



A Publication of the

ROTARY CLUB OF WICHITA
Club 30
Chartered Nov. 18, 1911

February 6, 2012
Volume 95 Issue 25

106 W Douglas, Suite 909
Wichita, KS 67202-3308
O: 316.262.4375
F: 316.262.1768

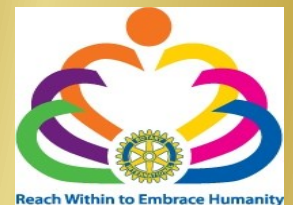
Office Hours 8:30 a.m. - 4:30 p.m.

Patty Brown
Executive Director
patty@wichitarotary.org
Rotary Club of Wichita
www.wichitarotary.org

Kitchel Woods
Administrative Assistant
kitchel@wichitarotary.org

Rotary District 5690
www.rotary5690.org

Rotary International
www.rotary.org



370
Members

The Four Way Test
Of the things we think, say or do

Is it the TRUTH?	Is it FAIR to all concerned?
Will it build GOOD WILL & BETTER FRIENDSHIPS?	Will it be BENEFICIAL to all concerned?

Upcoming Programs



February 6— Paul Coury, Chairman and Owner of the Coury Group

Paul Coury owns the Coury Group in Tulsa, which also includes Coury Properties, founded in 1985. His company manages more than 20 commercial properties and has ownership of 15 sites. The company also operates a construction and development brokerage service.

Coury grew up in Tulsa and graduated from the University of Tulsa. He is former Assistant Vice President of Commercial Real Estate at the Bank of Oklahoma, and was Vice President of Commercial Real Estate for the Bank of Mid-America.

Coury, along with Rotarians David Burk and Dave Wells, is renovating the Union National Bank building at Douglas and Broadway into the 117-room Ambassador Hotel, a \$24 million project. Coury also operates the Ambassador Hotel in Tulsa, and he is building another in Kansas City, near the Power and Light District.

Coury served on the Mayor's Blue Ribbon Task Force on Downtown Tulsa, and has served as chairman of several organizations, including the Eastern Oklahoma Catholic Foundation, the Young Presidents Organization, Tulsa Trails Expansion and Tulsa Unlimited. He has also been involved in the Newman Center at University of Tulsa and the River Parks Authority Board.



February 27— Gary Plummer, Wichita Metro Chamber of Commerce

Plummer assumed the role of President and CEO of the Wichita Metro Chamber of Commerce in September, 2011. Most recently he served as the President and CEO of the Greater Springfield (IL) Chamber of Commerce since 2005.

Plummer has worked for chambers and in economic development for more than 30 years, including stops in Modesto, California, Waterloo, Iowa, and Jefferson City and Springfield, Missouri.

Plummer was born in Missouri and grew up in Iowa. He has two grown children living in Oklahoma and California. He and wife Dana have two sons in the 7th and 9th grade at home in Wichita.

Plummer has a bachelor's degree in political science and journalism from Northwest Missouri State University. Most significantly, he is a long time Rotarian and a new member in the Rotary Club of Wichita!

FIRESIDE MEETING—MARCH 12

Our next Fireside meeting will be on March 12. If you are interested in hosting a Fireside, please contact Patty in the Rotary office. Fireside meetings are an excellent opportunity to showcase your business or organization to a smaller audience. Members enjoy getting to know fellow Rotarians on a more personal level while gaining insight into a member's enterprise.

FUTURE MEETING ANNOUNCEMENTS

February 13	Evening Event—No Luncheon—Centennial Celebration (See details on next pg.)
February 20	No Luncheon—President's Day
February 27	Gary Plummer—CEO and President of Wichita Metro Chamber of Commerce
March 5	Col. William Mason—McConnell AFB Commander of 931st Refueling Group
March 12	Fireside Meeting



Happy Birthday !

