

# Rotary's Second Century

District 6110 Governor's Newsletter - Beginning the Second 100 Years of Rotary Service

January 2006

## Governor's Message

### January is Rotary Awareness Month



Ed Hardesty

What a perfect time for each club to step back and take a look at what is being done to educate members about Rotary!

Rotary is unique. There are significant differences between Rotary and all other civic and service organizations. First, we are an international organization of business and professional men and women united worldwide to provide humanitarian service, encourage high ethical standards in all vocations, and help build goodwill and peace in the world. Each Rotary club is autonomous, yet we all follow certain procedures and principles that unite us in a worldwide fellowship, serving our local communities and communities throughout the world.

One of the things about Rotary that makes us unique is our attendance requirement. Long ago it was determined that Rotary was not to be a "resume builder". Rotary was to be a vibrant organization of active members. Thus, the attendance requirement was born. For most Rotarians the attendance requirement is not a burden.

It is instead, a privilege to participate in the life of Rotary through attendance at Rotary meetings and functions throughout the world, as well as local club committee meetings and projects. Many District 6110 Rotarians point with great pride to years of perfect attendance. It is never too late to commit to maintaining perfect attendance!

Another aspect of Rotary that separates us for other organizations is our classification system. The classification system was designed to insure that Rotary clubs would have diverse memberships that would consist of leaders from the businesses and professions represented in the community. In Rotary we bring our vocation to the club, and we represent our vocation. The variety of vocations represented in a Rotary club insures that the club will have a wide range of talents and resources for leadership in a many projects and activities. The variety of vocations represented in Rotary insures that members will learn about other professions and have opportunities to network with the top leaders in the community.

Rotary is unique in that we as Rotarians are committed to practicing high ethical standards in our businesses and professions. In a world in which ethics in business have too often been ignored, Rotary stands tall in calling for its members to adhere to the highest

standards of morality and ethics in our professional lives. Herbert Taylor in developing and practicing the **Four Way Test** found that following the highest ethical standards was good for business. Countless Rotarians throughout the world have learned that same lesson and have reaped the rewards that are part of honesty and ethics in the workplace.

Finally, Rotary is unique in that Rotary clubs are called to serve in four separate, yet related, areas: Club Service, Community Service, International Service, and Vocational Service. Each avenue of service offers a special opportunity to change lives of others, while enriching the life of the servant. Strong clubs have projects and programs that address each avenue of service.

January is Rotary Awareness Month. During this month, step back and assess the level of Rotary awareness in your club. Many members still need the basic foundation in developing a full understanding of Rotary. For all of us there will always be something new to learn about Rotary. Rotary education and awareness is a journey that is never completed. Learn something new about Rotary this month, and pass it on to others.

Ed

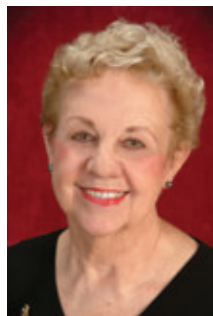


**SERVICE Above Self**

# District Conference 2006

Dear Fellow Rotarians,

I am very pleased to announce that our District 6110 Conference 2006 has been set for September 14 through 17, 2006. at the Renaissance Tulsa Hotel and Convention



Center. It has been a number of years since Tulsa has hosted our convention and we are very excited about the infinite possibilities for our Rotary family for education, entertainment, and Rotary fellowship in our city.

The added ingredient is an opportunity to explore Tulsa's many other attractions, such as our nationally famous museums, an outstanding zoo, our Oklahoma Aquarium hosting the country's largest bull sharks, our newly renovated Air and Space Museum and an all-new planetarium. which will be open by our conference date. In fact, we hope you will be so interested in these attractions that you will plan to wrap a couple of extra days around your conference schedule to take advantage of them. Our hotel has graciously offered to extend its deeply discounted Rotary rate one day preceding and one day following our

conference... so come live it up in Tulsa!


The hotel and convention center are a perfect venue for an event like ours. Management has pulled out all the stops to help make our meeting one of the most outstanding in our District's history and offered a very affordable rate just \$5.00 over last year's conference rate.

