



Future Editors

November 5

Jarid Lundeen

November 12

Jay Lundeen

November 19

John MacMartin

Greeters

November 2

Mike Gaddie
Kevin Harmon

November 9

Ken Hegle
Tom Hinzpeter

November 16

Daryl Hodnefield
Terry Hoff

Upcoming Programs

November 2

Aaron Krauter
ND Director
U.S. Farm Service Agency

November 9

Brandon, Manitoba Rotary
A Potential Partnership?

November 16

Rotary Foundation

Lessons from a Time Share

by Gerald Lumley

In order for someone to “buy” our school (Our Redeemer’s Christian School), to the point where they will contribute, several key hurdles must be crossed. Before we look at those, let me share an interesting sales experience I had recently; going through a timeshare sales presentation.

There are things we can learn from the secular world; after all truth is truth whether people credit the truth Giver or not.

Before you roll your eyes, consider this fact: three of ten presentations result in a sale. Yes, from a “dead stop” to writing a check takes less than two hours.

A sale of something a person did not know they needed from a total stranger to a new mortgage in 120 minutes.

I am asking, “*Wait! We’re selling something with lasting and eternal significance and it takes us (sometimes) years to see people make their first contribution. What gives?*”

Here is the anatomy of our experience:

1. Getting us to sit down and declare our (vacation) priorities - **our values**
2. Letting us dream about what we could do (vacation-wise) without regard for price **our passions**
3. Showing us the impact and flexibility of our purchase (fixed price, weeks an where, easy upgrade and deluxe accommodations) - **our plans**
4. Showing us the full price - and us saying “no way could we do that” - **our resources**
5. Giving us a sense of urgency - “this deal will not be here tomorrow” - **our timing**
6. Finally, presenting us with a workable plan that met our budget (we didn’t buy, but it was enticing) - **our legacy**

How about the Christian school, or any ministry for that matter?

I contend that what we experienced in this sales experience is a marvelous example of how we can meet our donors where they are and usher them (as the Holy Spirit leads the process) to invest in a better investment, the lives of future generations.

There are many differences between selling a timeshare and the “selling” of Christian education, but there are key similarities:

Values - what do they believe about children and their education?

Passions - what is the dream that is only limited by current resources?

Plans - What is their timing and situation in terms of Kingdom investments (it may not be education, which is OK)

Resources - what is available for investment? income, assets, time, talents, connections?

Timing - Is this the time that the Lord is leading to make an investment?

Legacy - What will be the lasting impact? Reflect back on the values and passions.

I do not advocate trying to go from stranger to supporter in two hours, but I would not preclude it either. What we can learn is that donors’ hearts and heads (just like ours) must be connected before decisive action can be taken.

By the way, every seller of the timeshares was first a committed and an enthusiastic owner.



Secretary's Corner Om Madhok

10/26/09

PRESENT MEMBERSHIP: 103 **ATTENDANCE:** 73.2%

VISITING ROTARIAN: Veronica Meyer, Minot Sunrise

FOREIGN EXCHANGE STUDENT: Baatry Zahn Sultanov from Krygzstan

GUESTS: Jason Trainer, g/o Kevin Harmon; Josh Swzuson, g/o Bill McLees.

MAKEUPS: R. White, **Ireland**, 10-12-09; **Rotary Roses**, 10-22-09: Roscoe Streyle, Mike Berg, Jeff Balentine, Linda Langmaack, Ken Kitzman, Cara Olson, John MacMartin, CJ Craven, Jaimie Haaland, Kathy Holte, Jen Guidinger, Om Madhok, Stacy Askvig, Matt Watne, Dave Ellingson, Tom Hinzpeter; **New Member Orientation**, 10-22-09: Reed Argent, Dusty Zimmerman, Adam Cichon, Larry Schafer, Kathy Holte; **Rotary Board Meeting**, 10-27-09: O. Madhok, R. Argent, J. MacMartin, D. Zimmerman, K. Kitzman, D. Lehner, T. Myre, P. Hankla, W. McLees, T. Will, R. Merritt, R. Dick; Patricia Smith, **Sunrise Rotary**, 10/29/09.

NEW MEMBER: Don Bausman, Explosive Safety Wing, US Air Force

PROPOSED FOR MEMBERSHIP: Roger Winkle, USAF

Proposed by Adam Cichon

We Missed You!

D. Albertson	S. Dufner	A. Krause	L. Pinkerton
R. Anderson	D. Ellingson	K. Krohn	C. Reiten
R. Argent	B. Fedorchak	F. Lien, Jr.	A. Repnow
K. Baker	J. Guidinger	Jarid Lundeen	R. Sommers
M. Berg	T. Hinzpeter	B. Mattson	B. Syria
S. Burger	D. Hodnefield	M. McMahon	B. Thomas
R. Campbell	T. Hoff	O.H. Mittelberg	R. Wagoner
J. Coughlin	C. Jennings	C. Olson	B. Walker
D. Davison	J. Jensen	J. Olson	T. Wentz, Jr.
E. DesLauriers	S. Johnson	D. Panchot	D. Zimmerman

CAN YOU HELP?

