



Key Ways



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July-August, 2006

Philip J. Silvers
Noel Bajat

Zone 25 Regional Rotary Foundation Coordinator
Zone 26 Regional Rotary Foundation Coordinator

Of sapphires and rubies

By Philip J. Silvers, RRFC Zone 25

Our Rotary Foundation has done a superb job in promoting the Paul Harris Fellowship in North America and many other countries. Clubs take great pride in the numbers and percentages of members who are Paul Harris Fellows. Members take pride in making their spouses and children Paul Harris Fellows (PHFs).

While the success of *Every Rotarian Every Year* has helped us push beyond the PHF destination-barrier, there is one niche market that we have failed to tap: The Rotarian who has achieved a PHF and either gives occasionally or no longer gives.

Rotary Foundation Major Gifts Advisor Talee Crowe has taken on this challenge within her Denver Smokey Hill club. She uses club recognition points and her own personal recognition points as a matching incentive for members to move up to the next level — PHF+1, +2, etc.

As Rotary Foundation Chair for my club last year, I followed Talee's example and, wow, did it work! The club Rotary Foundation chair needs to be the quarterback, and here is what he or she needs to do:

1. Access the Rotary website and print out the club's Club Recognition Summary.
2. Flag those people who are within \$500 of hitting the next level — PHF, PHF+1, etc.

Please continue reading on page 8



PHIL SILVERS

A challenge to leadership

By Noel Bajat, RRFC Zone 26

In his opening speech at the International Assembly in San Diego, RI President Bill Boyd issued a challenge to every Rotarian by proclaiming his theme, "*Lead the Way.*" He further stated that "all of us know that it is not enough to wait for it to happen. Together, all of us will '*Lead the Way.*'"

I would like to carry this theme of "*Lead the Way*" one step farther by issuing a "Challenge to Leadership."

The opportunity for leadership in Rotary is widespread. It is vested in every committee chairman, every committee member, every Rotarian who arranges a program or who offers the invocation.

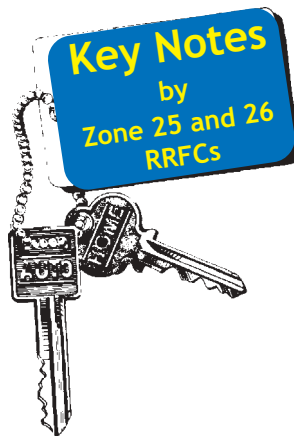
In fact, every Rotarian who makes a move beyond the bare minimum requirements of membership is a leader. If Rotarians take the time to look, leadership opportunities are present everywhere for every Rotarian.

Rotary clubs, Rotary districts and Rotary zones require leadership. None runs efficiently without leaders. Even an orchestra that has a skilled performer in every seat must have a conductor on the podium to lead.

But you might ask, just what is effective leadership? Well, effective leadership in all activities is based on three elements: "personal
Please continue reading on page 7



NOEL BAJAT



Welcome to 'Key Ways'

By Barb Feder, Editor

Happy New Rotary Year and your "expanded" Zones 25 & 26 Rotary Foundation newsletter! That's right! Your *Key Ways* reporting and coverage now includes and welcomes the Rotary Foundation Team and leaders from Zone 26.

You'll get "double the pleasure, double the fun" (to quote a famous commercial) as you read through the pages filled with updates, creative ideas, the challenges, projects and special events of our Family of Rotary as we continue to build a strong Rotary Foundation working for a world free of sickness, hunger, illiteracy

and strife.

Luis Giay, 2006-07 Trustee Chair of The Rotary Foundation, has stressed the following goals for this Rotary year:

- Focus on the eradication of polio;
- Heighten The Rotary Foundation's profile on the world stage in the field of peace and conflict resolution through its unique partnerships with premier institutions;

• Achieve a worldwide per capita of
Please continue reading on page 7



BARB FEDER

Maximize the effectiveness of your remarks

By Terri Stough

Zones 22, 25, & 26 Annual Giving Officer

With the start of the 2006-2007 Rotary year, many of you will find that your calendars are quite full of speaking engagements at clubs and Foundation seminars. Whether you have just stepped into a new leadership role or have been a reliable resource for years, most of you will want to maximize the effectiveness of your remarks when addressing a group.