Our Conference opens Thursday afternoon with the Leadership Institute, followed on Friday morning by our annual golf tournament to be held this year at the beautiful Forest Ridge Country Club. just a short drive from our hotel. The tourney is limited to 125 players, so get your entry in early.

Danny Mitchell of the Southeast Tulsa Rotary Club has graciously consented to serve a second year as our Conference Chairman after a stellar performance in that job this year. I am most grateful to him for this service beyond the call of duty. and I'm holding his family hostage, just in case he changes his mind. Please direct any questions (and your offers to help) to Danny or our District Administrator, Terri Pollmiller, who will be our "Rock of Gibraltar" again this year in assisting with the Conference.

I am asking your help to get our

people out for this exciting event. Please be certain that your members know that District Conference is open to all Rotarians, not just leadership. And be sure your leadership knows that they are expected to be present. It is a part of their commitment during their year of service. Our agreement with Renaissance calls for an early count on room and food arrangements. so it is not too early to begin planning. Registration forms will be available by January, and we ask you to begin your club promotion and encouragement right away.

Thank you in advance for your support. your enthusiasm, and your attendance at what we predict will be one of our best ever conferences. 

Peggy George  
District Governor Elect 6110  
2006-2007

## New 6110 Website Opportunity!

I have added a new section to the web site that displays the projects the individual clubs are involved in. Please review the following link;

<http://ri6110.org/RLCS/index.htm>

Please also encourage your clubs to submit a project to be included and help spread the word throughout the district.

Yours in Rotary.  
Jacques (Jack) Chatenay



### District Governor 2005-06

Ed Hardesty

### PDG 2004-05

Gerald Harp

### DG Elect 2006-07

Peggy George

### DGN 2007-08

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Terri Pollmiller

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Dan Allen

**To Submit an Article:** Send Stories, queries, tips, and photographs by mail or email: [steve@6110times.org](mailto:steve@6110times.org). Send only high resolution digital images with email. Please copy and paste text for articles into the body of the e-mail message. We encourage submissions, but assume no responsibility for unsolicited materials.

**To send an address change:** Enclose your old address, postal code, and Rotary Club and send to P.O. Box 35913, Tulsa, OK 74153 or Contact Steve Reid - 918-955-1208

**Postmaster: Send all address changes to: Rotary's Second Century c/o Steve Reid, P.O. Box 35913, Tulsa, OK 74153.**

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Views expressed in this publication strive to pass the Four Way Test. If you find errors or anything of concern, please bring it to our attention. Opinions herein may not represent those of District 6110.

**Thanks to Dave Baker for sending this newspaper story from the January 3, 2006 editions of**

Arkansas Democrat Gazette

## **Rebecca Trammel Supported husband in community work**

By CYD KING

Arkansas Democrat-Gazette

**ROGERS** -- Though seldom seen, Rebecca Trammel was always there for her banker husband, Dick, supporting his many community service activities whether she was on his arm or not.

The former Rebecca Graves died at her home of kidney failure on New Year's Day. She was 63.

"Although you didn't see her, she was very supportive of everything Dick did, friend" Mary Ann Greenwood said Monday. These endeavors included numerous day and night meetings, some overnight travel and enough receptions, galas and fundraisers to fill a calendar a year in advance.

If there was dancing involved, she would go. If the activity entailed a banquet, she'd say, "If you need me to, I will. Otherwise, I'll stay home," her husband said Monday.

She was born Sept. 29, 1942 in Stuttgart. She graduated from Stuttgart High School then earned an education degree from Saint Mary's College of Notre Dame in 1964. She taught elementary school in Montebello, Calif.

She and her daughters Leslie

Meeker-Gilbert and Katie Bucceloir moved to Northwest Arkansas in 1978. There she met Dick Trammel when her father, the late William Lester Graves, brought her to the bank where Trammel worked. Trammel has jokingly said he made her a house loan, then married her to make sure she kept up the payments.

"I was the banker when she built the house we've lived in for 26 years," Dick Trammel said.

