



Reach Within to Embrace Humanity

ROTARY TODAY

Rotary Club of Dr. Phillips Florida, Inc.

Volume 11-12, Number 12

September 21, 2011

THIS WEEK'S PROGRAM

Eric Shulman, President of Sandler Training in Maitland, FL, brings over 40 years of professional sales experience to the table. The combination of his front-line selling experience together with his exceptional communication skills enables him to provide a "hands on", real world, psychologically-based



Courtesy: © EdMedici.com

approach to building and developing stronger relationships and dealing with the problems and challenges that occur whenever human beings interact. In short, proven sales techniques that really work to avoid conflict and build trust within your circle of influence...and to expand that circle!

Mr. Shulman began his career in a family retail business (a music store!) at the age of 13. After 17 years in the family business, he stepped out on his own in the marketing field. Starting as a one man operation, he grew the company to 54 employees within 4 years. After selling that company in 1992, he joined his wife at Sprinkles Custom Cakes, a small custom bakery operation. Using his skills, Sprinkles grew to be the premier wedding cake provider in the Central Florida area doing almost 100 wedding cakes per month. They sold the business in 1996. Eric then joined one of the largest business consulting firms in the US. He

relocated to New York and broke all sales records, was promoted and moved to the company's headquarters in Boston, where he broke records again. He moved back to Florida and opened the state for the company in 2000 maintaining his position as the number one sales person nationally for almost 6 consecutive years accounting for over 30% of national sales (with 17 other sales people already in the field!). He opened the Sandler Training office in Orlando in 2003.

A Sandler Student since 1983, Eric has been invited to speak to groups around the country for the last decade. His sessions are delivered in a relaxed, entertaining and rather irreverent style. You'll find his insights into communication with others to be real "eye-openers". He'll get you laughing at yourself and, before you even leave the room, you'll be thinking about the things you can do to be more confident in your own communication style. You'll become more confident and effective at building and maintaining the important relationships in your life...both business and personal.

Let's give Eric a warm Dr. Phillips welcome.

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New Generations Young Adult - Colin Galloway
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Rotary International Foundation - Dave Lehman
Dr. Phillips Rotary Foundation - Bill Baril
Past Presidents Council - Michael Hanley
Big Idea - Michael Hanley
Taste of Dr. Phillips - Laura Sherman
Wine and Dine on 9 - Ruthann Dilauri
New Media - Chuck Bair
Webmaster - Dave Klega
Legal - Joe Goldstein
Governance - Steven Jamieson

Directors at Large

Ken Peach
Alma Van Der Velde
Ross Marvin
Sally Kamrada
Scott Michael
Jerry Blanton
Newsletter Editor - Tarre Beach
Paul Paulikas

GIVE KIDS THE WORLD ICE CREAM NIGHT

Session is always held the last Sunday night of the month. Volunteers are always necessary for the awesome program. It runs from 6:30PM to 9:30PM. See Jack Neuhaus to sign up.



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LAST WEEK'S VISITORS & GUEST

Welcome to a host of guests visiting last week:

Roger Dubois guest of **Ross Marvin**
John Nowell, visiting Rotarian from West Orlando Club
Michael Valenzuela, visiting Rotarian from Lake Nona Club
Rochelle Tomoka, guest of **Steve Clapp**
Padraig O'Connell, guest of **Jessica Ortiz**

Please return and visit soon!

HAPPY DOLLARS

Robin O'Donnell is grateful to Scott Michael for what he's doing for her family. Robin went to Disney on Ice with all 10 foreign exchange students and had a great time. She's also going to Hairspray play at Dr. Phillips High School this weekend and hopes to see everyone there.

Ron Janssen is still looking for volunteers for the Fox News Republican debate.

Rudy Tapia gave Rich Maladecki's daughter is doing well on volleyball team at Dr. Phillips High School. Also, this Saturday is Hairspray. See you there.

Ken Peach was happy to see the Perry's at Rotary.

John Nowell calls Dr. Phillips Rotary the best make-up club around. His home club is West Orlando, but he makes up with us and always enjoys it.

John Winemiller said the district meeting was good. Thanks to everyone for making it so great. Also, his wife and he just welcomed a new addition to their family: a golden retriever puppy. He was a wedding anniversary gift from his wife.

Don Snyder was so happy that Michigan won this week. Go Blue!

Vicki Johnson's daughter Amber came in 10th place overall at a run in Tampa. Way to go Amber.

Scott Michael says right on Michigan for a great game.

Dave Lehman turned in his sustaining membership form, did you? Do it today. Also, tickets are ready for Taste of Dr. Phillips. They are \$50 apiece.

Terry Taggart says retirement is

hard. Next he is going to Vegas. Also, since Bowtie left us, he needs a 50/50 partner. Any takers?

Dan Becker is now an employee of Joe's company. But for only one week. He did that so he can volunteer at the Republican debate. Next week he expects to be laid off and collect unemployment.

