



# Rotary

## Club of Strathfield



*Namaste*

# STRATHFIELD ROTARY BULLETIN

DISTRICT 9675  
12th August 2020

[www.strathfieldrotary.org.au](http://www.strathfieldrotary.org.au)    [info@strathfieldrotary.org.au](mailto:info@strathfieldrotary.org.au)    <https://www.facebook.com/strathfieldrotary>

*Rotary, United Nations and Australian Themes*

<i>Month of August</i>		
-	Rotary	Membership Month
<i>Weeks of August</i>		
15th – 23rd August	Aust	National Science Week
17th – 23rd August	Aust	Keep Australia Beautiful Week
<i>Days of August</i>		
12th August	UN	International Youth Day
19th August	UN	World Humanitarian Day

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## *Speaker last week: Annlone Dalhoff*

Our guest speaker at our first face-to-face meeting since 11th March was certainly no disappointment ! Annlone Dalhoff from Joy Hearts business and leadership coaching, entertained and challenged us in a way that would certainly not have been possible via Zoom.

Although her message on “The 6 Phases of Selling” was not ‘rocket science’ it provided a sound, sensible analysis of the do’s and don’ts of making a sale.

Annlone stressed that we are all selling (ourselves) all the time and that all buying decisions are emotional (DC; not sure if “all” is strictly correct).



Briefly her six, sequential steps are:

1. Curiosity - important to fully engage the potential buyer
2. Empowerment - no point in progressing beyond 2, if the potential buyer does not have the authority to make the purchase decision.
3. Possibility - if indications are positive (a 'no brainer'), most jump from Step 3 to Step 5  
NO ! Trust is important. It is important to step back and progress through Step 4
4. Readiness - does the potential purchaser have all necessary information.

5. No brainer = closing the purchase after following all earlier steps.
6. Decision made - important that the right buying decision leads to a long term connection.

Annlonne's final advice - "Certainty sells"

A very entertaining presentation, rounding off a good evening of fellowship..

*Writeup by David Croft*



### *Speakers for this week: James Collins & Rosemary King*

Tonight James and Rosemary will bring us up to date on the Parish Pantry project.



### *Rotary Updates*

Dear Rotarian,

Janice M Hall  
District Governor Nominee/District Secretary 9675  
0402401850

I just wanted to share this wonderful news.  
Jennifer Jones is going to be RI President in my year as District Governor. She will be the first woman to hold that office in 115 years. (See attachment).  
I look forward to such a productive and memorable year working with all the committed Rotarians in D9675.

Thank you for your ongoing dedication and creativity during the current challenging times. Your dedication to Service Above Self is truly remarkable.

Kindest regards Janice



**Rotary International** @Rotary · 4h

Jennifer E. Jones, a member of the Rotary Club of Windsor-Roseland, Ontario, Canada, has been nominated to become Rotary International's president for 2022-23, a selection that will make her the first woman to hold that office in the organization's 115-year history.



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## Dates for the Calendar



| <i>Rotary Events</i> |                                                                                                  |                     |                                        |
|----------------------|--------------------------------------------------------------------------------------------------|---------------------|----------------------------------------|
| <i>Day/Date</i>      | <i>Event/speaker</i>                                                                             | <i>To introduce</i> | <i>To thank<br/>+ Speaker write-up</i> |
| Wed 12th Aug         | <b>Fr. James Collins &amp; Rosemary King</b><br>Update on Parish Pantry                          | Gulian Vaccari      | Thaya Ponniah                          |
| Wed 19th Aug         | <b>Shannon Chin</b><br>Demystifying Dementia                                                     | tba                 | tba                                    |
| Wed 26th Aug         | <b>Maria Calibo-Sales</b><br>“Capability with Conscience” program to assist disadvantaged groups | tba                 | tba                                    |
| Wed 2nd Sept         | <b>Pride of Work Awards</b>                                                                      | -                   | -                                      |
| Wed 9th Sept         | <b>No meeting</b><br>Transfer to 12-Sept                                                         | -                   | -                                      |
| Sat 12th Sept        | <b>Strathfield Rotary Celebration Dinner</b>                                                     | -                   | -                                      |
| Wed 16th Sept        | <b>District Governor’s visit</b>                                                                 | -                   | -                                      |
| Wed 23rd Aug         | <b>Ying Ho</b><br>The keyboard in Education                                                      | tba                 | tba                                    |
| Wed 30th Aug         | <b>Danjela Prahovic</b><br>Improving the life skills of young people via technology              | tba                 | tba                                    |

