

This Week

Andrew Gaines Disrupting Life Insurance Sales

Program Host:
Tom McCurry

Andrew Gaines is a Senior Marketing Director for PHP Agency in Pasadena. He will relate to us how the PHP Agency utilizes network marketing and many other innovations to encourage the delivery of financial education and insurance sales to a primarily middle-class set of customers in America.

There has been tremendous growth in the recruitment of millennial agents and their ability to reach out to their peers and families, and Gaines will share some of the numbers. The average PHP Agency agent is a 33-year-old Latina, as opposed to the 60-year-old white male in the rest of the life insurance industry.

The amazing success of this 9-year-old agency has created quite a *buzz* among the major insurance carriers and even offers to purchase the company. Some well-known celebrities/businessmen have either endorsed or invested in the PHP Agency, such as Magic Johnson and Oscar de la Hoya in the last two years.

We find ourselves in an age of disruptors, like Jeff Bezos at Amazon (retailing), and Elon Musk at Tesla (automobiles). Come and hear about the PHP Agency disruption of life insurance sales. ○



Dialing In

By Steve Kerekes,
President



Possible International Projects in Tanzania

In the last couple of weeks, I have been discussing potential international projects that our Club may want to consider getting involved in or sponsoring. The last two weeks we have looked at possible projects in Cambodia and Nepal. This week, we turn

system for a village. My understanding is that each of these possible projects will be based in Zanzibar, a large island which is a semi-autonomous province of Tanzania.

These projects would require an initial exploratory trip to set the parameters for a Rotary International Global Grant application, establish local Rotary club support (the most likely candidate being the Rotary Club of Zanzibar – Stone Town), scout the venue location, logistics support, and possible staffing arrangements.

The medical clinic project would be of great assistance to the area, helping to evaluate

and train local people in basic hygiene,

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The Kigogo water tank which will be copied at Mbezi

our attention to Tanzania. Kimmit Haggins and John Frykenberg have proposed a couple of different possible assistance projects there. One is to provide medical assistance in the form of a medical clinic. Another is to teach entrepreneurship and give entrepreneurial training so that graduating university students in Tanzania can start their own businesses. A third possible project is the creation of a deep water well

Greeter of the Week

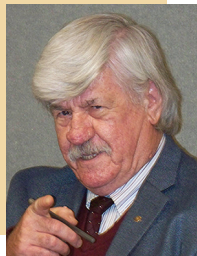
March 01
Theo Clarke

March 08
Doug Colliflower

March 15
Craig Cox

Program Review

Preparing Children for *The Game of Life* by teaching *The Game of Golf*



Last week's program was presented by Bob Baderian with the assistance of Mark Fritz on the subject of *The First Tee of Greater Pasadena*. Baderian is the Executive Director of this local organization which is one of a network of 161 similar chapters of the *First Tee* throughout the world. The mission statement of *The*

First Tee of Greater Pasadena is:

◊ ◊ ◊

***To impact the lives
of the young people
of the Greater Pasadena Area
by providing educational
programs that build character,
instill life-enhancing values and
promote healthy choices
through the game of golf.***

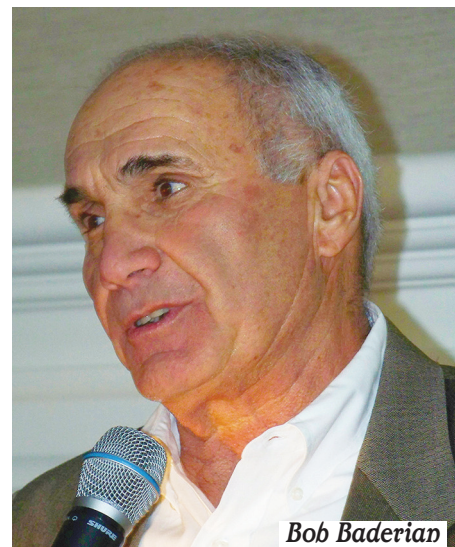
◊ ◊ ◊

The program's home base is the Brookside Golf Club, the 36-hole municipal golf facility adjacent to the Rose Bowl. The program also provides their services to boys and girls, ages 5 to 17 years old at other local golf courses, including Altadena Golf Course, Eaton Canyon Golf Course, Arroyo Seco Golf Course, Glendora Country Club and San Dimas Canyons Golf Course.

The program embodies nine core values:

- Honesty,
- Integrity,
- Sportsmanship,
- Respect,
- Confidence,
- Responsibility,
- Perseverance,
- Courtesy, and
- Judgment.

The program also stands for nine healthy habits that they strive to instill into the par-



Bob Baderian

ticipating young participants:

- Energy,
- Play,
- Safety,
- Vision,
- Mind,
- Family,
- Friends,
- School, and
- Community.

