



2010-2011  
Rotary International Theme

# Tampa Interbay Rotary Club

Chartered in 1953

## INTER ROTE

Thursday, March 10, 2011 ● Time: 12:15 p.m.  
The Centre Club, 123 S. West Shore Blvd., Tampa

### CLUB PRESIDENT

Stephen Shine  
253-2682  
stephen@kirbysmenswear.com

### OFFICERS 2010-11

Stephen Shine ..... President  
Doug Smaus ..... President-Elect  
James Grant ..... President-Nominee  
Fred Wallrapp ..... Past President  
Jim Wessman ..... Vice President  
Rainer Harteneck ..... Secretary  
Margaret Roset ..... Treasurer  
Jay Hines ..... Sergeant-at-Arms  
Olivier De Meulder ..... Webmaster  
Steve Cooper ..... Speaker Chair

### DIRECTORS

Term: 2009-2011	Term: 2010-2012
Tom Bennett	Ryan Ayres
Doug Smaus	Steve Cooper
Jay Tobin	Jana Snyder
Laura Webb	Bart Valdes

### CLUB COMMITTEES & DIRECTORS

Administration - Doug Smaus  
Membership - Allen Keetch  
Public Relations - Doug Smaus  
Service Projects - Jim Grant  
Rotary Foundation - Jay Tobin

### ROTARY INTL. PRESIDENT

Ray Klingensmith

### ZONE DIRECTOR

John Smarge

### DISTRICT GOVERNOR

Ed Odom

### ASST. DIST. GOVERNOR

Ruth Van Dyke

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### UPCOMING PROGRAMS/EVENTS

Mar. 10 Speech Contest  
 Mar. 11 Reading Is Fundamental, Lanier Elementary School  
 Mar. 12 Rotary Goes to the Races - Tampa Bay Downs - \$2 admission  
 (See inside)  
 Mar. 17 Jim Phillips - Afghanistan, International Development  
 Mar. 24 Robyn Winters - Brain-based Business Solutions  
 Mar. 26 Cycling out Autism - sign up through [cyclingoutautism.org](http://cyclingoutautism.org)  
 Mar. 31 Morris Hintzman, Metropolitan Ministries  
 Apr. 7 Michael Kilgore, Tampa Performing Arts  
 Apr. 7 Tampa Interbay Rotary Pub Night, location TBA  
 Apr. 8 Reading Is Fundamental, Lanier Elementary School  
 Apr. 9 Paint Your Heart Out  
 Apr. 14 Linzy Wilson, The Centre (formerly Centre for Women)  
 Apr. 21 Captain Jane Castor, Tampa Chief of Police

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### Tampa Interbay Rotary

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Bulletin Editor  
Suzanne Cooper  
[suzanne@tbrpc.org](mailto:suzanne@tbrpc.org)

## Recap of March 3<sup>rd</sup> Tampa Interbay Rotary Club meeting by Jana Snyder

President Stephen Shine called the meeting to order with the Pledge of Allegiance and the Four-Way Test. Father Bob gave the invocation:



“A high school student had spent days painting cartoons and quotations on the walls of a certain classroom. When he wouldn't take any money for the job, the teacher asked the boy's father what gift he might give to the boy. The father replied, “The best gift that you can give my son is the honor of having done something out of love.

“My friends, God doesn't want our deeds; God wants the love that prompts them. Amen.”

After our wonderful lunch of beef tenderloin was served, Jay Hines introduced our guests:

- Scott Gass was a guest of Justin Colvin.
- Steve Cooper brought his wife Suzanne.
- Erin Kane, who is also a Rotarian, was a guest of Jim Grant.

Happy Dollars:

- Rainer announced the speech contest to be held next week, on March 10<sup>th</sup>.
- Suzanne Cooper gave \$36 to celebrate her 36th anniversary with Steve, who also gave \$36. For the first time in club history, both husband and wife gave money celebrating their anniversary! Happy Anniversary, Suzanne and Steve.
- Bob Krueger was happy about the money he is raising through Cycling out Autism sponsorships. Also, he thanked Barbara Holmes for the tickets she gave him for the UT Fellow Forum. He and Cindy thoroughly enjoyed it.
- Walter was very happy to be celebrating his 75th birthday. In lieu of donating to the foundation, he is starting a new tradition: Since it is pub night, he is donating the \$75 plus his winnings from last week's 50/50 to the club's pub goers. Thank you, Walter!
- Ryan Ayres announced that 61 riders have signed up for the Cycling out Autism event. He expects to have 75 riders by the day of the event, which is March 26<sup>th</sup>. The event needs donations of the following: sunscreen, bug spray, hand sanitizer, bottled water, Gatoraid, and power bars. If you are not riding and have not sponsored a rider, this would be a great way to help with the event. Also, Ryan and Steve have joined the Board of Sydney's School, which will be a recipient of the money raised at this event. While touring the school, Ryan met a young girl who is a student there because of the money raised at last year's event!

