28th, 2012 and was well represented by our Sioux Falls Cosmopolitan Noon and Evening Clubs. We had more than 25 walkers and raised over $1,200 for JDRF! We also had a vendor’s booth where we met thousands of people and had the opportunity to spread the word about our Cosmopolitan Clubs by handing out our new Cosmopolitan Brochures, Pens, Pencils, Coloring Books, and stickers of our ‘Amazing Penguin Mascot’. It is a special honor for our Sioux Falls Cosmopolitan Clubs to continue building a valuable relationship with JDRF and was incredible to see an entire community come together for a single goal: to improve the lives of every person affected by Type 1 diabetes (T1D) by accelerating progress on the most promising opportunities for curing, better treating, and preventing T1D. The JDRF Walks are fun and family friendly, featuring plenty of entertainment, food, and kid’s activities. Over $250,000 has been raised to date! Our Cosmopolitan Club’s commitment and dedication allows JDRF to make a difference every day in the lives of those affected by type 1 diabetes.

Jefferson City Club Donates $59,300 to Special Learning Center
By Jane Holtsman

The Jefferson City Cosmopolitan Club successfully completed the 17th Annual Tom Henke Charity Golf Classic event in October. Activities for this event include an evening banquet on Sunday night with silent and live auctions, and a golf tournament on Monday. This year, we served approximately 450 at the banquet and had 28 golf teams.

Tom Henke, former St. Louis Cardinals relief pitcher and a Jefferson City Cosmo member, brings in sports celebrities, and each golf team gets one celebrity to golf with their team. Planning for this annual event begins every year immediately following the tournament, and we are already planning for the 2012 fundraiser. With this being the signature fundraising event for our club, we have donated nearly $710,000 to the Special Learning Center in Jefferson City, which provides classroom instruction and therapy services to children with special developmental needs. Our club also retains a portion of the proceeds each year, and we have raised nearly $250,000 for diabetes education and research over the past 17 years.

On December 15, 2011, the Jefferson City club presented a check to the Special Learning Center in the amount of $59,300 from this year’s tournament – the highest amount ever raised! Our club was able to retain $19,700 from the event. We had another successful year for auction proceeds, even with the down economy. It is a heartwarming experience to see the smiles on the faces of these special children, and our club has helped enable the Special Learning Center to nearly double their building size and increase their capacity over the 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!
Categories of Recognized Programs

An application has been prepared to facilitate listing these programs. Applications can be submitted by individual clubs or federations. Once an application is reviewed and accepted as complete, the proposed center/program will be appropriately listed. Applications are available from CI headquarters and is also a downloadable form from www.cosmopolitan.org under Resources, Club and Federation Info.

<table>
<thead>
<tr>
<th>Major Cosmopolitan Diabetes Center/Program</th>
<th>Major Cosmopolitan Community Center/Program</th>
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<tbody>
<tr>
<td>• Primary focus must be diabetes related</td>
<td>• Primary focus is non-diabetes related</td>
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<td>• A minimum of $25,000 over two (2) years or $50,000 over five (5) years to a single diabetes oriented entity</td>
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**EASTERN VIRGINIA MEDICAL SCHOOL, STRELITZ DIABETES CENTER**
855 Brambleton Avenue, Norfolk, VA 23510
B 757.446.5909
Jerry L. Nadler, M.D., FACP, Director

**COSMOPOLITAN DIABETES CENTER UNIVERSITY OF MISSOURI-COLUMBIA**
One Hospital Drive, Columbia, MO 65212
B 573.882.2273
Elaine Rehmer, Administrator
rehmerf@health.missouri.edu

**THE COSMOPOLITAN FUND FOR CHILDREN VALERIE MILLAR ENDOWMENT FUND**
PO Box 394, Sioux Falls, SD 57101-0394
B 605.333.7315
Dr. Laura Davis Keppen, M.D.

**CRUSADER CLINIC/COSMOPOLITAN DIABETES PROGRAM**
1200 West State Street, Rockford, IL 61012-2112
B 815.490.1600
Gordon Eggers, Jr., President and CEO

**CORNELT DIABETES CONNECTION, INC.**
4816 Royal Ct., Sioux City IA 51104
H 712.239.2308, C 712-259-5689
jfkwalker@aol.com
Jim Walker, Chair

**HEALTH CARE ACCESS - COSMOPOLITAN DIABETES PROGRAM**
330 Maine St., Lawrence, KS 66044
B 785.841.5760
Nikki King, Executive Director