Eric Cale	1/30
Pat Jones	1/30
Anita Oberwortmann	1/30
Jeff Van Sickle	1/30
Ralph Foster	1/31
Pat Rowley	2/01
Linda Constable	2/03
Tom Martin	2/05
Stan Shelden	2/07
Mike Allen	2/08
Steve Lewallen	2/09
Mark Taylor	2/09
Bob Corwin	2/10
J.R. Koontz	2/12

Club Anniversaries

Eric Engstrom	31 years
Paul Allen	28 years
Stan Andeel	25 years
Dick Coe	17 years
Sam Muyskens	16 years
Jill Frasco	8 years
Bryan Kristenson	8 years
Larry Weber	7 years
Jeff Lange	6 years
Kurt Yowell	6 years
Jack Pelton	5 years
Brian Davidson	4 years
Mike Johnson	3 years
Jennifer Szambecki	3 years
Mark Koch	1 year

WATER PROJECT

Our Club is working with the Rotaract Club to organize a Clean Water Project. The committee met for the first time this week.

Committee members include Eric Melgren, Doug Stark, Mark Cassell, Geri Appel, Sheryl Wohlford, Steen Mortensen and Rotaractor Keith Talbert.

You will be hearing more from this group about how to participate in this surprisingly impactful and efficient effort to bring clean water to disadvantaged communities.

If you want to get involved at the committee level, please contact a committee member or the Rotary office.



Letter from the Executive Director

This week Club President Elect Chris Goebel and I attended the Rotary Large Club Conference in Tulsa. The conference is hosted by a "large club" annually and provides the Executive Directors and future club presidents the opportunity to share ideas, challenges, solutions, etc. with other clubs similar in size.

Membership recruitment was discussed at length during the conference. Virtually all clubs have experienced a decline in membership in recent years and are concerned with sustaining and building membership. We heard from a communications consultant, Michael Angelo Caruso, who happens to be the President Elect of a Rotary Club in Troy, Michigan.

Mr. Caruso introduced many excellent ideas during his presentation, but managed to boil the key to successful recruiting down to the following:

If a member prospect is going to be truly interested in joining our club, our club members must show a genuine interest in the prospect. What does this mean in practical terms? If a prospect comes to lunch, either as a guest of a member, or walks in cold, our members need to spend time with the person showing a genuine interest in their background, profession, business and family. According to Mr. Caruso, this can be accomplished by asking questions of the prospect in a 3 to 1 ratio. This advice may sound a bit calculating but it works. Let's face it....we are all interested in ourselves and our families, and we love it when others share that interest.

In 1936, Dale Carnegie wrote a book "How to Win Friends and Influence People". I'm sure many of you have read this book or attended a course based on Mr. Carnegie's principles. In the second chapter, he gives six simple ways to make people like you, which I think are relevant to the topic of Rotary membership recruitment.

1. Become genuinely interested in other people.
2. Smile.
3. Remember that a person's name is to that person the sweetest and most important sound in any language.
4. Be a good listener. Encourage others to talk about themselves.
5. Talk in terms of the other person's interests.
6. Make the other person feel important—and do it sincerely.

Recruiting events and tactics, including forays into the world of social media, will never replace these basic principles of human nature.

As a new Executive Director, I thoroughly enjoyed the Large Club Conference in Tulsa. Chris and I have brought back much food for thought and will be sharing it over the months to come.

Patty

ROTARY CLUB OF WICHITA INVITES MEMBERS AND GUESTS TO CELEBRATE OUR CENTENNIAL

MONDAY / FEBRUARY 13 / AT 5:00 pm

(Note: No luncheon on that date)

DRURY PLAZA HOTEL BROADVIEW

400 WEST DOUGLAS

(COVERED PARKING AVAILABLE ON WACO)

5:00 pm - Complimentary hor d'oeuvres and cash bar

7:30 Optional dinner—\$20 per person

Come enjoy an evening of food, fun and fellowship as we cap off a great Centennial year!

(Reservations are required. Please call the Rotary Office at 263-4375, email patty@wichitarotary.org, or go to www.mysignup.com/wichitarotarycelebration and use passcode **century**)

RESERVATIONS DUE BY FEBRUARY 8