They married in December 1979, and she went to work blending their two young families, which included Dick's twin daughters Teresa McCall of Bella Vista and Tracy Bonner of Knoxville, Tenn., and his son Scott Trammel of Pocahontas. Her daughters are residents of Rogers.

She had her work cut out for her with three girls the same age under one roof. "Tough love" was more than a catch phrase, Dick Trammel said.

"We had some tough times, but she never blamed anybody," he said. She just said, "We'll just do it from here and we'll work it out."

"Her devotion was to keep this family together and keep us together, and if it hadn't been, I don't know whether we'd made it."

In addition to their kids, the Trammels also reared a grandchild, Tiffany Trammel, who was deaf from birth and whose mother died in a car wreck when Tiffany was 18 months old.

"One of her goals was to make sure Tiffany lived on her own and not

depend on someone else to take care of her," Dick Trammel said. "Rebecca Trammel is probably the biggest reason for that."

Tiffany Trammel now works and lives in Little Rock.

"For the last several years, Rebecca had serious illnesses, including breast cancer and diabetes. Ever the beautiful woman and snappy dresser, she didn't go anywhere if she couldn't look her best. That included dialysis.


"She had to put her makeup on, and she had to look just right or she wasn't going to go," Dick Trammel said. "She'd say, 'I'd rather look good than to be well right now.'"

One of the last events she attended with her husband was the St. Mary's Hospital Foundation's 2005 Charity Ball and Auction on Dec. 10. She was smashing in a coral-colored ensemble. Her smile was as bright as the rhinestone buttons on her blouse.

Greenwood was pleased to see her at a recent Walton Arts Center function.

"She would save her energy and go to those special things in the last year or so," Greenwood said.

While Rebecca was raised Catholic, she and Dick were among the founding families at Fellowship Bible Church of Northwest Arkansas in Lowell.

To honor her, the church is planning to build a columbarium, a structure that holds cremated remains. 

### **District 6110 Dates**

February 16-23, 2006 . . . . .International Assembly, San Diego, California, USA  
March 6, 2006 . . . . .RYLA Applications Due  
March 17-18, 2006 . . . . .Presidents-Elect Training Seminar (P.E.T.S.), Peabody Hotel, Little Rock, AR  
March 30-April 2, 2006 . . . . .The 16th annual RYLA camp  
June 11-14, 2006 . . . . .International Convention, Malmö, Sweden/Copenhagen, Denmark

**January**— Rotary Awareness Month  
**February**— World Understanding Month  
**March**— President Elect Training  
**April**— Magazine Month  
**May**— Planning for upcoming year  
**June**— Rotary Fellowships Month



**July**— Literacy Month  
**August**— Membership and Extension Month  
**September**— New Generations Month  
**October**— Vocational Service Month  
**November**— Rotary Foundation Month  
**December**— Family Month

### **Rotary International President**

**CARL WILHELM**

is appearing in Oklahoma City  
for the

### **Ninth Annual Banquet of Oklahoma Rotarians**

Friday evening, January 13, 2006 at the  
**Cox Business Services Convention Center**

One Myriad Gardens  
Reception at 6:00 pm

Dinner will follow at 7:00 pm

\$135 ticket includes tax deductible contribution of \$100

# Ford collection has a new owner

The array of items the Tulsan kept over the decades now belongs to the Tulsa Historical Society.

**BY RANDY KREHBIEL**  
World Staff Writer

In round numbers, the photographs, negatives, newspapers, books and other odds and ends that Beryl Ford accumulated during his nearly 80 years amount to 100,000 pieces of the city's history.

But that's just a guess.

"It's so big we still don't really know how many items there are," said Karen Keith, an aide to Mayor Bill LaFortune.

A year ago, Keith helped organize the purchase of Ford's collection by the Rotary Club of Tulsa.

The club transferred ownership Wednesday to the Tulsa Historical

Society.

The Tulsa City-County library assumed the task of cataloging and digitizing the collection's images, which it plans to archive on its Web site this spring.

"This is a diamond in the rough that will soon be transformed into a sparkling jewel," library CEO Linda Saferite said.