TERRI STOUGH

Below are some excellent suggestions from Zone 27's immediate past Regional Rotary Foundation Coordinator Tom Thorfinnson that will help ensure that you have your audience's full attention and that they remember your message:

What's Due and What's New Calendar of Events

Due Now

IMPORTANT NOTE: It's Never Too Late!
Please be sure your EREY Club Goal Sheets for 2006-2007 have been turned in

July 22-23

Zone 26 Multi-District Training Seminar
HOWARD JOHNSON PLAZA • AUSTIN, TEXAS

August 5

District 5670 Foundation & Membership Seminar
HAYS, KANSAS

August 5

District 5690 Membership & Foundation Seminar
PRATT COMMUNITY COLLEGE • PRATT, KANSAS

August 12

Zone 25 Rotary Foundation e-Seminar

September 8

Deadline for submission of nominations for the
Global Alumni Service to Humanity Award
to the Zone 25 Alumni Award Committee

September 15

Service Above Self Award nominations deadline

September 27

2:00 – 4:30 p.m.

Zones' DRFC and Advisors Forum

Zone Institute

MARRIOTT DENVER TECH CENTER

October 7

District 5830 Foundation Seminar
KILGORE, TEXAS

November 3-4

Districts 5490 & 5510 Mexican-American Conference,
Foundation Day & Dinner Celebration
CROWNE PLAZA • PHOENIX, ARIZONA

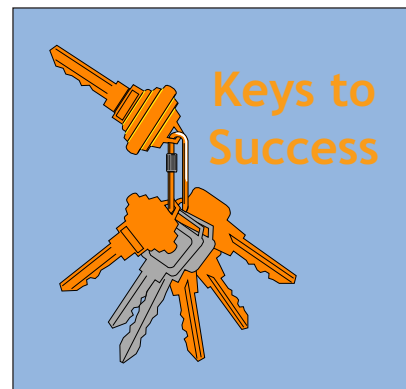
1. Narrow your focus. Too often we try to say too much. Even though you have 20 goals for your year, just highlight a few during your talk. More importantly, make the Rotarians feel good about being in Rotary. Start with an introduction of the four points, then give details on the four points during the body of the speech, then conclude with (guess what!) a summary of the four points. If you tell it to them three times, they might even remember! This might be something like:

Membership/ Our Rotary Foundation/ Literacy / Fellowship

(All of this together can lend itself to another Rotary acronym such as FLOM or MOLP or if you put entertainment in place of Fellowship you get MOLE. Stating the acronym will increase the odds they will remember the four points.)

2. Add humor and heart. Irony is good, and self-deprecating humor works for me, because it is safe (I don't offend others) and it keeps me humble. Jokes are OK, but be careful with these because you can offend or end up telling an old worn-out joke. Pulling at the heart is easy with the great stories we have from TRF and the needs in this world. Keep these short...it'll carry more impact.

Please continue reading on page 5



Rotary Foundation Basics

The World of Acronyms



In our **Rotary World of Acronyms**, can you read this?

The success of today's programs of **TRF** depend on our consistent **APF EREY** donations. Be sure to take every opportunity to thank every donor at any level be they **RFSM**, **PHF**, **PHS** Member or **MD** for their continued financial support.

See page 8 for help!

Key Ways is the bi-monthly newsletter of Zones 25 and 26 of The Rotary Foundation. Articles and photos for publication may be sent to Zone 25 RRFC Phil Silvers at silverlode@cox.net, Zone 26 RRFC Noel Bajaj at noel@abbemae.com, or to editor Barb Feder at barbfeder@cs.com.

