



Rotary Club of Durham

Connect. Collaborate. Serve.



May 22, 2017

Volume XXIV, Issue 38

Post Office Box 51572 – Durham, North Carolina 27717

www.DurhamRotaryClub.org

The Mission of Rotary International is to support its member clubs in fulfilling the Object of Rotary By:

- Fostering unity among member clubs
- Strengthening and expanding Rotary around the world
- Communicating worldwide the work of Rotary; and
- Providing a system of international administration

THE 4-WAY TEST

Of The Things We Think, Say Or 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?

PROGRAM SCHEDULE

- 05/22 Ellen Andrews, Church World Services
Refugee Assimilation, Refugees vs. Immigrants and The Future In America For Refugees: **Introduction: Rory Gillis**
- 05/29 **NO MEETING! IN OBSERVANCE OF THE MEMORIAL DAY HOLIDAY**
- 06/05 **OFFSITE MEETING!!**
Additional Information TBA
Jodee Nimerichter: **The American Dance Festival's 40th Year In Durham**
Introduction: Arthur Rogers, III
- 06/12 Gabe Treves & Silvia Rincon:
Latin Credit Union
Introduction: Jenny Levine
- 06/19 **OFFSITE MEETING:**
Additional Information TBA
Kevin Leonard, **Executive Director of The North Carolina Association of County Commissioners**
Introduction: Brenda Howerton
- 06/26 Durham Rotary Club "Trade/Fair" Show
Induction of New Rotary Club of Durham President, Seth Jernigan
Introduction: President B.C. Dash & President-Elect, Seth Jernigan

SERVICE SCHEDULE FOR MAY 22, 2017

Song: **TBA**
Lead Vocal: **TBA**; Pianist: **TBA**
Rotary Minute & Invocation: **TBA**

DRC RAFFLE:

RI FOUNDATION PROGRAMS

Contribution: \$1 Ticket; \$5 – 6 Tickets
Proceeds: ½ RI Foundation; ½ Raffle Winner
Raffle Total On 5/15/2017: \$86.00
Rotary International: \$43; Raffle Winner: \$43
RAFFLE WINNER: SUSAN MILLER

CART FUND
(Coins For Alzheimer's Research Trust)

5/15/2017: \$139.00

BRIAN HAMILTON CO-FOUNDER -- SAGEWORKS



Brian Hamilton reflected on his own career as a successful start-up entrepreneur during Monday's lunch presentation.

As he explained it to a near full house of Rotarians, there are popular images in the media of starting a company, and succeeding in short order. Then, there is the reality that he has encountered over the last two decades as Co-Founder of Sageworks.

Many successful start-ups have some age on them, Hamilton said. Their existence likely lies in years of learning, hard work, revising the game plan, and then revising some more.

Today, Sageworks is a successful financial information company based in the Triangle. It helps financial institutions and businesses access complex data by making it easier to understand in narrative form. The Company's number-to-narrative proposition ultimately met great success. But that happy outcome, Hamilton said, was not a fast-growth wonder that "bloomed" in short order.

"What I learned, it takes time to learn," said Hamilton, a Duke Business School Graduate, who also has appeared as a business pundit on cable news networks. "It takes a long time to learn. I am still learning. It's the rate at which you learn that will dictate your success."

Among the basics of business start-up success, Hamilton said: "You need the right product. That's hard."

In the case of Sageworks, the entrepreneurs who launched the idea of making financial information accessible and easier initially found an indifferent reaction by potential clients as they made their pitches. Multiple iterations took place, he said, including one "pivot" that focused the product more to the precise needs of banks. Hamilton also pointed to a key ingredient of successful leadership that might not appear at the top of some textbooks. "To lead people," he said, "you need to love them." Leaders with that quality will find their employees detect it and will work with the bosses through bad times and good as the whole team works to get better and deliver products that create even more value for customers than the products cost.

Last, "You really must love your customers. You can never have enough service and love for your customers."

The Club appreciates Hamilton's pointers and will look forward to future updates.

Submitted By: Mark Lazenby

**CLUB STATISTICS AS OF
MAY 22, 2017:**

**Club Members: 246 Active: 210
Active-LOA: 7; Honorary: 29
Staff Positions: 1**



May Birthdays 2017

CHERYL PARQUET	MAY 01
EDWARD HEDGEPEETH	MAY 01
SHERRY DEVRIES	MAY 03
RALPH ROGERS, JR.	MAY 05
JERRY O'KEEFE	MAY 07
JULIE RIGBY	MAY 09
JIM DAVIS	MAY 14
FORREST PERRY	MAY 19
ANN EVANS	MAY 19
BRADY SURLS	MAY 21
BILL WHICHARD	MAY 24
CHRIS HYLAND	MAY 27
TOM BONFIELD	MAY 30

PENDING NEW MEMBERS

Cara Rousseau (Induction Date: May 22)
(Sponsored By: Shelly Green)

2016-2017 ROTARY LEADERSHIP

RI President: John Germ
District Governor: Rusine Mitchell Sinclair
ADG-Area 7: Joyce McKinney
2016-2017 Club Officers
President: B. C. Dash
Immediate Past-President: Lois Deloatch
President-Elect: Seth Jernigan
Vice-President: Shelly Green
Secretary: Mimi O'Brien
Treasurer: Susan Miller
Sergeant-at-Arms: Stan Morris
Finance Advisor: Barry Curtis
Legal Advisor: Deana Labriola

2016-2017 Board of Directors

Andy Esser
Blake Strayhorn
Meg Solera
Marge Nordstrom
Danielle Kaspar
Desmond Miller
Dave Ross
Aries Taylor
John Cross
Club Website Master
Jay Zenner, Designer; Updates



**At their May 18 Past Presidents' Council Meeting, President B.C. is presented with a framed photo to recognize his year of service.
CONGRATULATIONS
PRESIDENT B.C.!!**

(Pictured With Past-President, Vanadana Dake)

WE WELCOME OUR NEWEST MEMBERS TO THE CLUB!



MICHAEL GOODMON
*Michael Is Sponsored By
President-Elect, Seth Jernigan*



NANCY CARSTENS
*Nancy Is Sponsored By
Past-President, Don Stanger*



**EAST DURHAM
CHILDREN'S INITIATIVE**

**Rotary Classroom Volunteers For
EDCI STEAM Summer Camp
June 19th – August 4th, 2017!**

We have another opportunity, as we did last Summer, to work with Classroom Teachers in the EDCI STEAM Summer Camp. This is a free day camp for rising 3rd – 5th Grade Students in East Durham. EDCI STEAM Classroom Volunteers assist students in a variety of daily hands-on STEAM activities led by a STEAM professional/educator during the 9:30 a.m. – 12 Noon Sessions. You can play a vital role in encouraging and inspiring the students! See Brady Surles For Additional Information.

**WE'RE SO CLOSE TO REACHING OUR YEARLY CART GOAL OF \$5,000!!
CART TOTAL IS NOW \$4,363.23 FOR OUR ROTARY YEAR!**



C.A.R.T.

Coins for Alzheimer's Research Trust
A project of The Rotary Clubs in Southeast US



Club Facebook Link: www.facebook.com/DurhamRotaryClub
Executive Secretary: Sharon Lassiter
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