But it's going to take some work - and money.

Tulsa Archives Inc., formed by the Rotarians when they acquired the collection, is committed to raising \$150,000 for the project.

The Rotary Club of Tulsa itself presented a check for \$25,000 to the library Wednesday and has pledged an additional \$25,000 for 2007.


Rotary Club of Tulsa President Matt Davis said Saferite broached the idea of the library processing the



**TOM GILBERT/Tulsa World**  
Beryl Ford shows off doors he acquired from the old Central High School entrance that are now kept at the Tulsa Historical Society.

collection.

Saferite said, "We intend to have the bulk of the images cataloged and digitized over the next two years."

LaFortune told Ford at a press conference Wednesday, "I appreciate that you had the vision to save and preserve these items." 

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# Rotary Club hosts Rotary International Centennial Event

Over 150 were in attendance when The Coffeyville Kansas Rotary Club hosted a banquet on Tuesday, November 8, 2005 to honor 100 vol-

unteer service to the community. The local newspapers participated by soliciting nominations from the general public. Nominations were

ed the honorees by telephone to notify them of their recognition as: A Rotary "Service Above Self" Volunteer. The selection committee was chaired by



the Club's President Elect: Debbie Carter.

The luncheon was held to honor the nominees in the Rotary Room of the Coffeyville

unteers in their community. The project was a celebration of the *One Hundredth Anniversary of Rotary International* and Rotary's motto of "Service Above Self".

Solicitations were made to Coffeyville area civic groups, churches and fraternal organizations for nominees they would like to see recognized for their

requested for several weeks prior to the event. Nominations were received by the local Rotary Club through the mail.

Nominations required the nominator to state why the nominee deserved to be named and had to be signed by the nominator. A selection committee reviewed the nominations and contact-

Community College Student Union. Past District Governor George Paden was the club's guest speaker for this event. PDG Paden emphasized the importance of the volunteers' efforts in the community and gave the honorees a special thanks from Rotary.

Each of the honorees was bestowed

**Continued on next page**

# Amazing Accomplishments

Organization sending medical supplies worldwide

## BY AMBER WILSON

World Staff Writer

Standing behind a medical clinic, he spied something he never expected to see. It was something he wouldn't have seen at any stateside hospital - surgical gloves hanging on a clothesline along with all the other hospital laundry.

"We throw them away in this country," said Jack Maxwell, still shaking his head in disbelief at the thought of that day more than a decade ago in the Philippines. "It graphically showed to me the difference between the haves and the havenots."

That day back in the early '90s put Medical Supplies Network, Inc. into motion. With Maxwell as the founder, and his fellow Rotarians picking up the reins to help, MSNI shipped its first four sea containers of medical supplies overseas in 1996. This month, and 10 years after that first shipment, the organization will send its 104th container.

The container, which is filled with medical supplies and funds for a small village in Uganda, was started by St Dunstan's Episcopal Church, 5635 E. 71st St., of which Maxwell is a member.

"As I think about what we have here, it's very clear it's a group project between the Rotary and the church," Maxwell said. "I'd tried for some time to get the church to partner with MSNI and Rotary."

This month's shipment will go to support bush clinics in the Bushenyi area of Uganda, as well as the College of Tertiary Studies there. A sister Anglican parish runs the



Photo by AMBER WILSON / Tulsa World

Larry Biron (left) director of operations at Medical Supplies Network, Inc. loads small carpentry tool onto the back of a 40 foot sea container with the help of the organizations founder, Jack Maxwell. The container will be shipped to Uganda this month.

school. Bush clinics are field medical clinics set up between villages in Africa, often without electricity or running water.

The founding priest for St. Dunstan's, the Rev. Canon Dick Daniels, started the idea for Maxwell of sending supplies to Uganda. The priest from Uganda came to St. Dunstan's to visit, and spoke of the need of the people. Daniels had an interest in shipping him some much-needed books. "That initial help from Dick Daniels sparked this idea in my head," he said. "I thought 'Why Don't we ship more than just these books to our sister parish over there.'"