Meet your Zone 25 & 26 Rotary Foundation Team

Strategic Advisors to the Annual Programs Fund

Zone 25



BILL PETTUS
DISTRICTS 5390,
5400, 5440,
5450, 5470



DON GATZKE
DISTRICTS 5390,
5400, 5440,
5450, 5470



BARB FEDER
DISTRICTS 5420,
5490, 5500,
5510, 5520



GERI APPEL
DISTRICTS 5580,
5610, 5630,
5670, 5690



BILL RAINS
DISTRICTS 5730,
5750, 5770,
5790, 5810, 5830



JIM BERG
DISTRICTS 5840,
5870, 5890,
5910, 5930, 6200

Zone 26

Major Gifts Advisors

Zone 25



TALEE CROWE
DISTRICTS 5390,
5400, 5440,
5450 & 5470



GEORGE WHEELER
DISTRICTS 5420,
5490, 5500,
5510 & 5520



GARY NOLTE
DISTRICTS 5580,
5610, 5630,
5670 & 5690



CHUCK KURTZMAN
DISTRICTS 5730,
5750, 5770,
5790, 5810, 5830



GEORGE YEITER
DISTRICTS 5840,
5870, 5890,
5910, 5930, 6200

Zone 26

**Read
what
they
have
to say
about
Rotary:
Pages
4-5**

Alumni

Coordinators

Zone 25



EDDIE BLENDER

Zone 26



D'LISA SIMMONS

JUST RELEASED!

3rd in the most popular book series in Rotary history:

Frank Talk on The Rotary Foundation

by Past RI President Frank Devlyn
and David C. Forward



Dozens of inspiring facts and anecdotes that will make you and your fellow Rotarians even prouder and more supportive of our Rotary Foundation. This will motivate every reader to become more active in Rotary and more inclusive of The Foundation in their donations. A "must read" for every Rotarian — young or old!

Order for each member of your club or district and save:

Single copy	\$12.95	
10-24 copies	\$ 7.95	Save 39%!
25-99 copies	\$ 4.95	Save 62%!
100 or more copies	\$ 4.50	Save 65%!

Order now at
www.FrankTalkBooks.com

Two Needs, Two Ways of Giving!

Annual Programs Fund

Permanent Fund

Foundation Moles

By Jim Berg
Zone 26 Annual Programs Fund
Strategic Advisor

I am in my second year as a Strategic Advisor (SA) for The Rotary Foundation. To the un-initiated, a “SA” is a fancy name for being a vocal advocate (to all who will listen) for The Rotary Foundation.

After two years I can report that being an advocate works! It seems like an old adage: “What we have is a failure to communicate.” Well, all of the volunteers for Rotary who read this have been effective advocates, like me. But what we need to continue to do is plant moles to spread our word and make our mission of increasing per capita giving toward the EREY Goal of \$100.

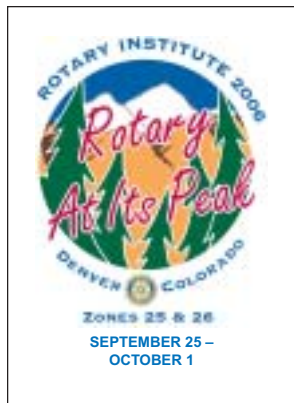
Having led classes at Texas PETS, I, like others, know an all-too-apparent fact. Club Presidents-Elect are poorly indoctrinated about The Rotary Foundation. That is no reflection on our Texas Multi-PETS, rather it is a function of time and material to be covered...too little time and too much to learn.

In 2004, PDG Andy Smallwood asked that as a past president of a large club (San Antonio, 700 members) I might have a better understanding and connection with other large clubs in Zone 26. I have used this opportunity to visit informally with incoming Presidents-Elect about our Foundation...and with some degree of success, particularly with my own Club #52.

It happened that in the past two years our clubs’ presidents have not been able to be at PETS full time, so I repeated the whole syllabus one-on-one with each...all eight hours over three days. Each got a complete indoctrination on the importance of TRF.

RESULT: Our large club presidents in the past two years have dramatically increased the club’s per capita. I am most proud of our club and its young leadership.