The First Tee of Greater Pasadena is composed of five different programs:

1) ***The First Tee Life Skills Experi-***

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Congratulations

Birthdays

03/08 - Jeri Cunningham
03/14 - Steve Cunningham
03/15 - Trish Robinson
03/15 - David P. Smith

Anniversaries

03/01 - Tim & Etta McCurry
03/13 - Steve Kerekes & Sunny Wu
03/30 Dennis Mehringer & Noriko Suzuki

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Rotary Club of Altadena - #7183

Chartered: February 14, 1949

P.O. Box 414, Altadena, CA 91003

www.altadenarotary.com

Meets: Thursday, 12:10p

Altadena Town & Country Club

2290 Country Club Drive • Altadena, CA

626-794-7163

Rotary Int. Pres. Ian H.S. Riseley
Dist 5300 Gov. Raghada Khoury

Officers

Steve Kerekes, Pres. Bus. 626-796-5000
Sarah O'Brien, Pres. Elec. Bus. 310-902-6547
Charlie Wilson, V. Pres. Bus. 626-351-8815
Mark Mariscal, Sec. Bus. 323-816-6713
Mike Noll, Treas. Bus. 626-683-0515

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Mindy Kittay • Anthony Hill
Charlie Wilson • Dennis Mehringer
James Gorton • Sarah O'Brien • Mark Mariscal

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Sarah O'Brien Administration
David Smith Foundation
Steve Cunningham Asst. Foundation
Craig Cox Membership
Jacque Foreman Public Awareness
Jacque Foreman Acting Publicity
Jacque Foreman Sparks/Website
Mike Zoeller Club Projects
Craig Cox Community
Doug Colliflower Asst. Community
John Frykenberg International
Tony Hill Youth Contests/Awards
Mike Zoeller Youth Projects
Ray Carlson Vocational
Editor, Design & Typesetting Foreman Graphics
Photography Jacque Foreman

March

Water & Sanitation

Program Chair, Tom McCurry

March 01 - Andrew Gaines - Disrupting Life

Insurance Sales

March 08 - 4-Way Speech Contest, Club-Lev-



A couple of weeks ago I located a photo of the front of the Altadena Town & Country Club.

It looked pretty perfect for creating a sixth banner for our proposed DACdb website. With a few modifications, it was ready to be added to the rotating banners on the home page.

My current plan is to have, probably, ten banners that rotate on the home page, each highlighting something about Altadena Rotary.

This past weekend, Mike Zoeller pro-

vided me with an article about Altadena Rotary becoming the presenters

of the Summer Concert Season in Farnsworth Park. It will be finding its way to the home page as soon as I figure out how to accomplish that.

If you wish to see what is there now, go to http://directory-online.com/web-sites/Altadena_1278_v6/ Come back occasionally and watch as things change.

Sixth Banner goes up on Proposed DACdb Website



The domain name www.altadenarotary.org has been purchased and should be a direct way to the website in the next couple of weeks.

I have uploaded the last 4 or 5 *Sparks*. They are currently listed in the right column on the home page. Eventually they will be available from a drop-down menu. ○

Program

Continued from p.2



Mark Fritz

ence - which teaches important life skills through the four levels titled: *Play, Par, Birdie and Eagle*, while seamlessly teaching the participants a variety of golf skills. Through this program participants learn to *introduce themselves; resolve*

conflicts; set step by step goals; plan for the future; and appreciate diversity;

- 2) **Girls Class** - a class for girls 5-12 taught by female coaches, which provides the participants the opportunity to become a member of the LPGA and USGA Girls' Golf Program.
- 3) **Adaptive Class** - which is designed to work with youth and young adults who have special needs. This program works with other programs such as Ability First, Special Olympics, Via Esperanza and John Muir High School Special Education students;
- 4) **Mulligan Program** - like the Mulligan in golf whereby a player has an opportunity to replay a shot without penalty, this program is intended to provide youth additional opportunities in life through

the game of golf;

- 5) **D.R.I.V.E.** - which stands for Developing Rewarding Inspiring Values for Everyone. This is an activity-based golf program specifically designed for youth involved in organizations such as the YMCA and the Boys and Girls Clubs.

As you can see, this is a wonderful local organization focused on helping our local youth. The program relies on donations, making the commitment that 100 percent of your donations and contributions stay in the Greater Pasadena region. Anyone wishing to make a contribution can contact them through their website www.thefirstteegreaterpasadena.org. This local community asset is recognized each year by the Pasadena City Counsel when it declares the month of October to be *First Tee Golf month*. Tony Hill ○

Dialing

Continued from p. 1

sanitation, food preparation, nutrition, infant care, and other modern health care practices. Faculty from a local hospital here in the San Gabriel Valley are very interested in this project and would be willing to both attend the exploratory trip as well as help finance and staff it.