During the months that followed, Maxwell was able to collect money from the church, the Diocese and Rotary International. He also received an abundance of medical supplies and equipment from medical facilities in Oklahoma, Kansas, Arkansas and Missouri. Along with the supplies, the effort will sponsor

nine scholarships to the Tertiary school for AIDS orphans. Maxwell said \$350 will provide everything one child needs at the school for one year.

"These are kids that would have been street kids," he said.

All told, the container has more than six tons of supplies and educational materials being shipped. The container will also be left there to be used as a locked storage facility.

Maxwell's drive to help the people of Third World countries hasn't waned in the past decade. He decided that day at that hospital in the Philippines that he needed to do something to help. He knew he could count on his fellow Rotarians to help him find a way.

That drive began MSNI, which has helped people in 32 countries.

"I had no clue how I was going to do it," Maxwell said. "It was an amazing accomplishment."

**Amber Wilson 665-8093**  
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with a brushed platinum colored medallion embossed with the Rotary Wheel recognizing their "Service Above Self" to the community. A ribbon of Royal Blue and Gold representing Rotary's colors was attached to each medallion. The back of the

medallion was engraved with the date of the event.

A group photograph of the honorees in attendance was taken for publication on the front page of the Coffeyville Journal's November 9th Edition. A story in the newspaper accompanied the photo which named the individuals

who received this special recognition. An editorial thanking the volunteers and Rotary for their service to the community written by the newspaper's publisher also appeared in the local newspaper.

Submitted by Edward Keith 

# Multi-District PETS *And more*

## **USUALLY ONE TRAINS ANIMALS ...but, SHOULD ROTARY LEADERS BE TRAINED ALSO??!!**

by George Paden

2005-06 District Trainer

This past fall's District Conference in Eureka Springs was my first official session to serve as the 'District Trainer.' From that setting I learned a great deal about the assignment and during these several weeks that have followed that Conference I have given considerable thought to a variety of topics related to the most effective way to provide meaningful and helpful Rotary information to Rotarians in our district. I'd like to share a few of those thoughts with you in this article.

Any local Rotary Club makes up only a very small part of the entire Rotary World. To assist a good club in becoming better and an effect club to become even more so, some things different must occur. In most cases, that difference happens if/when there becomes a deeper awareness and understanding of the leadership tasks and how one does his/her job in Rotary more effectively. Often the spark that causes changes in a club happens beyond the local club level. There are various planned opportunities within our district for this to occur and we'll summarize just three (3) that are ongoing, as follows:

### **MID-AMERICA P.E.T.S.**

At the present time four (4) districts have joined forces to sponsor what is known in Rotary as a multi-district effort to 'train' in-coming club presidents. This meeting is held each Spring. Our 2006 MAPETS will be hosted in Little Rock the week-end

of March 17-18. It is an excellent opportunity for every club president-elect and many clubs' president-nominee to receive the most current information related to 'their' year of Rotary leadership. This particular meeting narrows attendance eligibility and the agenda in an attempt to equip the essential needs and interests of an incoming club president.

### **DISTRICT ASSEMBLY**


For the past few years our district assembly has been held on a Saturday in early May in Springdale. This is a meeting designed for all club leaders. The day's agenda involves specific breakout sessions for club officers, directors, and various committee chairs but all interested Rotarians may attend. This is a wonderful chance to finalize a club's planning for the new Rotary year and learn more about Rotary leadership responsibilities in a multitude of assignments. Clubs should strive to be sure their **entire** leadership 'team' participates in the activities of this meeting. It can make a huge difference in the overall effectiveness of your upcoming Rotary year.

### **DISTRICT CONFERENCE**

Our district now has its annual conference each fall. In September, 2006, our meeting will be held in Tulsa. Our governor's 'home' club will be our hosts. This conference actually begins with an afternoon's 'training' activity which is designed to provide Rotary information and inspiration to all conference attendees, regardless of their level of Rotary involvement. The planned agenda always tries to have a focus that reaches every Rotary member with the timeless message of Rotary.