Colin Galloway is a University of Georgia grad doesn't know anything about wine. But if you know something about wine or don't, give him your wine, not your whine, for the silent auction.

Bill Baril moved wife's parents into his cabin in Tennessee last week. He's glad to be home.

Scooter got her toes done and didn't have cash. She was so grateful the nail salon let her come back with the money.

Alma Van Der Velde reported that the Holy Family Compassionate Hearts program was a great success. The event netted \$28,121. Also, the Dr. Phillips Hospital Men's Event needs more support. Come one, come all to learn about your prostate and more.

Linda is both excited and sad. Tomorrow is going to be a grandmother. No more hot Mama for her. She'll be a hot Grandmama.

Jack Neuhaus is looking for volunteers for Taste of Dr. Phillips. If you volunteer your spouse must pay.... To go to the event. Rotary does not threaten volunteers to make them volunteer... Or do we?

Hinson Stephens suggested to Alma that if you want men to come to your event don't have a proctologist be your lead



President's Message

What a great moment of pride to see so many of our members in attendance at the Dr. Phillips High School performance of Hairspray on Saturday. The timing of the event following Bill Spooone's eloquent depiction of our relationship with the school couldn't have been better. Of course, the show itself was as close to Broadway as you can get (with awesome choreography for such a large ensemble) realizing that these are high school students! Amazing.

But what was also exciting was the international presence of Rotary that evening. Not only did we have our District Governor Art Brown in attendance, but we were joined by a group of Rotary exchange students who are being hosted by Rotary families in the District, including one hosted by Dr. Phillips parents who performed in the show. Great job Sally Kamrada for making that happen.

Special thanks to Rudy Tapia for spearheading not just this program but the vast work we do with the school. His passion is unmatched and his patience unequalled. If you don't believe the patience part ask him about my phone call on Saturday!

We're getting into service projects season now. If you haven't been tapped to help yet, get with Anna Baznik and let her know you're interested.

Make it a great Rotary week!

Larry

MORE. .HAPPY DOLLARS

speaker. Also, his son Riley's football team won against Oviedo. And soon enough Hinson says I'll be a grandpa as well. Not from Riley from his other, older child.

Ross Marvin said he knows everyone is happy that Dana is helping with the silent auction instead of him, but this week Dana is out so Ross is helping again. He reported that so far we have 16 prizes. And yes, we are giving away a Kindle again. Get your items in.

Ruthann Dilauri is happy that Roger was at Rotary today.

Joe Mahoney saw Knights trounce Boston College. It was a great game. He has some tickets to UCF's last game of the season that he can

sell to Rotarians for just \$25. Come and get 'em.

Rich Maladecki announced that the CFHLA online auction is up and ready for your bids. They are auctioning off all presidential suites at some key hotels and resorts around town. Also, Detroit tigers are doing great. 11 straight games won. And oh, yeah, Go Blue!

Michael Hanley went tailgating with Joe Mahoney last week for the UCF game. They had a blast. Also, he got a text from his son Bob who was sitting two tables away. Isn't it great what technology can do.

Sheryl Sowdon is asking for auction items. We could really use your help.

Congratulations to

George Tsafonias and Jessica Ortiz

our newest members inducted last week.

WELCOME TO DR. PHILLIPS ROTARY



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**THE DR. PHILLIPS HIGH SCHOOL
THEATRE MAGNET PRESENTATION**



Reach Within to Embrace Humanity

**The Rotary Club of
Dr. Phillips Florida, Inc.
Club #4391
District #6980
drphillipsrotary.org**



“SNAP SHOTS”

(a single event, an unusual happening or a strange occurrence)

- 10. We “BUILD”!!! We constructed two exercise/fitness courses: one at the West Orange Senior Citizen Center and the other in memory of John Brownlee (Charter Member) at the Dr. Phillips YMCA.

**THE unofficial FIVE WAY TEST...
of things we think, say and do.**

1. Is it the **TRUTH**?
2. Is it **FAIR** to all concerned?
3. Will it build goodwill and better **FRIENDSHIPS**?
4. Will it be **BENEFICIAL** to all concerned?
5. Is it **FUN**?

SEPTEMBER 2011

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 Happy Birthday Dr. Pat Hennessey	2	3
4	5	6	7 Bill Spooner Our Club's 25 year relationship with DPHS	8	9 Happy Birthday Tony Quach & Don Snyder	10
11	12	13	14 Mr. & Mrs. Bill Perry Perry Pavilion Happy Birthday Gloria Groome	15	16 Happy Birthday Joe Goldstein	17
18 Happy Birthday Jack Neuhaus	19	20	21 Eric Shulman How to hire people Happy Birthday Steven Jamieson	22	23	24
25 Give Kids the World Ice Cream Night	26	27	28 Board Meeting	29 Happy Birthday Daniel Greene	30	