This “one-on-one” with Club PEs in the Spy Business is called “planting moles.” So perhaps those of us who feel compelled need to plant moles.



CONCLUSION: Our Rotary Foundation needs more “mole planting.” So this is our mission...for all who love Rotary and its Foundation...plant moles and start with the Presidents-Elect after PETS each year. Start with large clubs and work down to the smallest.

And that is the truth.



JIM BERG
ZONE 26
DISTRICTS 5840,
5870, 5890,
5910, 5930, 6200

Where are you now?

By George Wheeler
Zone 25 Major Gifts Advisor



GEORGE WHEELER
ZONE 25
DISTRICTS 5420,
5490, 5500,
5510, 5520

When I was prowling around the district as a Governor, I used to ask Rotarians “When did you become a Rotarian?” Not a club member, but a Rotarian.

This past year Eddie Blender has been in my in-box weekly with notes from Rotarians telling “Why I am a Rotarian.” If you have ever written down your Rotary story, I think you have found that it is not a bio, but a time-line of meaningful events and service.

The beginning of a Rotary year is an ideal time for all of us to look at our Rotary service time-lines whether written or not. Where Are You Now? For many of you, the pertinent events on your time-lines continue to appear often and are more significant. For some of you, those events occur farther in between now; while for others, the noteworthy happenings in your Rotary life have virtually ceased.

Where am I going with this? I am simply asking you to consider again why you became a Rotarian and why you continue to belong to our great organization.

Whether you look at it from the broad RI standard point or simply your local club, we have greater opportunities for meaningful service today than at any time in our history. And YES, it does require funds to accomplish that service and it is one of the major areas where Rotary needs us.

Along with your Rotary service, please give serious thought to where your giving commitment to our Rotary Foundation currently stands. I have long been an advocate of a personal giving plan and I earnestly believe that everyone should have one that is current.

Quite a number of years ago, Willi and I created our first formal giving plan. We intentionally reduced the number of organizations to which we contributed. We eliminated those charities whose administrative costs were high and those who wasted funds on monthly solicitation mailings.

We prioritized our giving; focusing on those organizations where we felt our money would do the most good. It shouldn’t surprise you that next to our church, Rotary gets more than the lion’s share.

Those of us who receive **Key Ways** are perhaps in the best position to assist our Foundation with our donations and in soliciting others. We have more training, experience and knowledge than 95 percent of the Rotarians, and understand how effectively our Foundation operates, how much good we do in the world, and how much more there is to do.

Please continue reading on page 8

Celebrating Rotary's Alumni in Copenhagen, Denmark

By Edward "Eddie" Blender
Zone 25 RFAC

The Rotary Foundation (TRF) enables the advancement of world understanding, goodwill and peace. Through TRF we are doing "good" in the world. Through TRF we are helping to change the world. We are truly making a difference!

How does all of that happen? It happens through the programs of TRF and the dedicated participants in those programs whom we call our Alumni.

I was in attendance at an exciting afternoon during our RI Convention in Copenhagen (Saturday, June 10) at which many of our Alumni spoke about their achievements through our programs.

Did you know that 510 Group Study Exchange (GSE) Teams represented Rotary last year? Think of that...out of 529 districts there were 510 teams, which totals 96 percent worldwide participation. GSE is certainly a program that helps us achieve our goals of World Understanding, Goodwill and Peace.

We heard from the Zone 25, D5580 (USA/Canada) Group Study Exchange Team composed of Rotarian Mark Erickson (team leader), Steven Houghton, Gary Johnson, Chris Carlson, and Jill Zachary (team members) from the 1999-2000 Rotary year. Since their exchange to District 2390 in Sweden, three of the team members have gone on to join Rotary clubs in their district and the fourth member, Steven Houghton, is currently a Rotary World Peace Fellow at International Christian University in Tokyo, Japan. We certainly achieved our TRF goals through that GSE Team.