A newer Rotary member can receive more Rotary awareness during this afternoon than many clubs are able to provide him/her during an entire Rotary year. At the same time, veteran Rotarians are challenged by hearing the fresh achievements of Rotary and the plans for and dreams of Rotary's future. At the end of the day, each person participating in this meeting should leave that setting a bit more proud of their membership in Rotary ... the most effective non-political, non-religious service organization our world has ever known !!

"Service Above Self" is so much more than just a Rotary year's theme or a motto for Rotary

"Service Above Self" states the essential difference between a **member** of a Rotary club and a Rotarian. One becomes Rotarian when one understands more fully how Rotary works and why Rotary needs each of us and the skills we have from which Rotary can benefit. Each of you holds within your hand the key to successful Rotary 'training' opportunities. Without your attendance and participation in these meetings, a major factor is missing!! It is almost impossible to benefit very much from a forfeited opportunity to learn. We make these pledges to each of you: (1) Agenda topics will vary ... (2) You will learn new information during each meeting ... (3) A variety of presenters and presentation formats will be used to enhance meaningful learning ... (4) Meetings will be designed to be fun, practical, informative, and inspirational... so, the big question now is: "**Can we count on you to be there ?!**" (I surely do hope so !! ) 

# DISTRICT ATTENDANCE AND FOUNDATION GIVING

Year To Date - Contest 2005 – 2006

November

Club Name	Membership 11/01/05	11/30/05	Net Gain/Loss	% Attendance	7/1/05-11/30/05	Goals
Aurora	.31	.31		62.0%	0.00	\$3,100.00
Bartlesville	171	173	2	76.3%	3470.00	\$16,600.00
Bartlesville Daybreak	.82	.82			284.00	\$7,560.00
Bentonville	105	109	4	68.0%	468.00	\$10,200.00
Bentonville/BV Daybreak	.33	.33		89.0%	483.00	\$3,500.00
Berryville	.34	.34			808.00	\$1,980.00
Bixby	.72	.74	2	58.0%	8411.21	\$7,000.00
Booneville	.36	.37	1	74.3%	0.00	\$3,500.00
Bristow	.32	.32		53.5%	125.00	\$3,300.00
Broken Arrow	.81	.82	1	78.1%	1004.00	\$7,000.00
Bull Shoals-Lakeview	.55	.55			1500.00	\$5,200.00
Carthage	.93	.94	1	50.6%	500.00	\$4,500.00
Cassville	.59	.59		54.0%	25.00	\$5,000.00
Chanute	.32	.29	-3	57.6%	0.00	\$1,900.00
Claremore	.82	.81	-1	53.0%	300.00	\$3,120.00
Claremore Reveille	.23	.23		88.4%	500.00	\$2,300.00
Coffeyville	.59	.60	1	65.0%	600.00	\$1,650.00
Drumright	.23	.23		70.0%	0.00	\$1,150.00
Eureka Springs	.61	.61		78.7%	3980.00	\$5,800.00
Fayetteville	235	236	1	59.9%	1500.00	\$23,900.00
Fort Scott	.61	.62	1	56.0%	0.00	\$1,100.00
Fort Smith	148	152	4	65.8%	1000.00	\$14,000.00
Fort Smith Southside	.31	.32	1	80.0%	0.00	\$2,900.00
Fredonia	.26	.31	5	55.9%	500.00	\$2,500.00