**Cosmopolitan Supported Diabetes Program**
(not to be confused with the Major Cosmopolitan Supported).

**ELGIN COSMOPOLITAN CLUB DIABETES EMERGENCY RESCUE FUND**
Social Service Department, Sherman Hospital
934 Center Street,
Elgin, IL 60120
B 847.742.9800

**SETBAID SERVICES’ DIABETES CAMPS FOR CHILDREN & TEENS WITH DIABETES**
PO Box 196, Winfield, PA 17889-0196
B 570.524.9090 or 866.SETBAID
Mark Moyer, MBA, MHA, Executive Director
www.setbaidservices.org
info@setbaidservices.org

**DIABETES INCORPORATED**
12955 Bogus Jim Road
Rapid City, SD 57701
Deanna Smith, Executive Director
605-341-1273

**PROVENA MERCY MEDICAL CENTER**
Center For Diabetes Wellness
1325 N. Highland Avenue
(new address)
Aurora, IL 60506
Rita Smith, RN, MSN, CDE
630-801-2675

**RAPID CITY REGIONAL MEDICAL CLINIC - ENDOCRINOLOGY AND DIABETES EDUCATION**
640 Hermann Street
Rapid City SD 57701
Dr. Thomas Repas
605-718-3300
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, nearly 500 engraved bricks have been placed in the courtyard of the historic turn-of-the-century headquarters buildings.

**BRICK CLUB SPRING 2012**

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<tr>
<th>In Memory of John Scanlan Lawrence Cosmo 55 Years</th>
<th>In Memory of the 1980 int’l Cosmo of the Year – Raymond Draube</th>
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<tr>
<td>In Memory of Richard Witt – Member of the Fargo-Moorhead Club</td>
<td>Harry &amp; Wilma Gentry Past Presidents Columbia Luncheon Club</td>
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<tr>
<td>In Memory of Keith R Jobes GI Cosmopolitan Club</td>
<td>Rick Swansbro 2011 Cosmo International President of the Year</td>
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<tr>
<td>Stephen Pease Columbia Luncheon Club President 2010-2011</td>
<td>Phillip F Hanson Columbia Luncheon Club President 2009-2010</td>
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</table>

To order your brick, please send your $100 US check to headquarters with your engraving and acknowledgement info.

**ENGRAVING INFORMATION**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Street:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City:</td>
<td>State/Prov:</td>
</tr>
<tr>
<td>Phone:</td>
<td>Fax:</td>
</tr>
</tbody>
</table>

Cosmopolitan lost two Past International President’s since the last CosmoTopics Publication. Manuel DeBusk, who served us in 1962-63, passed away in October at his home in Van, Texas and Louis Hoffman, who served us in 1997-98, passed away in October as well in Wisconsin.

Mr. DeBusk was our oldest living President at his death. His legacy with Cosmopolitan was one of spurring membership growth. He has a simple plan: Always ask the best people to be members, have a service project in the works at all times, insure your fundraising efforts have the support of the club and have an active Cosmo Pals program as the wives add a great deal of energy to the Club. A different time, but still important words to live by.

Louis “Lou” Hoffman had been in failing health recently but is remembered as a vibrant and active President. He was truly committed to the fight against diabetes. During his year, Cosmopolitan completed our pledge to the Cosmopolitan Fund for Children and the Valerie Millar outreach project. A commitment that we can all still be proud of today.
Site of the 2012 Cosmopolitan International Convention

Calgary is a destination like no other: a mix of dynamic big-city energy, cheerful western hospitality and wondrous natural beauty.

An urban centre surrounded on all sides by scenic Canadian vistas, Calgary’s diversity as a travel destination is its greatest strength. Wine, dine and take in the ballet, or rough it at a guest ranch in the foothills of the Rocky Mountains.

Or do all of that and more...in the same weekend.

Heritage Park Historical Village

All year long you’re invited to explore Heritage Town Square, which includes restaurants, shopping and the world-class Gasoline Alley Museum. Discover how the introduction of the automobile changed our culture.
Welcome to BEST WESTERN Village Park Inn!

Discover this full-service Calgary hotel offering underground parking, high-speed Internet and convenient location in the heart of Calgary.

The BEST WESTERN Village Park Inn takes great pride in offering attentive customer care to every guest traveling to Calgary for business or leisure. Hotel guests will find this the perfect location situated right off Highway 1 (Trans Canada) and the Calgary Light Rail System. The University of Calgary and McMahon Stadium are within walking distance from the hotel. World-renowned Children’s Hospital and the Foothills Hospital are nearby. Business travelers will be near many corporate locations including the Garrison Business Park.