- Jim Grant had \$20 for several reasons: Pub Night, Walter's birthday, Rotary day (pub night, lunch meeting, Meals on Wheels breakfast and delivering lunch), and his 5<sup>th</sup> wedding anniversary.

Steve Cooper introduced today's speaker, Janice Keetch. For the members who do not know Janice, she is married to club member Allen. Janice received her degree from North Carolina State and has won several sales awards during her career.

When selling your product, Janice stressed the importance of “telling a story”. There is the brand message, which is about your organization, and the field message, which is about the prospect. She says to think of selling like you would think of dating. When dating, one is concerned with image. Your image consists of things such as clothes, hair, perfume, car, etc. The goal in dating is to establish a relationship. The same is true with sales: selling your image and attaining a relationship.

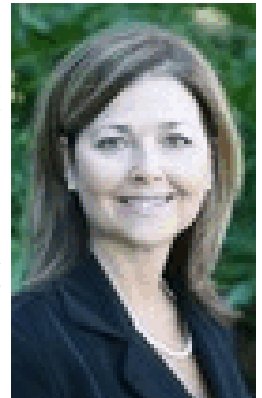
Whoever tells the best story wins. The story is made up of market trends, customer needs, company capabilities, and competitive offerings. Anyone can tell their story, however one needs to anchor the story with emotion. People buy on emotion and then rationalize their decisions. Consumers get emotional about the importance of things and the fear of things. It is all about gain and pain: the greater the contrast, the greater the gain. Your prospect needs to be the central character in the story.

Janice pointed out that the #1 competitor in today's market is “no decision”. This is due to several factors: commoditization of solutions and messages, price sensitivity, maturing markets, and customers' easy access to information. Because of this, one needs to make the prospect aware of the rationale behind their thinking. Humans are more adaptive than rational. Until they are threatened or made aware of the need for change, they will never change.

Janice recommended a book, *The Hero Model* by Joseph Campbell. Janice said to make the customer the hero. The salesperson should be the mentor.

Thank you Janice for sharing your expertise with us!

Our speaker, Janice, selected the lucky ticket and, suspiciously, her husband Allen was the winner! He did not select the joker, however. As Jay might have said – Calamity was averted!!



## Anniversary



**Buster & Dee  
Levin  
March 11<sup>th</sup>**



... your birthday, wedding anniversary, spouse or child's birthday, etc. by contributing \$1 for each year to the Rotary Foundation. Make your donation via cash or check, payable to Tampa Interbay Rotary (put "Rotary Foundation" in the memo line) and give it to Margaret Roset or mail it to P.O. Box 172486, Tampa, FL 33672-2486.

Thanks so much!



## *The 8th Annual Rotary Goes to the Races*

**Saturday, March 12<sup>th</sup> Tampa Bay Downs, 11225 Racetrack Rd., Tampa/Oldsmar**

**Lunch served 11:30am until gone!**

**Be there by 12:00 noon for Post time**

- \$2.00 Admission Fee includes:
  - \* Free Tampa Derby Day Commemorative Give-Away.
  - \* Free Parking – In lot on the South side of the track.
  - \* Free food in the tent area: BBQ Sandwich, hot dogs, baked beans, chips, strawberry shortcake and chocolate-covered strawberries.
- Bring your own coolers, beverages (Adult and Otherwise) and lawn chairs if you like.
- Drinks and other food will be available for purchase.
- Handicapped parking available – please call a number on flyer for information.

### EVENTS OF THE DAY:

- \* Watch for the John Wiser Commemorative Rotary Race.
- \* Picked the day before, Plant City flats of GRADE A strawberries will be available for purchase at a discount by the Plant City Sunrise Rotary Club. **For Much More, see the flyer attached to the newsletter e-mail!**