Frontenac	.28	.29	1	78.0%	0.00	\$2,200.00
Greenwood	.49	.49			37.50	\$0.00
Grove	.90	.89	-1	57.6%	2112.00	\$8,800.00
Harrison	105	103	-2	63.2%	1000.00	\$10,000.00
Henryetta	.21	.21		57.1%	0.00	\$2,000.00
Holiday Island	.28	.28		89.0%	126.00	\$1,000.00
Humboldt	.20	.20			0.00	\$0.00
Independence	.64	.67	3	47.0%	0.00	\$0.00
Iola	.46	.47	1	61.0%	2441.19	\$4,600.00
Joplin	125	127	2	68.6%	2326.00	\$12,400.00
Joplin Daybreak	.80	.77	-3	67.1%	300.00	\$7,100.00
Lamar	.63	.62	-1	86.0%	1584.00	\$5,900.00
McAlester	.86	.90	4	58.5%	50.00	\$8,500.00
Miami	.86	.89	3	70.7%	425.00	\$8,600.00
Mid-Marion County	.28	.27	-1	84.0%	768.00	\$2,900.00
Mountain Home	.83	.85	2	72.3%	1268.00	\$8,500.00
Mt. Vernon	.37	.37		57.0%	0.00	\$4,000.00
Muskogee	.82	.83	1	50.0%	2332.00	\$0.00
Neodesha	.21	.21		85.0%	0.00	\$500.06
Neosho	.53	.54	1	68.7%	2713.00	\$4,350.00
Nevada	.91	.91		58.2%	30.00	\$4,000.00
North Tulsa	.21	.22	1	72.3%	362.00	\$2,000.00
Northside Fayetteville	.86	.86		58.6%	561.00	\$9,000.00
Nowata	.11	.12	1	60.0%	100.00	\$240.00
Okmulgee	.27	.27			1200.00	\$1,400.00
Oswego	.16	.16		87.5%	1065.00	\$1,600.00
Owasso	.45	.45			137.00	\$4,300.00
Ozark	.23	.23		67.0%	100.00	\$2,300.00
Paris	.28	.28		54.0%	0.00	\$0.00
Parsons	.44	.44		51.5%	450.00	\$0.00
Pittsburg	.87	.88	1	71.5%	0.00	\$4,250.00
Pittsburg Sunrise	.42	.43	1	86.8%	0.00	\$4,000.00
Poteau	.37	.36	-1	57.0%	0.00	\$4,100.00
Pryor	.54	.52	-2	85.2%	1252.00	\$5,000.00
Rogers	150	149	-1	73.4%	1100.00	\$12,600.00
Rogers Early Risers	.55	.55		47.9%	75.00	\$5,200.00
Sand Springs	124	124		51.0%	75.00	\$11,800.00
Sapulpa	.68	.68		61.0%	1000.00	\$7,100.00
Siloam Springs	.52	.54	2	54.0%	0.00	\$0.00
Skiatook	.25	.25			0.00	\$0.00
Southeast Tulsa	.74	.76	2	85.1%	3342.00	\$7,200.00
Southside Tulsa	.69	.69		80.0%	2165.00	\$6,700.00
Springdale	230	231	1	58.1%	92496.36	\$69,000.00
Tahlequah-Cherokee County	.35	.35			0.00	\$999.94
Tulsa	477	480	3	70.1%	2335.00	\$47,500.00
Tulsa Midtown	.35	.36	1	71.0%	0.00	\$3,300.00
Tulsa Sunrise	.63	.63		77.4%	346.00	\$6,500.00
Van Buren	.60	.59	-1	32.0%	0.00	\$500.00
Vinita	.52	.52		56.0%	530.17	\$1,600.00
Wagoner	.42	.42		43.0%	46.74	\$4,200.00
Webb City-Carl Junction	.43	.43		79.7%	2000.00	\$4,500.00
Will Rogers (Tulsa)	.68	.68		42.7%	0.00	\$6,700.00
District					50.00	
<b>Totals</b>	<b>.5194</b>	<b>.5232</b>	<b>38</b>		<b>\$153,759.17</b>	<b>\$467,700.00</b>

# Word to wise is sufficient

Past District Trainer Don Wasson, recalling the words in a poem often recited by PDG Max Glover, Webb City-Carl Junction Rotary Club, *would like each of you to read the following words as **Presidents-Elect Training Seminar (PETS)** approaches.* Hundreds of us have "walked" in the shoes of a Rotary Club President; let all of us now focus on making the upcoming Multi-District PETS in Little Rock, March 17-18, 2006 as good as it can be because...

