

The Bulletin

The Kiwanis Club of Columbus



"Kiwanis is a global organization of volunteers dedicated to changing the world - one child and one community at a time."

"It's not about me ... or you, but what **WE** will do for the children."

Noon to 1 p.m. luncheon meeting at The Athletic Club of Columbus, 136 East Broad Street, Columbus, OH 43215



December 2, 2013

CHARLES W. GEHRING

President and Chief Executive Officer
LifeCare Alliance



Charles W. Gehring is President and Chief Executive Officer of LifeCare Alliance. Founded in 1898 as the Instructive District Nursing Association, LifeCare Alliance is one of Central Ohio's oldest and largest not-for-profit organizations, with 210 employees and annual revenues of \$19 million. Its mission is to provide health and nutrition services to those in need in Central Ohio. For each senior or chronically ill individual who remains independent and in their own home through the services of LifeCare Alliance, the taxpayers of Ohio save more than \$62,000 per year.

Last year, they served more than 15,000 unduplicated clients. While their services are available to anyone in need, 98 percent of their clients have incomes below the federal poverty level, while 70 percent live on less than \$1,000 monthly income. LifeCare Alliance prepared 1.5 million meals in its food production facilities on Columbus' west side. Volunteers and staff of the Meals-on-Wheels program delivered more than one million meals to clients, driving 350,000 miles in the process. Some 180,000 meals were served in 20 Dining Centers, which provide socialization and programming for clients, and 1,500 after-school/supper and daycare meals are delivered each school day to dozens of urban sites, to assist children ages 4 to 18.

LifeCare Alliance has managed the Visiting Nurse Program in Central Ohio since 1898, completing thousands of visits and linkages annually, and serving thousands more in their Wellness Centers and through immunization programs. More than 51,000 hours of HomeCare and home health care services, including personal care, shopping, cleaning, and laundry, were also provided to clients in the past year.

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Today's Meeting

Greeters: **Dan Lacey** - Clark Schaefer, Hackett & Co.

Stephanie Harris
Ohio State Legal Services Association

Invocation: **Andy Sonderman**
Kegler, Brown, Hill & Ritter Co., LLP

Committee meetings: Golf, Behavioral Health & Wellness

Menu: **House salad, grilled sirloin with wild mushroom demi**

This week at a Glance

Birthdays:

12/04 – **Tiffany Crosby**
12/07 – **Tom Hayden**
12/08 – **Bob Banasik**



Tuesday – 12/02 – Kiwanis Night at Columbus Blue Jackets

Thursday – 12/4 – 11:30 a.m. - Hilltop Kiwanis annual newspaper sale and auction.

Friday – 12/5/1865 - The thirteenth amendment to the United States Constitution was ratified, banning slavery.

Recruiting new members ...

We all know the importance of recruiting new members: The need to bring in new ideas, new enthusiasm, extra hands, creative minds and the willing bodies to carry on our traditions and begin new ones. It is an ongoing process and one that needs our constant attention as we continue to work on changing the world, one community and one child at a time.

The process is relatively simple:

- 1- **Identify a potential member.** This could be a current friend, a co-worker, a relative, a business client or a new acquaintance.
- 2- **Invite them to a meeting.** Our weekly meetings are always interesting and a great opportunity to see us function in an efficient manner. Or perhaps, invite them to join us in a hands-on service project, like Manna Café or Bethlehem on Broad. Your goal at this point is to simply introduce them to our Club.
- 3- **Follow up.** This is the most important step and where we typically drop the ball. Recruiting is a form of sales and here are some interesting sales statistics:

48 percent of sales people never follow up with a prospect.
25 percent of sales people make a second contact and stop.
12 percent of sales people only make three contacts and stop.
Only 10 percent of sales people make more than three contacts.
2 percent of sales are made on the first contact.
3 percent of sales are made on the second contact.
5 percent of sales are made on the third contact.
10 percent of sales are made on the fourth contact.
80 percent of sales are made on the fifth to twelfth contact.

So, follow up is critical, but a large part of the follow up process is persistence.

As we head into the holidays, there will be countless opportunities to meet people at family get-togethers, office parties and community events. These are all prospects, people who might, if given the opportunity, join Kiwanis.

It is important to be prepared when opportunity knocks. Plan to bring your Kiwanis experience into conversations by mentioning something one of our speakers said; talking about a service project you took part in; or explaining how we support the community through our Foundation grants. Make note of those who show interest and plan to invite them to a Club meeting or activity.

And don't forget those people you have invited before. Perhaps the timing wasn't right or their situation has changed. Remember, persistence! They need to know that they are still welcome, and that we would love to have them join our Club. So, invite them again.