## Club Events & Activities

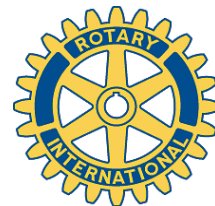
### Ongoing Activities

**Meals On Wheels** – Meal deliveries in South Tampa every Thursday

**Reading is Fundamental** – One Friday of every month (during school year) at Lanier Elementary

**Interbay Rotary Pub Night** – First Thursday of every month, at different venues around South Tampa

**Interact Club @ Robinson High** - Dawn McPeak is our faculty liaison for the club



### Upcoming/Annual Events

**Speech Contest** - March 10, 2011

**Cycling Out Autism** - March 26, 2011

**Paint Your Heart Out** - April 9, 2011

**Naval ROTC Review at Robinson High** - April 19, 2011

**Steak & Corn Event** - New Orleans Theme? (Spring 2011)

**Interbay Rotary Installation Banquet** - June 23, 2011

**Interbay Rotary Golf Tournament** - (September/October 2011)

**Gift of Life Fundraiser** - October 22, 2011 at Mainsail Conference Center

**Metropolitan Ministries Food/Toy Drives** – Two weeks prior to both Thanksgiving & Christmas

**Salvation Army Bell Ringing** - One week between Thanksgiving and Christmas at Publix

**Interbay Rotary Holiday Party** - December 1, 2011

### District Events

**Rotary Goes to the Races** - March 12, 2011 at Tampa Bay Downs

**District 6890 Conference** - June 10-12, 2011 at T. Pepin Hospitality Center, Tampa

**S4TL** - June 19-25, 2011, Lakeland

### Rotary International Events

**Rotary International Convention (New Orleans, Louisiana)** – May 21-25, 2011

For more information on these events or to volunteer for a specific activity, please contact Jim Grant at (813) 418-3041 or [jgrant@gulfshorebank.com](mailto:jgrant@gulfshorebank.com)

## Reading Is Fundamental

Our next event will be Friday, March 11<sup>th</sup>, at Lanier Elementary.

We meet at 8:30am to read books to the Head Start students for one hour. The school is located at 4704 Montgomery Ave., one mile south of Gandy just off Manhattan Blvd. We read to about 40 children each month.

If you could make an effort to schedule one reading this year in your calendar it would be helpful.

The children really look forward to us each month. The age-appropriate books are donated to each child as a take home gift.

Thank you for your continued support of this valuable community program for kids.

Sherry Perri-Anzalone - 361-3444;  
sherry@summitgroupbenefits.com



## Health Tips from Preservion, Inc.

**KEEPING YOU "IN THE KNOW"**  
by **Cindy A. Krueger, MPH**

### **STROKE: Remember the First Three Letters: S. T. R.**

A neurologist says that if he can get to a stroke victim within three hours he can totally reverse the effects of a stroke... totally! He said the trick is getting a stroke recognized, diagnosed, and then getting the patient medically cared for within three hours, which is tough.

### **RECOGNIZING A STROKE**

Ask three simple questions.

**S:** Ask the individual to SMILE.

**T:** Ask the person to TALK and SPEAK A SIMPLE SENTENCE (Coherently) (Example: It is sunny out today.)

**R:** Ask him/her to RAISE BOTH ARMS.

If he/she has trouble with ANY ONE of these tasks or the response is lop-sided, call 911 immediately and describe the symptoms to the dispatcher.

### **NEW SIGN OF A STROKE: STICK OUT YOUR TONGUE**

Ask the person to 'stick' out his/her tongue. If the tongue is 'crooked', i.e., it goes to one side or the other, that is also an indication of a stroke.



## **JUST 16 DAYS 'TIL CYCLING OUT AUTISM!!**

**Sign up now to be a Sponsor or Rider in the Club's Cycling out Autism event on March 26<sup>th</sup>!**

Go to [cyclingoutautism.com](http://cyclingoutautism.com) and through it, at [active.com](http://active.com), you can easily set up your page to invite your friends, family members and business associates to pledge for your ride or for the Club.

**Don't delay!**

Contact Bart for help in signing up ([brv11@dbksmn.com](mailto:brv11@dbksmn.com) or 251-5825)

### **ATTENTION ALL!! "TRAINING" FOR COA CONTINUES THIS SATURDAY!**

Our next "training" session for the upcoming Cycling out Autism event (March 26<sup>th</sup>) will be this coming Saturday, March 5<sup>th</sup>. Anyone interested will meet, with bike, at **7:30 a.m.** in the parking lot of the Pink Flamingo restaurant, 304 E. Davis Blvd., on Davis Islands.

We ride 6-10 miles at a fairly leisurely pace - no competition here - and end up back at the Pink Flamingo for breakfast and a chance to undo all that calorie-burning we just did!

It's great fun, so meet up with us this Saturday!

Let's get ready to rumble!!!