For guests looking for things to do in Calgary, the hotel offers access to the Calgary Zoo, Calgary Stampede and Banff National Park.

Each stylish and spaciously-appointed guest room features cable satellite television and high-speed Internet access. Enhanced amenities include an on-site restaurant and cocktail lounge, indoor swimming pool, executive club floor with VIP services and underground heated parking.

1804 Crowchild Traill NW, Calgary, Alberta, T2M 3Y7, CA
Phone: 403-289-0241
Fax: 403-289-4645
Toll Free Reservations: 888-774-7716

Rates: Standard Queen or Two Queens  119.99 CDN
Check in 3:00 p.m.  Check out 11:00 a.m.
Reservations must be received no later than June 24, 2012

Seasonally, from May until October, step back in time to our lively Historical Village. Meet friendly pioneers, ride our authentic steam train, enjoy the antique midway and immerse yourself in the old west.

Heritage Park has numerous special events running throughout the year, both indoor and out. From Heritage Day in August to Once Upon A Christmas in November and December, there is something for everyone.

Your optional reservation fee will include entry to both the Historic Village and Gasoline Alley Museum, bus transportation and lunch at the Village. What a deal!
# 2012 Cosmopolitan International Convention Schedule

<table>
<thead>
<tr>
<th><strong>Cosmo</strong></th>
<th><strong>Guest</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Wednesday, July 25, 2012</strong></td>
<td><strong>Wednesday, July 25, 2012</strong></td>
</tr>
<tr>
<td>1st CI Board Meeting</td>
<td>Convention Registration</td>
</tr>
<tr>
<td>1st CDF Board Meeting</td>
<td>First Time Attendee Orientation</td>
</tr>
<tr>
<td>Convention Registration</td>
<td>Welcome Party</td>
</tr>
<tr>
<td>First Time Attendee Orientation</td>
<td>Hospitality Room</td>
</tr>
<tr>
<td>Past International President’s Reception</td>
<td></td>
</tr>
<tr>
<td>Welcome Party</td>
<td></td>
</tr>
<tr>
<td>Hospitality Room</td>
<td></td>
</tr>
<tr>
<td><strong>Thursday, July 26, 2012</strong></td>
<td><strong>Thursday, July 26, 2012</strong></td>
</tr>
<tr>
<td>Convention Registration</td>
<td>Convention Registration</td>
</tr>
<tr>
<td>Opening Ceremonies</td>
<td>Opening Ceremonies</td>
</tr>
<tr>
<td>First Delegates Meeting</td>
<td>Guest Event</td>
</tr>
<tr>
<td>Lunch on your own</td>
<td>Lunch on your own</td>
</tr>
<tr>
<td>Golf Tournament</td>
<td>Golf Tournament</td>
</tr>
<tr>
<td>Free Time to Explore Calgary</td>
<td>Free Time to Explore Calgary</td>
</tr>
<tr>
<td>International Awards Judging</td>
<td>Dinner on your own</td>
</tr>
<tr>
<td>Dinner on your own</td>
<td>Hospitality Room</td>
</tr>
<tr>
<td>Hospitality Room</td>
<td></td>
</tr>
<tr>
<td><strong>Friday, July 27, 2012</strong></td>
<td><strong>Friday, July 27, 2012</strong></td>
</tr>
<tr>
<td>CDF &amp; CFC Donations Breakfast</td>
<td>CDF &amp; CFC Donations Breakfast</td>
</tr>
<tr>
<td>Workshops</td>
<td>Guest Event</td>
</tr>
<tr>
<td>Trip to Heritage Historical Village (optional)</td>
<td>Trip to Heritage Historical Village (optional)</td>
</tr>
<tr>
<td>Dinner on your own</td>
<td>Dinner on your own</td>
</tr>
<tr>
<td>Hospitality Room</td>
<td>Hospitality Room</td>
</tr>
<tr>
<td><strong>Saturday, July 28, 2012</strong></td>
<td><strong>Saturday, July 28, 2012</strong></td>
</tr>
<tr>
<td>Breakfast on your Own</td>
<td>Breakfast on your Own</td>
</tr>
<tr>
<td>2nd Delegates Meeting</td>
<td>Free Time to Shop &amp; Relax</td>
</tr>
<tr>
<td>Purple &amp; Gold Awards Lunch</td>
<td>Purple &amp; Gold Awards Lunch</td>
</tr>
<tr>
<td>Free Time to have FUN</td>
<td>Free Time to have FUN</td>
</tr>
<tr>
<td>2nd CI Board Meeting</td>
<td>President’s Cocktail Reception</td>
</tr>
<tr>
<td>2nd CDF Board Meeting</td>
<td>President’s Banquet &amp; Installation</td>
</tr>
<tr>
<td>President’s Cocktail Reception</td>
<td>Hospitality Room</td>
</tr>
<tr>
<td>President’s Banquet &amp; Installation</td>
<td>Hospitality Room</td>
</tr>
</tbody>
</table>

**Hospitality Room**
2012 Cosmopolitan International Convention Registration

Registrations accepted by MAIL to: Cosmopolitan International, PO Box 4588, Overland Park, KS 66204 by FAX at 913.648.4630 or ONLINE at www.cosmopolitan.org.