How about John Osterlund, our General Manager of The Rotary Foundation, who grew up in Florida and received both



EDDIE BLENDER

Rotary Foundation Alumni

his undergraduate and graduate degrees there? John was an Ambassadorial Scholar to the University of Stockholm, Sweden, in 1987-88 and credits the Educational Programs of TRF with helping to set his career path.

The winner of the 2005-06 Global Alumni Service to Humanity Award, John Schott, Founder and President, Schott and Associates, has served as a consultant to developing countries and non-governmental organizations and has advised leaders of municipalities, NGOs, and nations on improvement of rural community services through cooperatives and training programs.

He has delivered several papers, authored several books, and received numerous awards and honors. He completed his Ph.D. at Harvard University and also received a Fulbright Scholarship to Makerere College, Uganda. John was an Ambassadorial Scholar in 1957-58 to the University of Oxford.

Are our TRF programs working? Yukiko Nishikawa obtained her MA and PhD as an Ambassadorial Scholar to our Peace Center at Bradford University in the UK in 1998-2000 and is now Deputy Director, Rotary Center for Peace and Conflict Studies, Chulalongkorn University, which is now one of the Rotary Centers for International Studies. Yukiko has extensive experience in peace and conflict related fields, both academically and in practice.

The Rotary Foundation and its illustrious Alumni are helping to change the world. Our programs and alumni participation are helping us achieve World Understanding, Goodwill and Peace.

Nominate Alumni for Global Service to Humanity Award

The Global Alumni Service to Humanity Award is presented to an outstanding former Rotary Foundation program alumnus or alumna whose extraordinary service activities and professional achievements exemplify the Rotary ideal of Service Above Self. The award is open to all Foundation alumni who completed their program participation at least 10 years ago (1996 or prior). An alumnus/alumna is either a Rotarian or non-Rotarian who has served on a Group Study Exchange Team (either as a Rotarian leader or a team member), been an Ambassadorial Scholar or received a University Teacher Grant, a Discovery Grant or a Grant for Rotary Volunteers.

Each Rotary district in Zones 25 and 26 is asked to submit one Alumni Award nominee to their RRFC (Z25 to RRFC Phil Silvers and Z26 to RRFC Noel Bajat) by **September 8, 2006**, for consideration by each zone's selection committee. The Zone 25 and Zone 26 winner will be recognized on Foundation Day, September 28th at the Denver Zone Institute.

As our two zones alternate submission for the international selection, this year the winner of the Zone 25 regional award will be forwarded to the Trustees of The Rotary Foundation for their consideration as the possible global winner. That global winner will be honored at the 2007 Salt Lake City RI Convention.

Please check your list of distinguished Foundation Alumni and submit your district's candidate for this prestigious recognition!

TERRI STOUGH

Continued from page 2

3. Make it personal. Telling one insight about you is always good. A few examples might be: how you got your nickname; your most embarrassing moment in Rotary; the first day you really became a Rotarian; or how you used to skip out on the governor's visit each year. If you can tie an insight about yourself into the heartwarming story all the better. But, don't use the insight to highlight yourself. Instead use it to personalize. Tell how the heartwarming story really, truly impacted your life or made you feel.

Generally we try to be too polished, rather than too real. Remember we are just Rotarians taking our turn in service.

Good luck everyone!

EDITOR'S NOTE: All of us in Zones 25 & 26 who have worked with Terri over the last few years have benefited from her talent and friendship. Effective August 1, Terri will leave her position at The Rotary Foundation and begin her studies in law school. We wish you all the best, Terri. Thank you for helping us make Rotary and our Rotary Foundation better!

Your Rotary Foundation at work

Two Rotarians from Rotary District 5500 in southern Arizona recently traveled to District 9100 in West Africa on a Rotary Individual Grant, sponsored by The Rotary Foundation. Ernie Montagne, 2006-07 President of the Sierra Vista Rotary Club, and Sally Montagne, 2005-06 President of Sierra Vista Sunrise Rotary Club, had an opportunity to see first hand the effects of famine in Niger and the effects of a lack of clean water in Togo. Traveling with Rotary contacts in D9100, the couple met with officials from national to local level and visited current and potential Rotary projects.