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LifeCare Alliance has completed four key mergers, adding to the services offered to the Central Ohio Community. In 2004, Project OpenHand Columbus, a not-for-profit agency providing home delivered meals, a food pantry, and other services to individuals with HIV/AIDS, merged into LifeCare Alliance. In 2005, The Columbus Cancer Clinic merged into LifeCare Alliance. The Columbus Cancer Clinic is the oldest free cancer clinic in the United States, providing cancer screening, food pantry, financial, and support services to those in need. LifeCare Alliance has provided the Madison County Meals-on-Wheels program since 2003, and has expanded the service while eliminating a deficit. In 2011, IMPACT Safety merged into LifeCare Alliance. This 18-year-old agency provides safety and violence training to a wide variety of organizations. In all cases, LifeCare Alliance has expanded services to serve more clients with much less cost.

LifeCare Alliance successfully completed a capital campaign to purchase and renovate a new meal distribution facility, which also includes a large food pantry and senior dining and wellness centers. The new Carrie's Café is a national model for the Meals-on-Wheels and Dining Center programs and serves seniors every day. Carrie's Café and the attached LA Catering Event Center are available for serving groups as large as 400 seated, and serves as a public restaurant, with seatings for breakfast and lunch. This new facility opened in spring 2009.

Chuck spent many years as an adjunct Professor with Franklin University. He designed and taught a course for the Masters of Human Services Management program, which prepared students to manage not-for-profit and public organizations. Chuck also taught the Leadership and Advanced Decision Making courses in the Masters of Business Administration Program.

Prior to joining LifeCare Alliance, Chuck was Executive Vice President and Chief Operating Officer for Catholic Social Services. CSS operates numerous programs that serve the poorest and most vulnerable in a 23 county area.

Prior to entering the not-for-profit world, Chuck spent seven years with Sanese Services, serving as Chief Financial Officer and Treasurer, as well as Vice President of the Dining Services Division, directing almost 80 corporate and public restaurants.

Prior to Sanese, he with Anheuser Busch, serving in financial and operations management positions.

Chuck earned a Masters Degree in Business Administration from Xavier University, a Bachelors Degree from The Ohio State University, and is a graduate of St. Charles Preparatory High School. He is also a graduate of the Columbus Area Leadership Program.

## Washington Court House Kiwanis to hold 'Craft Auction' ...

The holiday shopping season is right around the corner, and most everyone has that "hard to shop for" person on their list. Finding the item that is just right can be a real problem, especially if you are rushed and getting pushed around in crowded stores.

That's what makes the Washington Court House Kiwanis Club's annual 'Craft Auction' the perfect place to shop. This year's event is scheduled for Monday evening, December 2, at the Crown Room (1801 Columbus Avenue, Washington C.H.). Dinner will begin at 6:30 p.m. and the cost will be \$13 per person. However, they need reservations by Friday, November 29, so that proper arrangements can be made.

In addition to the possibility of getting some good deals, you'll have an enjoyable meal, participate in good fellowship, earn an attendance credit and perhaps help earn an inter-club credit if we have at least four of our members attend. If you are interested in attending, please let Secretary **Paul Bohlman** know, and he will submit your reservation. Hopefully, we can have four people attend and all drive down in one vehicle.

### Another Kiwanis night ...

Grab the kids, your office team or a bunch of friends and head to Kiwanis Night at the Ohio State men's basketball game against the University of Delaware on Wednesday, December 18. Tip-off is at 7 p.m.



A portion of each \$21 ticket will go to the Ohio Kiwanis Division 10-W. Tickets can be ordered by filling out and submitting the order form found on our web site.

From the 'Members Only' section of the web site, click on "Resources," then "Docs and Resources" and then scroll down to click on the "OSU Men's Basketball Form." Additional details and instructions can be found on the form.

### Plan your holiday shopping ...

Now is the time to put together your strategy for holiday gift shopping and to be sure it involves Giant Eagle cards purchased through Kiwanis.

Cards are available in \$100 increments and can be special-ordered in smaller denominations (*one-week lead time*).



You can use your Giant Eagle card to purchase other retail merchant cards before going shopping at places like Macy's, Lowes, Best Buy, etc. Or, you can use smaller denomination cards as presents to key people like the schoolteacher, the mail carrier, the babysitter, etc. Each time you use a Giant Eagle card from Kiwanis, our Club earns five percent and you earn fuel perks.

### Bethlehem on Broad ...

If your family is homeless or with very little means, having your photo taken with Santa Claus is a childhood experience you may never have. That is why, as members of Kiwanis Club of Columbus, we volunteer our time and resources each year at 'Bethlehem on Broad.' We will have the opportunity to take nearly 1,000 photos and present them as our gift to those families and children attending the event scheduled for Saturday, December 14.



The event will be held at Broad Street United Methodist Church (501 East Broad Street). We will need the help of many Kiwanians (family and friends welcome) to staff each of the five, two-hour shifts, with start times at 8:30 a.m.; 10:15 a.m.; noon; 1:45 p.m.; and 3:30 p.m. If you are interested in helping, please contact Jim Shively at [jshivel279@earthlink.net](mailto:jshivel279@earthlink.net), as we need at least four volunteers per shift.

