

## Club Picnic

Our annual Club picnic, celebrating the conclusion of our RAP efforts and generally recognizing the efforts of our members is this Sunday at **Stuart Farb's** river cottage (1257 Tall Pines Drive, Osteen, FL 32764). Please plan on attending as the event will be catered and, best yet, it's free!



## "Happy Dollars" (cont. from pg. 2)

later and take less showers since their mother is gone for two weeks. **Sharon** thanked all those who donated to the RAP Silent Auction, had one for the great Interact kids at Lyman and added to Avron's story by remarking that her husband Joe was given just 3 weeks to live and lived for another 2 years. Assistant DG Jim Moriarty told us about his trip to Ottawa to help care for his grandchild. **Chuck Lorenz** was happy for his granddaughter who, after touring several colleges, settled on Auburn and was accepted. Bill Fahey shared a story about his overachieving granddaughter who graduated top of her class from UCF and was nominated "Rookie Teacher of the Year" in the Seminole County system. She's now been accepted into the graduate Sports Management program at FSU and has a job sewn up with the Jacksonville Jaguars. **Paul Crouch** was looking forward to 100% participation from our Club in the RAP Raffle.



Rotary Club of Seminole County South  
P.O. Box 160306  
Altamonte Springs, FL 32716-0306

The object of Rotary is to foster the ideal of service as a basis of worthy enterprise.

**FIRST:** The development of acquaintance as an opportunity for service;

**SECOND:** High ethical standards in business and professions; the recognition of the worthiness of all useful occupations, and the dignifying of each Rotarian's occupation;

**THIRD:** The application of the ideal of service in each Rotarian's personal, business, and community life;

**FOURTH:** The advancement of international understanding, goodwill, and peace through a world fellowship of business and professional persons united in the ideal of service.

## "Last Week" (cont. from pg. 3)

attorney and prospective member until she saw the skit. We were also happy to recognize our Interact students in attendance. **John Davies** gave us a final RAP update, encouraging us to attend the event and taking any questions. **Shannon Costello** was working hard on the seating arrangements and **Dudley** confirmed our table sales at 20. **Mike Merrill** gave the disappointing news that the RAP Raffle continues to struggle, with just \$6,000 contributed, and only \$50 turned in on Friday! **Sharon DeRousha** reported that we had lots of items for the RAP Silent Auction, but we're always looking for some more good ones. She regrettably announced that this will be her "swan song" as chair of this portion of the event and threatened to "draw a name" to find her successor. **Bill Stack** reminded us of the Club picnic at **Stuart's** river house this Sunday. **Errol** tried to recognize our birthday, **Leroy Turja**, but he escaped before we could sing. Bill Fahey reported that **Pete Osborn** is doing well after his neck surgery, expecting to be back in 3-4 weeks. Dudley Bates had a chance at our \$97 drawing but fell short.

## Other Rotary News

RotarAct of Metro Orlando, which had to reschedule its Putt Putt Golf Charity Fundraiser scheduled in February (due to weather), has set the new date as April 25th. The event will be held at the Hawaiian Rumble Putt Putt Course at 8969 International Drive starting at 6:00 p.m. for socialization, setting up for a 7:00 shotgun start. The price to participate is \$30 per person or \$125 for a team of five. The price includes golf, food, a drink ticket and the chance to win several door prizes. Visit [www.rotaractorlando.org](http://www.rotaractorlando.org) to register for the event.

Please take a copy of "The Times" and give to a prospective member



## The Four Way Test

**First ...** Is it the *TRUTH*?

**Second ...** Is it *FAIR* to all concerned?

**Third ...** Will it build *GOOD WILL* and *BETTER FRIENDSHIPS*?

**Fourth ...** Will it be *BENEFICIAL* to all concerned?

Name \_\_\_\_\_

Has made up a meeting at Seminole County South Rotary Club

Date \_\_\_\_\_

by \_\_\_\_\_



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# The Times

of Seminole County South Rotary Club

Rotary District 6980 Award Winning Newsletter

INTERNATIONAL

Founded 1969

## TODAY'S PROGRAM

**Club Assembly**  
**RAP Report**

## WHO'S WHO

Greeter: **Bob Levy**

Invocation: **Joe Williams**

Guests: **Bill Fahey**

## THOUGHT FOR THE DAY

*It has been the way of Rotary to focus thought upon matters in which members are in agreement, rather than upon matters in which they are in disagreement.*

- Paul Harris

## HUMOR AND WIT



VOL. 33 NO. 39 ♦ APRIL 20, 2012

## TODAY'S MESSAGE

### RAP Raffle Report

Upon inquiry with our RAP Raffle chair, **Mike Merrill**, we learned that the following prizes were awarded at this year's event:

- Membership at Lifestyle Fitness – Lisa Taylor; sold by **Mike Lane**
- Silver and Blue Topaz Earrings – **Bill Miller**
- Print offered by the Doggie Door – Donna Bass
- Weekend stay at the Marriott – Emily Lindon
- Estate Plan offered by Kramer Law Firm – Nixon; sold by **Avron Satill**
- \$1,000.00 – Mark Spin; sold by **Ed Bookbinder**

Congratulations to all the RAP Raffle winners and, congratulations to all the students who received this prestigious recognition. We look forward to receiving a more comprehensive update on the outcome of this year's event at today's meeting.