PLEASE FILL OUT ONE REGISTRATION FORM PER ATTENDEE.

Attendee Information

<table>
<thead>
<tr>
<th>Name:</th>
<th>Address:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home Phone: ______________________________   Work Phone: __________________________  Cell Phone:</td>
<td></td>
</tr>
<tr>
<td>Email: ________________________________________________________________________________________________________________________</td>
<td></td>
</tr>
</tbody>
</table>

Is this attendee a:  
- [ ] Cosmo Member  
- [ ] Non-Cosmo Guest

Member of what Club(s): (1) ______________________________________________ (2) ______________________________________________

Credit Card Information:

<table>
<thead>
<tr>
<th>Card Number</th>
<th>Authorization Code: [3-digit code on back of card]</th>
<th>Expiration Date /</th>
</tr>
</thead>
</table>

No convention registration will be accepted without full payment. Payment must be received no later than July 11, 2012.

Cancellation Policy: Per Board Policy- Cancellations received before 6/25/2012 will be accessed a 25% cancellation fee. Cancellations received on or after 6/25/2012 but before 7/4/2012 will be accessed a 50% cancellation fee. Cancellations received on or after 7/4/2012 but before 7/11/2012 will be accessed a 75% cancellation fee. Any cancellations received on or after 7/11/2012 will not receive any refund.

Hotel Registration Policy: Per Board Policy-Due to the contractual agreement Cosmopolitan International has entered into with the convention hotel that guarantees certain minimum numbers, any registered attendee that does not stay at the convention hotel will be subject to a surcharge based on the additional fees charged to the convention when room guarantees are not met.

Complete Packages

<table>
<thead>
<tr>
<th>Postmarked On or Before 7/1/12</th>
<th>Postmarked After 7/1/12</th>
<th>Number of Participants</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cosmo Package: $240.00</td>
<td>$260.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>Guest Complete Package: $240.00</td>
<td>$260.00</td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

Subtotal for Packages: $____________________

Individual Events (only those not purchasing a package)

<table>
<thead>
<tr>
<th>Before 7/1/12</th>
<th>After 7/1/12</th>
<th>Number of Participants</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/25 Welcome Party $50.00</td>
<td>$55.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>7/26 Opening Ceremonies Breakfast $35.00</td>
<td>$40.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>7/27 CDF Donations &amp; Beacons $35.00</td>
<td>$40.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>7/28 Purple and Gold Luncheon $45.00</td>
<td>$50.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>7/28 President’s Banquet $75.00</td>
<td>$80.00</td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>Delegate’s Fee $15.00</td>
<td></td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

Total Due: $____________________

Optional Events (event not included in package ~ must be purchased separately)

<table>
<thead>
<tr>
<th>Before 7/1/12</th>
<th>After 7/1/12</th>
<th>Number of Participants</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/26 Golf Outing $65.00</td>
<td></td>
<td></td>
<td>$</td>
</tr>
<tr>
<td>7/27 Heritage Park Historical Village $35.00</td>
<td></td>
<td></td>
<td>$</td>
</tr>
</tbody>
</table>

Total Due: $____________________

Fees quoted are payable in U.S. Funds only. Convention fees payable by credit card, money order, or check (Canadian Cosmo please indicate “U.S. Funds” on your personal check).
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4  A Call to Action, Phil Hanson
5  Is Cosmopolitan “Slip, Sliding Away”? Brian Duckett
6  Members Equal a Balanced Budget, Ed Ficenec
7  Recruiting with a Purpose, Gary Bartlett
8  Hanging on Their Home Turf, Sheila Anderson
9  CDF’s Role, Tom Gustafson
10  Healthy Choices
11  Know & Tell
12  Out & About
14  Categories of Recognized Programs
15  Cosmo Brick Club
15  In Memoriam
16  2012 International Convention
18  2012 International Convention Schedule
19  2012 International Convention Registration Form

Register Now!

2012 International Convention

Calgary, AB
July 25 - 28