WesBanco is proud to be part of Downtown Columbus.

Stop in and let us know how we can be of service to you!

**Jon Dargusch**  
Executive Vice President  
Asset and Wealth Management

**Linda Kay**  
Senior Vice President  
Trust and Investment Services

**Kristin Gintz**  
Assistant Vice President &  
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**Karen S. Hockstad**  
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**Dinsmôre**

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VISIT OUR NEW  
DOWNTOWN LOCATION!  
33 N. Third Street

## Boys & Girls Club reading ...

Helping a child develop their reading skills is a very rewarding experience, both for the person doing the tutoring and the child who will grow in their reading abilities.

That is why we work closely with the Boys & Girls Club of Columbus to tutor students on the second and fourth Thursday of each month. If you are interested in helping, please contact **Perry Fisher** at [pfishe6@columbus.rr.com](mailto:pfishe6@columbus.rr.com) or 614-235-7195.

## 2014 Entrepreneurial Challenge set ...

Mark your calendar on Friday, February 21, for the annual Entrepreneurial Challenge. The event will again be held at Columbus State, and will involve approximately 125 high school students learning basic entrepreneurial skills through a hands-on exercise that involves creativity, teamwork and presentation skills.

To help facilitate the program, we will need volunteers to work with break-out groups of 10-12 students. You will receive some basic instruction that morning before working with the students. If you are interested in helping, please contact Fred Miller II at [fbmiller@brightlightconsultingllc.com](mailto:fbmiller@brightlightconsultingllc.com).

## Reverse Raffle ...

The January 30, 2014, Division 10-W Council meeting to be held at Scioto Downs Racino will involve a reverse raffle to raise money for the ELIMINATE Project. Only 200 tickets will be sold, at \$50 per ticket, and there will be 20 prizes awarded, with the grand prize being \$1,000.

Raffle tickets are not yet available, but they will be soon. You can pre-purchase your ticket by giving your check to Secretary **Paul Bohlman** at a Monday meeting. Checks should be made out to "K Foundation of Gahanna Kiwanis." Your ticket will also give you admission to the meeting and dinner; however, you do not need to be present to win. There is no limit on the number of tickets you can purchase, but there is no telling how long the tickets will last. More details will be available as we get closer to the event.

## Helpful hints ...

Use a wet cotton ball or Q-tip to pick up the small shards of glass you can't see easily.

To get something out of a heat register or under the fridge, add an empty paper towel roll or gift-wrap roll to your vacuum. That roll can be bent or flattened, in order to get into narrow openings.

If you seal an envelope and then realize you forgot to include something inside, just place your sealed envelope in the freezer for an hour or two. Voila! It unseals easily.

How do you tell when you're out of invisible ink?  
What happens if you get scared half to death twice?  
If your car could travel at the speed of light, would your headlights work?

## Next week's meeting

(December 9, 2013)

**Speaker:** John Lowe – CEO, Jeni's Ice Cream

**Greeters:** Neil Distelhorst

Retired, Deloitte & Touche

**Donna Powell**

Homeless Families Foundation

**Invocation:** Tiffany Crosby

Petra Learning LLC

**Committees:** Homeless

**Menu:** Caesar salad, turkey meatloaf with tomato and garlic reduction

## Kiwanis Club of Columbus

P.O. Box 20334, Columbus, OH 43220-0334

**Phone:** 614-245-8617

**e-mail:** [office@columbuskiwanis.org](mailto:office@columbuskiwanis.org)

**website:** [www.columbuskiwanis.org](http://www.columbuskiwanis.org)

### CLUB OFFICERS

|                  |                  |
|------------------|------------------|
| Kathleen Roberts | President        |
| Lisa Jolley      | Past President   |
| Jim Skidmore     | President-Elect  |
| Jeff Rayis       | Vice President   |
| Nick Tomashot    | Treasurer        |
| Paul Bohlman     | Secretary/Editor |

### CLUB TRUSTEES

|                  |               |
|------------------|---------------|
| <b>2014</b>      | <b>2015</b>   |
| David Brainin    | Alison Friend |
| Stephanie Harris | Alice Hohl    |
| Mark Poeppelman  | Candace Pflum |
| Jim Skidmore     | Jeff Rayis    |
| Cindy Sturni     | Andy White    |

## Columbus Kiwanis Foundation

P.O. Box 20334, Columbus, OH 43220-0334

### FOUNDATION OFFICERS

|               |                |
|---------------|----------------|
| Alan Weiler   | President      |
| Scott Lindsey | Vice President |
| Jim Bechtel   | Treasurer      |
| Paul Bohlman  | Secretary      |

### FOUNDATION TRUSTEES

|                  |               |
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| Jeff Rayis       | Jim Skidmore  |
| Kathleen Roberts | Mark Swepston |
| George Ruff      | Sam Vogel     |