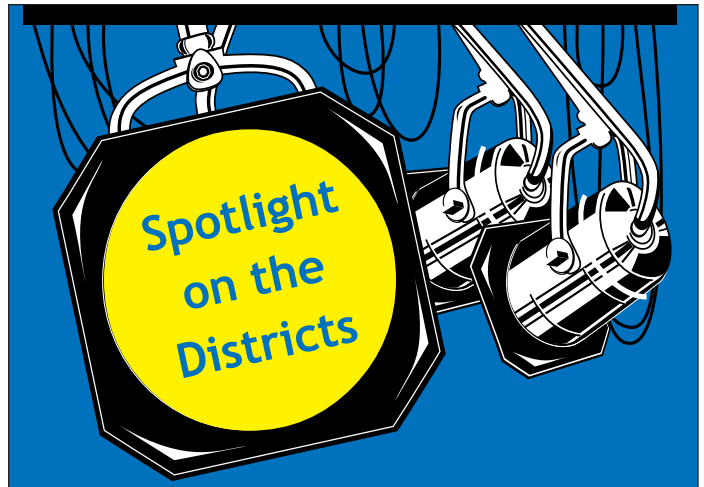
The Montagne's mission was to assess needs in the areas of water, food production, health and education. They were highly successful; they returned from Africa with a list of dozens of projects in Niger and Togo, and they immediately began a fund raising campaign to support these projects.

Since their return in December, 2005, the Montagnes have visited more than 30 Rotary clubs in Arizona and Mexico, and contacted Rotary friends in Australia and Canada. The result was an amazing outpouring of international support for projects in Niger and Togo.

About 200 Rotarians in 31 clubs made contributions and received Paul Harris credit. Seven Rotary districts in six countries are represented: Districts 5490, 5500, and 5510 in Arizona (Zone 25); District 4100 in Sonora, Mexico; District 7080 in Ontario, Canada; District 9640 in Queensland, Australia; and District 9100 in West Africa.

The Rotary Foundation recently approved two Matching Grants totaling more than US\$100,000 for the projects in Niger

Togolese women fetch (unclean) surface water (right) while pigs claim their share nearby (below).



Meeting with villagers in Togo to discuss water issues.

and Togo. This amount includes \$36,100 from clubs and individuals, \$23,800 in DDF, and \$41,800 as a TRF match.

These funds are already flowing to the project accounts; the projects are underway and will soon make a tremendous difference in the lives of thousands of needy people. Because of the generosity of Rotarians and the power of Rotary matching grants, these projects are truly a Success Story of Rotary in Action.

In Niger, the Rotary Club of Niamey is the host partner. The grant will support 18 separate projects in remote villages. The US Peace Corps, in a unique partnership with the Rotary Club of Niamey, will assist in the execution of the projects.

While in Niger, the Montagnes briefed Peace Corps officials and volunteers on Rotary grant procedures. These projects, in the areas of water, food production, health and education, are designed to attack the underlying causes of the horrific famine in Niger.

In Togo, the Rotary Club of Dapaong is the host partner. The grant will provide large community wells and sanitation facilities for three separate villages. These wells will provide access to *Please continue reading on page 7*

INTRODUCING: VOLUNTEER SERVICE GRANTS

Introducing the new and improved Individual Grant! Newly-named Volunteer Service Grants, these awards are now flat grants with \$3,000 available for individuals or \$6,000 available for teams up to five members with minimum stays of 10 days at the project site. Please see the RI website for new applications, terms and conditions. (The old Individual Grant applications will no longer be accepted).

WELCOME

Continued from page 1

US\$100 in giving to the Annual Programs Fund while establishing a new record for major gifts to the Permanent Fund;

- Collaborate with Rotary International to enhance Rotary's public image;
- Improve grass-roots level training to increase awareness of the Foundation's mission;
- Articulate and implement the future vision of The Rotary Foundation for Rotary's second century of service; and
- Strive to administer its programs with speed and simplicity.

It will take all of us, working at every level of Rotary, to achieve these goals.

