

Rotary



Club of Daytona Beach

Club Leaders

- Michael R Leonard**
President
 - John R Guthrie**
President-Elect
 - Scott Weidman, CFP®**
President-Nominee
 - DJ Lebo**
Secretary
 - Timothy Smith**
Treasurer
 - Renny Miles Jr.**
Sergeant-at-Arms
 - Lori Campbell-Baker**
Club Director
 - Stephen Dole**
Club Director
 - Jeffrey Todd Huffstickler**
Club Director
 - Bev Johnson**
Club Director
 - Matthew Metz**
Club Director
 - Keith A. Norden**
Club Director
 - Joyce Shanahan**
Club Director
 - Linda Webster**
Club Director
 - Rosaria C. Upchurch**
iPast President
 - Edward D. Paterniti**
Asst Treasurer
 - Charles Miller**
Assistant Governor
- ### Account Leaders
- Michael Thomas Bruce
Lt. Governor
 - Niels Hansen
Legal Counsel
 - Jeffrey Eliot Michelman
District Governor
 - John D. Tabor
DG-Elect
 - Kelly Altosino-Sastre
Assistant Governor
 - Steven Crump
Assistant Governor
 - Cindy Dalecki
Assistant Governor
 - Chessie

Speaker for Monday August 8, 2022 - Charlene Greer, Chairwoman of Jeep Beach



Charlene Greer is Chairwoman of Jeep Beach Inc. who works with multiple non-profit organizations to help raise funds for direct impact programming that serves central Florida communities. She has worked in the non-profit sector for over 20 years and has raised over \$3 million for 501(c)(3) organizations.

Charlene Greer believes it is everyone's responsibility to take care of the community that takes care of many; and, she has taken that responsibility on as her mission. The resources non-profit organizations provide to our communities is essential for the sustainability and productivity of the residents. Without these organizations, our communities would be lacking many resources.

Charlene has supported multiple organizations throughout her career through fundraising and serving on several board of directors. Currently, Charlene is not only the CEO/Chairwoman of Jeep Beach Inc. (the world's largest Jeep exclusive organization), but also serves on the Executive Board of Directors for Halifax Health Foundation, Executive Board of Directors for the Boys and Girls Clubs of Volusia and Flagler Counties, Executive Board of Directors for DME Sports Foundation, member of the Executive Committee for The Success Events, and serves several other boards and committees in her community. Charlene has been honored as The NASCAR Foundation's winner of The 2020 Betty Jane France Humanitarian Award, Association of Fundraising Professionals Volusia/Flagler Chapter's Corporate Philanthropist of the Year Award 2018, as well as other honors in the non-profit and marketing fields. Charlene holds a Bachelor of Arts degree from Clemson University.

[Zoom Login for Rest of 2022 Meetings](#)

Rotary Zoom Login



Meeting ID: 665 859 4040
Passcode: 349127

Flanders
Assistant
Governor
Lavonia Fore
Assistant
Governor
Ron M.
Heymann Jr.
Assistant
Governor
Preston Mangus
III
Assistant
Governor
Charles Miller
Assistant
Governor
Gary Williams
Assistant
Governor
Mickey Ulmer
DG-Nominee
Richard Cooper
II
iPDG
James D.
Kocmoud
District
Communications
Officer
Katherine
Batenhorst
District
Membership
Chair
Bill Griffin
District
Membership
Chair
Mary Stutts
District
Membership
Chair
Jeanette M.
Loftus
District Rotary
Foundation
Chair
Amy Workowski
District Public
Image/PR Chair
Karen Lickiss
Weiss
District
Secretary
Beth Ann Taylor
District
Treasurer
Billy D Larson
Sgt. At Arms
Marie R.
Turnbull
Training
Coordinator
Edward
Lombard
Sgt. At Arms

Birthdays

Michael Orfinger
August 5th
DJ Lebo
September 3rd

Rotary International News - August 8, 2022

Listen up!

It's the most important communication skill you were probably never taught

By **Louis Greenstein**

When you're talking to someone, do you ever get the feeling that they're busier looking for an opening in the conversation than listening to what's being said? That if you were to stop and ask, "What was I just saying?" they'd give you a deer-in-the-headlights stare, maybe repeat a few words you spoke, but definitely fail a pop quiz on the content?

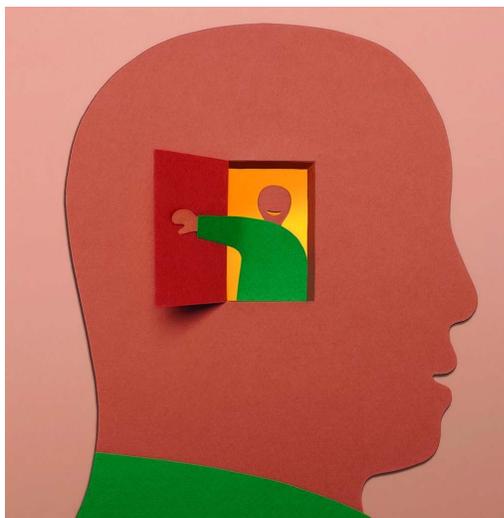


Illustration credit: Miguel Porlan

Most of us have learned some basics of public speaking: enunciate, make eye contact, repeat the most important points so they stick. But "we haven't had good teachers in terms of listening skills," says Jim Bolton, president of Ridge Training, a company that

specializes in teaching communication skills to business leaders and trainers. Bolton makes a distinction between hearing and listening. True listening requires your full attention. You need to make an effort.