| <i>Birthdays</i> |                     |
|------------------|---------------------|
| 13th August      | Christine Haseldine |
| 14th August      | George Hallworth    |
| 15th August      | Gulian Vaccari      |

| <i>Anniversaries</i> |                                  |
|----------------------|----------------------------------|
| 17th August          | Paul and Georgia Anton (wedding) |
| 17th August          | David Croft (Rotary)             |





## *The Rotary Statistics*

|                                           |           |
|-------------------------------------------|-----------|
| Attendance last (Zoom) meeting (05-08-20) | 18        |
| Club membership                           | <b>45</b> |
| Partners                                  | 0         |
| Guests                                    | 1         |

| <i>Funds raised</i> |                       |
|---------------------|-----------------------|
| Raffle              | Not held              |
| Sergeant's session  | \$101.45 <sup>1</sup> |
| Heads and tails     | Not held              |

<sup>1</sup> First 2020-21 fundraising. Congratulations Sergeant Nick Hamilton-Kane



## *Your Committee 2020-21*

|                          |               |              |                    |
|--------------------------|---------------|--------------|--------------------|
| President                | Usha Garg     | Secretary    | Dimitry Palmer     |
| President Elect          | tba           | Sergeant     | Nick Hamilton-Kane |
| Immediate Past President | Arie Pappas   | Treasurer    | Rod McDougall      |
| Youth                    | Peter Smith   | Community    | Allan Teale        |
| International            | Thaya Ponniah | Vocational   | Janice Barrett     |
| Public Officer           | Rod McDougall | Club Service | Alexey Prokopenko  |

|                  |               |            |                   |
|------------------|---------------|------------|-------------------|
| Bulletin Editor  | Bradley Ayres | Web master | Raymond McCluskie |
| Bulletin Printer | Selectprint   | Apologies  | Gulian Vaccari    |
| Facebook master  | Charles Pitt  |            |                   |



## *Out & About: Meeting last week*

In an historic moment, some 17 members and guests returned to the Strathfield Golf Club on 5 August to hold our first in person meeting with all the COVID-19 restrictions in place. Club services director Alexey Prokopenko made sure all arrangements were in hand for President Usha Garg to conduct the meeting and guest speaker Annlone Dalhoff to make her presentation.



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Rotary Opens Opportunities

Rotary



# Strathfield Rotary Celebration Dinner 2019-2020

Join us for a gala evening to celebrate the achievements of our members during 2019-20

Our members of parliament, local council representatives, district governor and immediate past governor will join us

*Good fellowship, fine dining, great Rotary*

Saturday 12 September 2020 6:30 for 7:00 pm  
Strathfield Golf Club Event Centre  
Dinner \$60.00 pp (children under 13 \$25.00 pp)  
Cash bar Dress formal or lounge suit  
COVID-19 safe environment

**REGISTRATION** (payment due 5 September 2020)

1) **By Humanitix Ticketing** (preferred)

<https://events.humanitix.com.au/celebrate>

2) **By Electronic Funds Transfer**

BSB 633000 Account 146249156

Quote your last name and "celebrate"

Confirm with email to [info@strathfieldrotary.org.au](mailto:info@strathfieldrotary.org.au)

Please include guest names, any special dietary requirements

3) **By Cheque or Cash** (at a club meeting prior to event)

**ENQUIRIES** [info@strathfieldrotary.org.au](mailto:info@strathfieldrotary.org.au)