We must spread the news of the good works, educate our membership and the public and express our appreciation to every donor at every level for their involvement and support of our Rotary Foundation.

Those of us who work to bring you *Key Ways* hope the contents of this newsletter will be one of your tools to achieve these goals. My special "Thanks" to Jim Hoenig for your continued expert lay-out of *Key Ways* and to Jim Fitzgerald for posting it to our Zones' website! It's good to have you both on board for another year!

Key Ways is our Zones 25 & 26 Rotary Foundation newsletter. For it to truly represent us and be effective we want to hear about your Rotary Foundation story.

Please contact me at 480 839-5847, fax 480 839-6832 or e-mail barbfeder@cs.com.

NOEL BAJAT

Continued from page 1

example," "adherence to moral principles" and "administrative ability."

The leader in Rotary must by "personal example" set the pace in their club, district or zone. To accomplish this, they must encourage their fellow Rotarians to assume responsibilities and take an active part in Rotary programs. This is done primarily through enthusiasm, sincerity and consideration for others.

The second element of leadership is related to and goes hand-in-hand with the first one. It is adherence to "moral principles." It just so happens that Rotary provides a ready-made code for this element in its "Four Way Test."

All too often, Rotarians pay lip service to the Four Way Test — even proudly exhibiting it in their offices without realizing its full meaning and implications. Living up to this standard in what we think, what we say or what we do, is anything but easy, but adherence to the Four Way Test gives each of us established and positive standards of human conduct and gives proper direction and consistency to a Rotarian's leadership.

The third element of leadership involves the techniques of organization, management and human relations. These techniques are something which can, to a great extent, be formally taught or can be learned through experience.

ROTARY FOUNDATION AT WORK

Continued from page 6

clean water, leading to great improvements in health, standard of living, education, food production and livestock retention in these villages.

Fund raising is underway to support a fourth community well and multiple sanitation projects in Togo. Through the auspices of RRFC Phil Silvers and D5610 Governor Roger Wiltz, a Rotarian in the Rotary Club of Mitchell, South Dakota, has pledged a significant contribution.

The Montagnes are continuing to visit clubs in all three Arizona districts and in D4100 in Mexico. Rotarian friends in Mexico have publicized the need more broadly, and the Montagnes



Ernie and Sally Montagne stand in front of a well.

recently learned that Rotarians in D4640 in Brazil are interested in the project. Submission of this grant is expected this summer.

According to the Montagnes, "Rotary projects in West Africa are truly exciting and can make a difference in the lives of thousands of people and have a far greater impact than we ever imagined."

In Rotary, we have many areas that are available to us to learn specific techniques of organization and management of Rotary clubs, districts and zones. These are available through the Rotary website — www.rotary.org — through Rotarians who have been assigned zone leadership positions in all the avenues of service and through the staff at Rotary International.

This is also true for The Rotary Foundation. In each zone, a Rotarian has been designated as the Regional Rotary Foundation Coordinator, the Major Gifts Advisor, the Annual Giving Advisor and the Rotary Foundation Alumni Coordinator. Each district and club also has Rotarians that have been assigned to various Foundation positions. I encourage everyone to avail themselves of these Rotarians' talents as each is there to serve you.

My message to everyone is simple. I call on every Rotarian to revitalize the leadership in Rotary at all levels; to redouble your efforts to make Rotary a living, vital force in your life and in your community; to seize upon the opportunity to serve Rotary in a special way; and to involve every Rotarian in responsible activities.

Don't just serve your time; accept the challenge to leadership which is ever present in Rotary. But, remember that effective leadership is based on personal example, adherence to moral principles and good management.

By emphasizing these three factors, you will make your maximum contribution and by serving best, you, and Rotary will profit most.

Fighting polio on the front lines

By Gary Nolte, Major Gifts Advisor

It's only 8 a.m. and already 80 plus degrees. The young people from the Niamy Rotaract Club are here. They will serve as our guides and they speak French and the local dialects, very important in this effort.