*"He too must pass in the twilight dim;  
"Good friend I'm building this bridge for him."*

## The Bridge Builder

*By Will Allen Dromgoole*

*(as quoted by PDG Max Glover)*

An old man traveling a lone highway  
Came at evening cold and gray  
To a chasm deep and wide  
Through which flowed an angry tide  
The old man crossed in the twilight dim  
The sullen stream held no fear for him  
But he paused when safe on the other side  
And built a bridge to span the tide  
Old man said a traveler near  
You are wasting your strength with building  
here  
Your journey will end with the passing day  
You will never again come this way  
You have crossed the chasm deep and wide  
Why build you this bridge at even tide  
The builder lifted his old gray head  
Good friend in the path live come he said  
There follows after me this day  
A youth who too must pass this way  
This chasm which has been naught to me  
To that fair youth might a pitfall be  
He too must pass in the twilight dim  
Good friend I'm building this bridge for  
him.

THE MORAL of the story is that you are supposed to learn a lesson. It has always been my goal in this weekly column not just to give business and life advice, but also to make it easy to remember and put into practice.

That's why I end every column with "Mackay's Moral," which readers frequently tell me is the best part. Here are some of my favorites from the last three years.

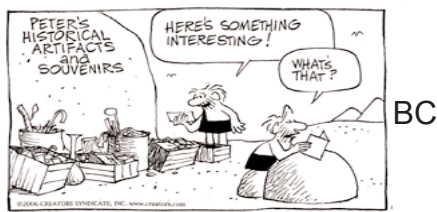
- Without the right sales skills, something terrible happens ... nothing.
- They used to say what you see is what you get. In truth, what you think is what you get.
- If you reach for the stars, at least you'll get off the ground.
- If you think education is expensive, try ignorance.
- Often the smartest thing you can do in a negotiation is keep your mouth shut.
- Going the extra yard always leads to crossing the goal line.
- If you don't look ahead, you'll always be behind.
- The best job is one you'd do even if you didn't need the money.
- The "Breakfast of Champions" is not cereal, it's competition.
- Failure is not falling down, but staying down.
- A salesperson tells, a good salesperson explains and a great salesperson demonstrates.
- There are really no mistakes in life - there are only lessons.
- They can't hire you if they don't know who you are.
- Dig your wells before you're thirsty, and build your bridges before you're left high and dry.
- Competition is a lot like cod liver oil. First it makes you sick. Then it makes you better.
- You won't stumble if you put your best foot forward.
- Effort is what makes the impossible possible, the possible likely and the likely definite.



- For those with vision, the high road affords more than just better views.
- You must have a sense of what your time is worth for others to value it.
- Even if you're not interviewing for a sales job, your interview must be a great sales job.
- A student of life always does the homework.
- There's no traffic jam on the extra mile.
- Information does not become power until it is used.
- The will to succeed is preceded by the will to prepare.
- Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it.
- Great entrepreneurs know the score: Do-it-yourself never means do-it alone.
- If you can't win, make the person ahead of you break the record.
- What sets you apart is what gets you ahead.
- If you want your words to work for you, work for your words.
- There are lots of ways to be a failure, but never taking a chance is the most successful.
- It's not about what you can do; it's about what you will do.
- Enforce the Golden Rule or your business will be tarnished
- You'll never make a killing at the table if you don't even insist on a seat
- When you volunteer, you always earn back more than you pay in.
- Plenty of people are willing to beat you; don't beat yourself.
- Every accomplishment begins with the decision to try.
- If you can't please everyone, please someone.
- A foot in the door is worth two on the desk.
- Cream doesn't rise to the top - it works its way up.
- You aren't finished when you are defeated; you are finished when you quit.
- If I had to name the single characteristic shared by all the truly successful people I've met over a lifetime, I'd say it is the ability to create and nurture a network of contacts.

**Mackay's Moral:** Ambrose Bierce defines aphorisms as "predigested wisdom." Bon appetit.

Harvey Mackay is author of the New York Times best seller "Pushing the Envelope" (Ballantine Books). He can be reached through his Web site at [www.mackay.com](http://www.mackay.com) or Mackay Envelope Corp., 2100 Elm St., Minneapolis, MN 55414.



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