## You Would Never Have Gussed!

Captain Kangaroo passed away on January 23, 2004 as age 76, which is odd, because he always looked to be 76. His death reminds us of the following story:

Some people have been a bit offended that the actor, Lee Marvin, is buried in a grave alongside 3- and 4-star generals at Arlington National Cemetery. His marker gives his name, rank (PVT) and service (USMC). Nothing else. Here's a guy who was only a famous movie star who served his time, why the heck does he rate burial with these guys? Well, following is the amazing answer - the extent of his Corps experiences.

In a time when many Hollywood stars served their country in the armed forces often in rear echelon posts where they were carefully protected, only to be trotted out to perform for the cameras in war bond promotions, Lee Marvin was a genuine hero. He won the Navy Cross at Iwo Jima. There is only one higher Naval award... the Medal Of Honor!

If that is a surprising comment on the true character of the man, he credits his sergeant with an even greater show of bravery.

Dialog from "The Tonight Show with Johnny Carson": Johnny said, "Lee, I'll bet a lot of people are unaware that you were a Marine in the initial landing at Iwo Jima... and that during the course of that action you earned the Navy Cross and were severely wounded."

"Yeah, yeah... I got shot square in the bottom and they gave me the Cross for securing a hot spot about halfway up Suribachi. Bad thing about getting shot up on a mountain is guys getting shot hauling you down. But, Johnny, at Iwo I served under the bravest man I ever knew... We both got the Cross the same day, but what he did for his Cross made mine look cheap in comparison. That dumb guy actually stood up on Red beach and directed his troops to move forward and get the hell off the beach. Bullets flying by, with mortar rounds landing everywhere and he stood there as the main target of gunfire so that he could get his men to safety. He did this on more than one occasion because his men's safety was more important than his own life.

"That Sergeant and I have been lifelong friends. When they brought me off Suribachi we passed the Sergeant and he lit a smoke and passed it to me, lying on my belly on the litter and said, 'Where'd they get you Lee?' 'Well Bob... if you make it home before me, tell Mom to sell the outhouse!'



"Johnny, I'm not lying, Sergeant Keeshan was the bravest man I ever knew."

The Sergeant's name is Bob Keeshan. You and the world know him as Captain Kangaroo.

On another note, there was this wimpy little man (who just passed away) on PBS, gentle and quiet. Mr. Rogers is another of those you would least suspect of being anything but what he now portrays to our youth. But Mr. Rogers was a U.S. Navy Seal, combat-proven in Vietnam with

over 25 confirmed kills to his name. He wore a long-sleeved sweater on TV to cover the many tattoos on his forearm and biceps. He was a master in small arms and hand-to-hand combat, able to disarm or kill in a heartbeat.

After the war Mr. Rogers became an ordained Presbyterian minister and therefore a pacifist. He vowed to never harm another human and also dedicated the rest of his life to trying to help lead children on the right path in life. He hid away the tattoos and his past life and won our hearts with his quiet wit and charm.

America's real heroes don't flaunt what they did; they quietly go about their day-to-day lives, doing what they do best. They earned our respect and the freedoms that we all enjoy.

Look around and see if you can find one of those heroes in your midst. Often, they are the ones you'd least suspect, but would most like to have on your side if anything ever happened.

Take the time to thank anyone who has fought for our freedom. With encouragement, they could be the next Captain Kangaroo or Mr. Rogers.

## DID YOU EVER WONDER WHY THERE ARE NO DEAD PENGUINS ON THE ICE IN ANTARCTICA? WHERE DO THEY GO? (SUBMITTED BY JAY HINES)

Wonder no more !!!

It is a known fact that the penguin is a very ritualistic bird which lives an extremely ordered and complex life.

The penguin is very committed to its family and will mate for life, as well as maintaining a form of compassionate contact with its offspring throughout its life.

If a penguin is found dead on the ice surface, other members of the family and social circle have been known to dig holes in the ice, using their vestigial wings and beaks, until the hole is deep enough for the dead bird to be rolled into and buried.

The male penguins then gather in a circle around the fresh grave and sing:

"Freeze a jolly good fellow, Freeze a jolly good fellow."

Then they kick him in the ice hole.



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### *Exit Strategy*



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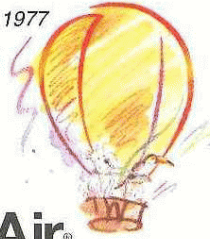
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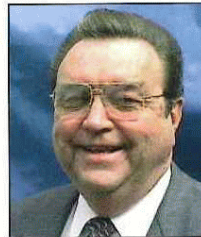
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**For information**



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▲ Sustaining PHF \* Paul Harris Society PDG - Past District Governor

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