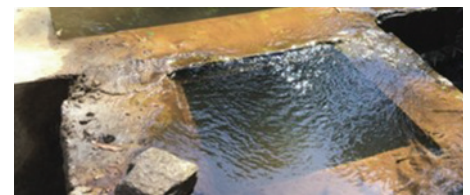
The entrepreneurial training project would be similar to the *Teach the Teachers* project which we have been sponsoring in Nigeria. This project would provide basic teaching and curriculum materials to teachers from local universities, and would instruct them in how to teach product/service development, market analysis, costing and budgeting, distribution, marketing and business plan development for new start-up companies.

The water project would involve the construction of a village-wide water system consisting of bringing electricity to the village, drilling a deep bore-hole, installing an

electric pump, and building a water storage tank and distribution system to several access points throughout the village. You may recall that, in February of last year, Dick Ross from the South Pasadena Club gave a presentation at one of our luncheons about the deep-well water project that his club had sponsored most recently in Tanzania. They have done several deep well water projects in the past. The most recent one was completed in December 2015 at the Kigogo sub-village in the Kilimanjaro region of Tanzania. The Rotary Club of Zanzibar – Stonetown has been the local sponsor for water projects in the past. One of them can be seen on Youtube at <https://www.youtube.com/watch?v=t0jUVARHHU0>.

If anyone has any other ideas for an international project, I am happy to write about it here in my weekly column for all members to consider. Please keep in mind that any international project should meet the qual-

ifications for a district matching grant and a Rotary Global Grant. Any proposal for an international project should be submitted in writing at the earliest possible time in July or August to our Club Board of Directors and, if approved, then to our District for a matching grant and then to Rotary International for a Global Grant. More information on the process and the requirements can be found on the web at <http://district5300.org/foundation/district-grants/> and <http://district5300.org/foundation/global-grants/>. You can also contact the District Foundation Chairman, Mike Driebe, at (626) 821-2315 or michael.driebe@methodisthospital.org. ○



The Mbezi mountain spring to be tapped

Second Saturdays

January 13 Kai Clark with special guests John York & Carla Olson

February 10 Gerry Rothschild Band

March 10 DeRumba

April 14 Kenny Sara and the Sounds of New Orleans

May 12 The Podunk Poets

June 9 Crown City Bombers

Ring in the New Year with
music and **community!**

EVENT DETAILS ONLINE →

 **Altadena
Libraries**

ALTADENALIBRARY.ORG/PROGRAMS



Mike Zoeller and Altadena Rotary presented with Awards at District 5300 Rotary Foundation Dinner

Last Saturday night (February 24) Mike Zoeller and Mark Mariscal attended the Rotary District 5300 Foundation Dinner on the Queen Mary in Long Beach. The Rotary Club of Altadena received an award for participating in the *Polio Now* campaign. Zoeller was also presented a certificate for being our club's Foundation Member of the Year. His certificate was presented by Jennifer Jones, the immediate past Vice-President of the International Rotary Board of Directors.