## UPCOMING EVENTS

**Club Picnic - April 22, 2012**  
**Club History Presentation - June 29th**

**Next Week's Program:**  
**Paul McGlone**  
**World Bicycle Tour**

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*President Elect*  
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[www.ssrotary.com](http://www.ssrotary.com)

*Our club meets every Friday at 7:30 a.m. - Rolling Hills Country Club*

## THIS WEEK'S BIRTHDAYS



**Carl Lueck- 4/20**  
**Bill Potter- 4/22**

## HAPPY DOLLARS

**Al Cummings** collected our happy dollars last week, thanking **Dennis** and **Jim** for a great skit. **Ed Knight** found another dollar in his billfold from his daughter, noted the ominous date (Friday the 13<sup>th</sup>) and was looking forward to a trip to southern Georgia. **Errol** thanked **Paul Sills** and **Bill Fahey** for the great job they do on the bulletin. **Mike Lane** remarked that this would be the first year he'll be missing RAP, thanked **Larry** for a great program and spoke about his son-in-law, a recent graduate of UF's graduate school, having traveled there once a month from Ohio. **Jack Eiel** thanked Larry for his talk and was sure he would have helped when he sold his business. **Bob Levy**, adding to Larry's talk, mentioned how many mistakes get made from lack of planning. He also promised Jim DeKleva that if he bought just one more ticket from him, he wouldn't send the video of him as RINO Man to the Judicial Qualifications Committee. Bob was also happy that his granddaughter was able to attend the egg hunt at the White House and is looking forward to meeting his newest granddaughter on his next visit. **Kent Weisner** was happy to be back from Colorado, explaining how hard it is to "ski high", prompting a couple, humorous comments. Kent was also happy to have just hosted his 8 grandchildren and thanked Jim and Dennis for their dedication to Rotary. **Carl Lueck** was happy to have hosted one of our recent Australian visitors, although the visitor wasn't a fan of our local news. He also thanked Larry for the presentation, adding that he wish he'd been around when he and Bob sold the pillow company. **Avron** was happy that his Mom is doing well, despite being given just three days to live! He was also sad that his wife, Sandra, has had to undergo two recent surgeries but is moving toward recovery. Avron was also happy to be expanding his business in the building he occupies. **Tim Roberts** complimented the program and was looking forward to the start of a long baseball season. **Carl Riechers** told us about his trip to New York where he visited his parents (ages 85 and 92) as well as a cousin who makes his own beer and wine! One of our Interact guests was happy to have been accepted at FSU, promising that she's going to be part of the service programs there. **Clark** told us about visiting Allan Church while in Australia and about Allan's special twist on the PETs training. Their formal dinner was held in a pet store, where Allan sported his own dog collar and the various presidents were in cages. Allan also garnered a \$10,000 donation for eating dog food! **Edwin** had \$2 for the program, for Dennis and Jim's efforts and was also happy for his grandson who also went to the White House egg hunt. **Joe Williams** was looking forward to an upcoming trip. Dennis told us about his kids asking if they could stay up

("Happy Dollars" cont. on pg. 4)

## LAST WEEK'S MEETING

Last week, our speaker was our own **Larry Breen** who spoke to us about "exit planning", preparing to sell a business. His first suggestion was to consult with a financial planner. You'll need to plan for how much money you need to make your lifestyle work after you retire and calculate how much you need to build the value of your business to reach that goal. When looking at your business, naturally, cash flow is critical to building value. You also need an in place successor management team to take over once your gone, particularly if the continued success of your business is critical to meeting your continuing needs. If you're looking to find a third party sale, it's essential that you're the best business on the block. Realistically, to achieve a third party sale, you need about \$1 million in cash flow in your business. Some hot and cold industries now are alternative power (hot) and construction and retail (cold). Frequently, sales are made to "co-owners", kids or employees. Many times, these buyers don't have the money to pay out the purchase up front. You have to analyze your business to make sure it has the "horsepower" to pay you out over a 7-10 year time frame. Another area to plan for is an unexpected demise. It's critical to examine the consequences of such an occurrence and plan ahead of a "triggering" event. You don't want to end up with an unanticipated partner (i.e. spouse or children of the decedent). As part of your overall plan, considerations must be made for wealth management and estate planning as well. Larry generously offered to prepare an assessment of your business upon inquiry. **Bob Levy** asked about lead time for selling and who do you pick to sell it? Larry's answer was as you might anticipate; the sooner the better. Most people only sell one business so you need to work hard to make it go well. **Fred Poole** shared that, in his experience, most people who seek to sell their business don't prepare very well, stressing the importance of putting in place realistic time frames and working hard to get it ready to sell. Just as we were getting ready to transition to our next agenda item, the meeting was broken up by "Captain Rotary" (**Dennis Sobik**), on the hunt for his "arch villain", "RINO Man" (played by **Jim DeKleva**). RINO Man (Rotarian In Name Only) was identified as a member who "just shows up, or doesn't show up", prompting RINO Man to exclaim "can't I just enjoy my breakfast!" A slow but deliberate chase ensued, following which Captain Rotary apprehended RINO Man and read him his rights (the Four-Way-Test) and conducted a rather familiar pat down. While conducting the pat down, Captain Rotary discovered RINO Man's RAP Raffle tickets stuffed in his pants, unsold. After being duly lectured, RINO Man agreed to "do what you're supposed to" and sell his tickets before Sunday's RAP event. Dennis and Jim pointed out that, given they are willing to go to this embarrassing extent, everyone needs to make a concerted effort to do their part. At the end, Jim explained that he plans to go to court in his RINO Man get-up and Dennis shared that his wife asked him to dress in his Captain Rotary costume that night. Following our great skit, President **Paul** recognized our Assistant DG, Jim Moriarty, and **Bill Fahey** introduced his guest, Jan McLaughlin, a bankruptcy

("Last Week" cont. on pg. 4)

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