

The Mecklenburg Missile

Comin' Atcha

Kiwanis Club of Mecklenburg, Charlotte, Inc.

Organized August 5, 1952

P. O. Box 33573, Charlotte, NC 28233-3573

Missile Launcher: Bob Swanson

Meeting Monday, March 17, 2014

Next Meeting: Monday, April 1, 2014

Today's Program

Brian Osteen, Guest Speaker

Brian conducts sales training classes, and gave us a short version today. A synopsis of his talk:

(S)incerity; (E)nthusiasm; (L)isten; (L)earn; (I)nspire; (N)egotiate); (G)reat).

If a salesman exhibits those traits, he will probably succeed in his endeavor.

Mr. Osteen lamented the vast majority of today's "salesmen" for lacking one or more of those qualifications - and then they - and/or their bosses - wonder why they are failing.

Your editor's simplified definition of selling: convincing your prospect that he wants what you have more than what he has. Simple, no?

Thanks, President Val, for bringing us this inspiring teacher!

Regional Meeting

Mark your calendars for Saturday, April 12. Our annual Regional Meeting - for Carolinas District Divisions 4, 6, and 7 will be held in Hickory at the Catawba Valley Community College. This will be Governor Bill Clingenpeel's official visit to these Divisions. And our host will be newly-appointed Region 2 Trustee (and Past Governor) Bill Wiggs.

If you know Governor Bill and have heard him talk, you know that he is an inspiring and enthusiastic speaker.

Let's have a good turnout for this event. It will begin that morning and conclude early afternoon,

About US

The "Mecklenburg Kiwanis Club" was organized by a group of leading business and professional men in August, 1952. Its sponsor was the only Kiwanis Club in Charlotte at the time: The Kiwanis Club of Charlotte, which was built in 1919.

Mecklenburg Kiwanis has had an active and inspired program throughout the years, performing many worthwhile services within its community.

A. Fund Raising:

1. Probably the first was the "Mini-Railroad." Similar to what today is the Tweetsie Railroad, in Boone, but not nearly as elaborate. Sold after a brief run.

2. In the early years: the Wally Fowler Gospel Sing. This project raised in excess of \$100,000 over a period of ten years.

3. The club tried door-to-door selling of night lights, sponges, light bulbs, etc. Though it didn't last long, this effort did net several thousand dollars for charitable projects.

4. An interesting project was our sponsorship of the "Parade of Homes" for several years. The club operated concessions and assisted in the functioning of the event. This combined service to the community with fund-raising.

Some of our fund-raising activities could be considered as serving the dual purpose of community-service, as well as fund-raising.

.....More about fund-raising next time.

Meets 12 Noon, 1st and 3rd Mondays: Villa Antonio Ristorante, 4707 South Boulevard

Web Site: <http://www.mecklenburgkiwanis.org>