



# Crow's Call



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(510) 878-2744

### **Gary Daniel**

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(925) 785-9237

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(925) 224-7780

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(510) 410-4090

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Sgt. At Arms

(925) 648-0308

### **Hermann Welm**

Club Administration

(925) 838-8261

### **Bill Harlan**

Membership

(925) 457-6589

### **Fred Nevarez**

Intl Foundation

(925) 838-4334

### **Marc Stillman**

Service Projects

(925) 648-4376

### **Kathe Mitchell**

Public Relations

(925) 998-2310

### **Don Jones**

Past President

## **Rotary Meeting - February 26th by Karen McNamara**

President **Tom Port** called the meeting to order and welcomed everyone. **George Gayler** is today's greeter. His thought for the day is: "Only after the tree has been cut down and the last fish has been caught, only then will you realize you can't eat money"

**Gary Daniel** led us in America the Beautiful.

Table introductions: Dr. **Harlan** introduced Marsha Smalley, former first lady of Rotary; **Mike Prilutsky** introduced Hester family for the student of the month. Visitors Kristi Reyna and Steve Renfro were on hand to check out the club. **Jeff Smith** and his table butchered the welcome song but the guests still felt welcome.

### Announcements

**Dennis Harvey** is coordinating the Senior Smoke Alarm Project will be held on Saturday, April 25 from 9:00am to 12:15 pm. Rotarians will be assisting seniors of San Ramon and the Sunny Glen area by installing batteries to their smoke alarms. There are about 100 residents signed up. The group will canvas all 250 homes in the Sunny Glen area. The San Ramon Valley Fire Protection District will assist in coordinating the event. Randy Perkins (SafeAlarms) has donated the batteries. Smoke detectors have been provided by Home Depot. Rotarians will work in two person teams. Each team will need to bring a ladder and screwdrivers.

The Six Club Dinner meeting is March 11 at Roundhill Country Club starting at 6:00pm. Our Club will be dark on Thursday March 12 Bocce Ball Challenge is May 9<sup>th</sup> with the Martinez Bocce Ball Federation March 18<sup>th</sup> – Campo DiBocce in Livermore

District Leadership Training – April 11 at Cal State East Bay Concord campus. Gary will organize enrollment. Advise him directly if you are planning to attend

Incoming exchange student – housing needed – contact **Bill Clarkson** **Guy Greco** announced the golf tournament for March 18 may be cancelled due to low enrollment. Check with Guy ASAP

**Service Above Self**

**Dave Larsen** announced Day at the Races May 2<sup>nd</sup>. Sign up sheet going around. Women will be asked to wear very big fancy hats.

#### Student of the Month

**Mike Prilutsky** announced the Student of the Month, Adam Hester. He is joined by his parents and Mark Corti and Doug DeVries from Cal High. Mark mentioned the school's outstanding academic successes this year and Adam is representative of the school's fantastic academic successes. Adam is currently a mock trial team for the prosecution team. Mark described him as 'tenacious'. He has a 4.79 GPA. Doug described the Model UN program that Adam is part of. Adam encourages many of his peers to participate and has gotten the Model UN club going strong. Adam thanked his parents and the Rotary Club.

#### Grant Recipient Presentation

Agape Villages is a nonprofit group that serves foster children and foster families and has served over 5000 children since their organization started. They serve infants through teenagers.

#### Recognitions

**Ed Duarte** was recognized for his wife Linda's birthday.

**Mel Creusere** was recognized for his wife Karen's birthday.

**Jim Livingstone** will be recognized in March for his birthday in February.

**Gary Daniel** was recognized for his card winning talents against his fellow Rotarians.

Program: **George Gayler** introduced Jonathan Lee from Manex who gave a presentation titled Surviving, Even Thriving, in a Recession. Manex is a nonprofit consulting firm whose goal is to grow commerce. Success requires planning, not luck. Survivors focus on data and research and do not run on assumptions. They invest time and effort and take measures and conducts analysis with them. Thrivers devour data and research and spend and invest, and adopt a model of 'fail cheap, fail fast'. Thrivers automate measures and analyses and ask employees for input and allow them to invest. Some questions to ask

Does it take me more than 60 seconds to pull up customer information?

Does it take me or the staff 15 minutes or more to get started each morning?

Does everyone in our organization know our strategy?

Know where you stand – use information about competitors to set goals and measure success. Target the best in class, not the average. Transition from knowing to improving. Teach the concept. Prove the concept. Implement the concept.

Contact Jonathan at [jlee@manexconsulting.com](mailto:jlee@manexconsulting.com)

Raffle winners were Marie Galbo and some other lucky person.

Next meeting is March 5<sup>th</sup> with a presentation on Ambassadorial Scholars and the Greeter is Ray Giles.