Failure to truly listen is a missed opportunity — not just to learn, but to deepen our rapport with others. When people feel heard and can speak without being criticized or interrupted, says Bolton, "they start to feel a deeper sense of relatedness. Even in professional relationships, it's knowing that someone has enough respect for you to set their own agenda aside and learn from you."

When you are actively listening, you get more information than you would otherwise — and not only because you're paying closer attention. "When you listen well, people share more," says Bolton. "People are more open because you are more receptive."

So how can we sharpen our active listening skills?

Listen with your voice.

"Ahh." "Mhmm." These are "following sounds" — the vocalizations of listening that express interest and encourage people to continue, Bolton explains. "A company did an A-B test," he says, "and found that interviewers who use those mmhms and ahhs got 30 percent more information than those who didn't use them."

The price of not listening

1. **\$62.4 million**

The average annual cost of misunderstood directions, policies, business processes, or job functions to a 100,000-employee company in the United States or the UK — often the result of not actively listening

2. **\$26,041**

Cumulative cost per worker per year due to productivity losses resulting from communications barriers

3. **3.47%**

Increase in total returns to shareholders over the past five years when companies are led by those who are perceived as highly effective communicators, as compared to firms with leaders who are perceived as less-effective communicators

Source: Provoke Media

Listen with your body.

You may associate body language with talking, but leaning in or nodding agreement physically expresses that you are interested and helps you to listen better because you're investing more of yourself in the conversation.

Ask clarifying questions.

On the one hand, asking questions sends a message that you're listening. On the other hand, interrupting builds roadblocks. "Researchers have found that most of the responses people have when someone is talking end up shutting down or hijacking the conversation," Bolton says, not moving it forward. People ask questions to express interest and minimize their own discomfort, but often the questions are either off-topic or argumentative. The best questions clarify and probe at the speaker's meaning, rather than tee it up for a debate.

Clarify and repeat back.

Ashley King, a licensed counselor who specializes in couples therapy, says that many issues between partners have to do with a failure to listen actively. To listen better, she recommends periodically repeating back what was said, asking clarifying questions, and maintaining eye contact with the speaker. Say things like, "This is what I'm hearing ... am I getting it?" Also, King says, let the speaker know how something they are saying is affecting you. "If it delights you, say so."

This story originally appeared in the July 2022 issue of [Rotary](#) magazine.

Vibrant Club Seminar Registration Now Open



The Vibrant Club Seminar is our late summer/fall District training. This training is intended for all Rotary members. The training focuses on membership, The Rotary Foundation and on Rotary's Public Image. Sometimes we refer to these relationships as Rotary's three-legged stool. If one leg is not operational, the stool gets unstable. Therefore, we will spend this seminar focusing on these three critical areas of your Rotary club. We will also be adding a track on leadership this year.

During this seminar we will also have a chance to acknowledge the achievements of this past Rotary year in these same three categories.

So come learn how to grow your membership, grow your knowledge and outreach to The Rotary Foundation, and how to communicate these achievements to the public in a significant and meaningful way, while also celebrating the accomplishments that your club has made in the previous year with respect to membership, The Rotary Foundation and your club's public image.

August 20, 2022 @ St. Johns State College, Palatka, FL 8 AM – 1 PM and Lunch!

Register now: [Vibrant Club Seminar 2022](#)

District 6970 Tidbits

District Governor Jeff's Top 3 List for District 6970

1. As we look at the 2022/23 Rotary year and you look at your club, are you engaging your members? If you are a new or a senior member of your club, have you offered to get involved? The benefits of Rotary come from being engaged. Remember, "Rotary is not a spectator sport."
2. On July 1, 2022, Rotaractors became full members of Rotary. Along with our youth programs, Rotary Youth Exchange, Interact and RYLA, this group of Rotarians represent the future of Rotary and our district, in particular.
3. Rotarians across our district have a history of being very generous to both The Rotary Foundation and the York Foundation. In 2022 Rotarians in D6970 were particularly supportive of Rotary's effort to help Ukrainians—both in Ukraine and Northeast Florida. As we look to 2023 Rotarians need to continue their generosity as we support Rotary's seven areas of focus and Polio in particular. Without the support of the Rotary Foundation, we would be unable to do good in the world.

Quote for the Week - August 8, 2022

Imagine the possibilities. Imagine Rotary.

"Imagine, a world that deserves
our best where we get up each
day knowing that we can make a
difference."

JENNIFER JONES



The Four Way Test



“

Is it the truth?
Is it fair to all
concerned?
Will it build goodwill
and better friendships
Will it be beneficial to
all concerned?"

”

Club Meeting

Daytona Beach
Meets at Palmetto Club
1000 S Beach St
Daytona Beach, FL 32114-6202
Time: Monday at 12:15 PM