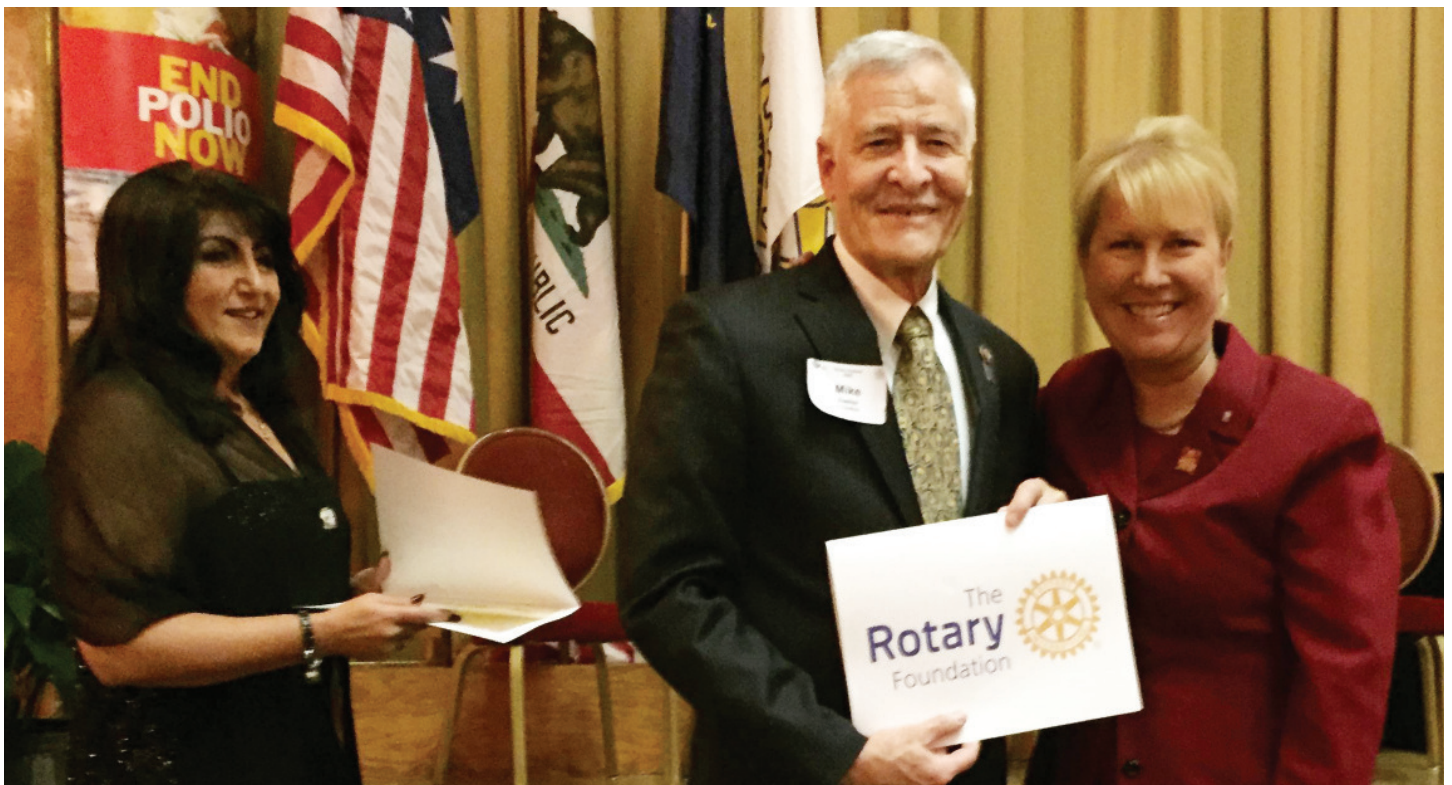
With over 250 Rotarians and family members in the room, the Keynote speech was given by ones. She focused specifically on the many contributions of members over the last three decades, specifically on how we have made a difference with Polio. Also,

she introduced Sylvia Whitlock, the first official woman member of a Rotary Club. Of course, she should be well known to

most of us in the club since she is a member of District 5300 and the Rotary Club of Claremont.



Mike Mariscal (l) and Mike Zoeller with Sylvia Whitlock, Rotary's First Woman Club President



District Governor, Raghda Khoury (l) and Immediate Past Rotary International Vice President, Jenifer Jones present Mike Zoeller his award as our Rotary Foundation Member of the Year

DOCTORS WITH A HEART

FEB. 14 – MARCH 14, 2018



Dear Patients and Friends,

Flowers and chocolates can express how much you care for someone, but showing someone how much you *deeply care about their good health* can speak volumes. We have a program that can help with improving the health of your family and friends.

Attached you will find two gift certificates for family members or friends, good for a Free Complete Chiropractic or Chinese Acupuncture Assessment Examination and any needed X-rays, from February 14 through March 14, 2018. This includes examination of the spine, posture, muscles, joints, nerves, or this may be used for a complete new patient acupuncture/Chinese medicine examination. This is a total of up to \$250.00 of services we will provide for each person you send us.

I am sure that you know of someone who would appreciate the opportunity to take this step toward better health. In fact, it could be the most important gift anyone has ever given them.

So, why not give a gift certificate to someone suffering to have the opportunity to find out that *they don't have to live with pain anymore*. I ask you one favor, please don't let this go to waste. **These certificates expire on March 14, 2018.** The best gift you could give for Valentine's Day is the gift of good health. This certificate is void without your name on them as the referring patient.

Sincerely,

Michael N. Budincich, D.C.



Budincich Chiropractic Clinic, Inc.
Michael N. Budincich, D.C. & Associates



Budincich Chiropractic Clinic, Inc.
Michael N. Budincich, D.C. & Associates
140 North Hill Avenue
Pasadena, CA 91106
(626) 792-3390
www.drbud.com

Michael N. Budincich, D.C.
Tom Surnock, D.C.
Polin Togi, LAc

CERTIFICATE FOR EXAMINATION AND X-RAYS



This gift certificate is good for a Complete Chiropractic or Acupuncture Examination, including examination of the spine, posture, muscles, joints, nerves, and even spinal x-rays if they are needed.

This offer is for new patients only and expires on March 14, 2018.

Name

Referred by

This certificate is void unless referred by a current patient.



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