# *About Rotary!*

**An Excerpt from: A CENTURY OF SERVICE – The Story of Rotary International, by David C. Forward**

## Introduction

Even the world's mightiest rivers have humble beginnings. They start as tiny springs, bubbling to the surface, or as a single, melting snowdrop. As the rivulet trickles down, it brings new life to everything it touches. Soon, other tiny streams join its path and together they unite as a river, ever more confident and forceful.

One hundred years ago, the river called Rotary was born. A lonely lawyer named Paul P. Harris called together three business associates for an evening meeting. They shared similar backgrounds and missed the friendliness and trustworthiness of dealing with people they knew. Compared to the small communities of their boyhood, the frantic pace of life in America's second-largest city was depressing and lonesome. That night, they decided to form a club where they could meet and deal with one another in friendship and trust. It was the spring that started the river.

The United States had many clubs in 1905. There were trade and labor groups as well as associations of people who shared common ethnic backgrounds, religious beliefs, and political persuasions. But Paul Harris, Silvester Schiele, Gustavus Loehr, and Hiram Shorey wanted their new Rotary club to be unlike any other. Instead of having numerous lawyers or banker or accountants, they wanted only one man to represent each profession. They soon attracted other members, people from diverse backgrounds who found respite from the strains of big city business at the meetings where fellowship and jocularly took them back to their boyhood days.

*(To be Continued)*

**Shared by Hermann Welm**



# San Ramon Rotarian of the Week



**This week, March 5th, 2009, you will be greeted by Ray Giles**

**Here are some things you should know about Ray:**

**Ray has been a member of our club since, April 1988**

**Classification: CPA**

Ray is the owner of Giles Accountancy Corporation, practicing accountancy with a special emphasis on the needs of business owners, business leaders and high-wealth individuals. His practice goes beyond the traditional accounting roles of compliance and financing activities, employing a systems approach to business development for his clients.

Ray began his accounting career with a local firm in Berkeley, later moving through the ranks of the commercial audit division at Arthur Andersen & Co. He began a "second career" in industry as a senior executive in finance, marketing and operations. In 1985, armed with a dozen years' experience in the consumer products, automotive, aerospace and pharmaceutical industries, he established his current accounting practice dedicated to helping business owners and leaders better understand and use their accounting tools to grow their businesses.

In July 2004, Ray reorganized and moved his firm to San Ramon after nineteen years in Danville.

Born in Colorado, Ray grew up on the Philadelphia Main Line, moving to California with his family when he was in high school. He received his degree from the School of Business (before it had a name) at the University of California. He was married to Judy Howard on August 24, 1969. In 1971, Ray and Judy moved from Oakland to San Ramon where they raised their two children, Mike and Michelle. Mike and his wife Lisa have presented them with two grandsons, Tyler and Zac. Daughter Michelle is single, lives in Martinez with the dog she adopted and the three cats who have adopted her. She is a middle school math teacher in Lafayette.

Ray is a member of the California Society of CPAs and the American Institute of Certified Public Accountants. He has served as an officer and director of a national charitable foundation, has been treasurer and director of the Danville Area Chamber of Commerce, and has served on numerous city and school district committees. In Rotary, he has been club president, treasurer, sergeant at arms, Carbo Load chair and director of community and international service. He has also been treasurer of District 5160 and is a Rotary Foundation Major Donor.

Meeting: Thursday, 12:15  
Crow Canyon Country Club  
711 Silver Lake Dr, Danville

Jim Livingstone, Publisher  
(925) 216-1898 cell phone

e-mail: jwl459@comcast.net

## San Ramon Rotary

### Greeter Protocol

When you are blessed with the duty of being our greeter, you should remember the following: (1) You should be at the meeting by 11:45 am in order to greet everyone as they come to the meeting. (2) You should bring a "greeter's gift". The gift should be approximately \$20.00 in value. (3) You will be leading the flag salute, giving the inspiration, and introducing the visiting Rotarians. It is a good idea to watch the visiting Rotarians sign in, so that you can ask them about any complicated names or classifications, or just plain BAD handwriting. ota

Is it the truth?

Is it fair to all concerned?

Will it build goodwill better friendships?

Will it be beneficial to all concerned?

### Future Programs:

March 5th	Anna-Lena Scholtz - Ambassadorial Scholars
March 12th	Dark - No Meeting
March 19th	Randy Williams - Kiertzu Forum
March 26th	Steve Enoc - SRVUSD Superintendent

### Upcoming Events and Dates to Remember

March 11th	6 Club Dinner @ Round Hill CC 6:00
March 12th	Dark - No Meeting
March 18th	Members Night Out - Bocce Ball
April 25th	Smoke Alarm Project for Sr Citizens
May 2nd	Day at the Races
July 11th	District 5160 Awards Banquet, Corning
October 1-4	District Conference Lake Tahoe NV

### Schedule of Greeters:

March 5th	Ray Giles
March 19th	Guy Greco