Our trucks show up, 4-wheel drives as we are going where there really aren't roads. It's off to the regional health center for our assignments.

It's also here that the "cold chain" is maintained; the vaccine must be kept frozen until used, no small task here. We load up our cooler ice packs and vaccine and our pockets with vitamin "A" capsules and off we go. We have a lot of work to do and it gets hot about noon.

Today we are going out into the desert. The first village is about ten miles and the chief of the village is there to greet us. He knows the value of our effort and personally takes charge.

Door to door we go, words are exchanged and the children line up. One of us gives the drops, one colors the pinky finger (to show that it has been done), another administers the vitamin A and another marks the wall or door, if they have one, with the date and number of children vaccinated and if any were missing that day. House to house, there are probably 150 children done today.

Now back on the road? We drive past a dam, high and dry in the desert and about ten more miles to a single house in the middle of a corn field. There is one child that had not been home and we vaccinate her. That's how important it is to get every child.

We stop at another village that we passed earlier and repeat the process. There is a child here that has no muscle tone but we determine that it is a failure to thrive and not a case of polio. There are about 100 children here and they are curious and follow us around their village. It's now noon in Niger and it is 110 and time to head back to recharge for tomorrow.



GARY NOLTE

GEORGE WHEELER

Continued from page 4

Furthermore, most of us are of the age and with the financial stability to personally give to and/or take advantage of the Foundation programs. The majority of the Life Income programs offered by the Foundation have a minimum age of 50. These programs offer attractive rates and have solid track records.

So, where does The Rotary Foundation fit into your giving plan? Are you a Paul Harris Society member? Are you ready to commit to a Life Income program? Could you consider moving to the next level as a Major Donor?

If we are truly committed to Rotary, shouldn't The Rotary Foundation be our charity of choice? Are you where you want to be?

Thanks for reading these thoughts and for what you are going to do for your Rotary Foundation this year. Please remember, your Strategic and Major Gifts Advisors are here to assist you.

PHIL SILVERS

Continued from page 1

3. Get permission from the club board to use the club's matching points, and solicit matching points from club members who have surplus points.

4. Make an announcement from the podium, and offer a 1:1 match if any member moves to the next Paul Harris level.

5. Approach your top prospects on a one-to-one basis: "Al, did you know that if you give me a check to our Rotary Foundation for \$185, you will reach your 2-sapphire pin level?"

6. As soon as you send the new money in to TRF, contact Mitch Lowenstein with your list of PHF upgrades, and ask him to send the sapphire and ruby pins to you.

7. When the pins arrive, hold a ceremony at your club. Ask all of the pin recipients to come forward. Talk briefly about clean water for villages, cleft-palate surgery, micro loans for women's small business. And then compliment these recipients for being in it for the long haul. For being true believers in the power of Rotary to change the lives of people, and creating peace in the world.

After the meeting, you will have several other members coming up to ask where they stand in their personal giving. It works! Thanks, Talee!

THE WORLD OF ACRONYMS



Here are descriptions of the Rotary acronyms offered on page 2.

TRF — The Rotary Foundation. A not-for-profit corporation that supports the efforts of Rotary International to achieve world understanding and peace through international humanitarian, educational and cultural exchange programs.

APF — Annual Programs Fund. Unrestricted annual donations to this fund provide the working capital to fund current TRF programs.

RFSM — Rotary Foundation Sustaining Member. A person who contributes US\$100 or more per year to the Annual Programs Fund.

EREY — Every Rotarian Every Year. A world-wide program through which TRF seeks annual unrestricted contributions of US\$100 or more from every Rotarian, every year.

PHF — Paul Harris Fellow. An individual who has donated or has been named as a tribute by other donors a gift \$1,000 or more to TRF.

PHS — Paul Harris Society. Managed at each district level, the PHS consists of a group of donors who pledge to donate US\$1,000 annually to TRF.

MD — Major Donor. An individual or couple whose cumulative donations to TRF are US\$10,000 or more.

Look for more TRF acronyms in the next issue of Key Ways!