A driver or drivers are needed to take Jean to and from either Fargo, ND or Bemidji, MN. The drive to Fargo or Bemidji will need to take place on November 18th for Jean to meet up with a car pool with other students who will be making an early morning departure from those towns on the 19th and a return trip from either Fargo or Bemidji on the evening of Sunday, November 22nd (leaving at about 5-6 p.m. from those cities). Please call **Peter Hankla** at **852-2544**.

The Prairie Flower is the official publication of Rotary Club of Minot, Minot, North Dakota. It is published every Thursday. Annual membership dues for the year 2009-2010 in the Rotary Club of Minot, ND are \$588. 6/28/09 Om Madhok, Secretary.

John Kenney of Grangemouth Central, Scotland— President, Rotary Int'l
Ajoy Chatterjee of Thunder Bay, Ontario, Canada—Governor District 5580

The Rotary Club of Minot meets 12:00 to 1:10 p.m. every Monday at the Grand International of Minot.

Board of Directors: Reed Argent, President; Teal Myre, President-Elect; Ron Merritt, Vice-President; Om Madhok, Secretary; Dave Lehner, Treasurer; William McLees, Past President.

Directors: 2009-Jen Guidinger and Dusty Zimmerman; 2010 –Robert Dick and Brent Mattson; 2011—Mike Berg, Ron Merritt and Tom Will

Standing Members: Peter Hankla, Exchange Students, Ken Kitzman, Scholarship Fund; John MacMartin, and Rotary Foundation.

Birthdays

November 2
Jaime Haaland

November 6
Richard Olson

November 7
Dan Albertson

November 8
Marie Effertz-
Hanson



Anniversaries

November 5
Linda & Troy Langmaack

Fines

\$3.00

Mac Magaster for not wearing Sergeant-at-Arms badge

\$2.00

Teal Myre

\$1.00 each

Graduates of MSU, those who have not turned in Rotary Roses money, for not wearing Rotary pin or logowear and Halloween trivia

TOTAL FINES:

\$127.00

For the duration
of the flu season,
there will be
no handshakes
at the meetings.



Rotary Logo Wear

THE **ROTARY** STORE

www.ruh.com

Save \$5 to \$6

The Club pays handling

Let [ohmitt@juno](mailto:ohmitt@juno.com) know

Item#-size-color-price

Will order-club bills quarterly

Especially for new members

As well as all members.

Rotary Logo Wear

100% is our Goal

It shows pride in our club

It gives us esprit' de corps'

Look sharp, be smart

Wear Rotary Logo Wear

**SUNRISE
ROTARY
THURSDAY
7:00 AM**

Grand International

Guest Speakers (10-29-09)



Dr. Frank Moseley, Rotarian Kevin Harmon and Dr. JoAnn Linrud

Our guest speakers on Monday, October 26 were Dr. JoAnn Linrud who is currently serving as the Dean, College of Business, MSU, a position she has held since July 2006. She has lived in five states, traveled in all 50 states of the U.S. and 25 countries. Dr. Frank Moseley graduated from the Advanced Management Program at Wharton. He has numerous years of international business experience with multi-national energy companies in many area of the world. He specializes in area of management, finance, and economics.

Their topic of discussion was Energy, Economics and Finance.



Richard White recently attended a Rotary meeting at the Dingle Rotary Club in County Kerry on the south coast of Ireland. They are one of the smaller clubs in Ireland with 16 members.

"Attending Rotary meetings while traveling is a rewarding and informative experience," he told us. Dick presented the Rotary banner to President-Elect, Teal Myre.

If you are planning to attend the 2010 Rotary Districts 5550/5580 Joint Conference on May 12-15, 2010, remember you will need a passport to attend. Anyone interested in attending, please email Dusty at dzimmerman@odney.com.



Chairman Roscoe Streyle pictured with boxes containing 1,138 dozen roses.



Students from Dakota College at Bottineau who arranged flower vases the day before included Robin Rieder, Amy Omlid, Heather Thomas, Gerard Schuchard, Matt Rubbelke, Brandon Pinnow, Brody Wolf and Justin Bredding.

Rotary Roses 2009

TOTAL DOZEN ROSES: 1,138

Minot Rotary Club members sold 814 dozen including:

- Ken Kitzman—109 dozen**
- Steve Tonneson—47 dozen**
- David Ellingson—36 dozen**
- Sunrise Rotary—300 dozen**



Dana Prichett and Brekka Kramer from Sunrise Rotary. Other Sunrise members who helped were Clyde Thorne, Toni Hennenfent, Sue Robb, and Diane Moline.



Cara Olson enjoyed helping out!



Bruce Christianson picks up his order.



Early morning crew:
Kathy Holte, Jeff Balentine & Roscoe