

# Kiwanis®

Burlington, Iowa

Serving the Children of the World®

February, 2012

## **Burlington Kiwanis** **BurlingtonKiwanis.org**

### *Board of Directors*



Dennis Wilson  
President

Michelle Randall  
Vice President  
and Secretary



Jim Miller  
Vice President Elect

Linda DeFosse  
Treasurer



Karen Clay  
Past President

#### *Directors, 1 Year*



Tim  
Agnew

Sharon  
Graham



Lynn  
Egan

Dr. Emily  
Stumpf



#### *Directors, 2 Years*



Julie  
Canfield

Jon  
Hart



Brandon  
Kipp

Bruce  
Widbin



Dear Fellow Kiwanians,

As I have stated on numerous occasions it appears to me that our biggest challenge for membership growth is to remind ourselves to invite prospective members. Last year only 11% of our members did so and this year only 8 members (5%) have invited a prospective member. The good news is we closed 62% of the prospects that were invited last year and this year we've closed 75% of those invited. So if we can just improve our # of prospects, membership growth will take care of itself.

Why do we invite prospective members? Surely you see the good that our club is doing, seeing the difference we are making in the lives of young people and our community, and you want to share that experience with others. And why shouldn't we? The Kiwanis spirit only grows stronger when it is shared. Grow our club, grow our Kiwanis spirit, and we'll grow our impact. In addition to reaching out in service, reach out to other members of our community who would enjoy serving with us.

In my NCR basic sales training years ago I was taught to sell the benefits to the prospect of my product. Here are a few benefits of membership in our club you might use in talking to a prospective member:

1. Friends. You're going to make new friends—friends that will last a lifetime.
2. Fun. You're going to have fun. Kiwanians make a huge difference in our community, and we have fun doing it.
3. Fellowship. You are going to experience good fellowship; Kiwanians care about each other.
4. Information. You're going to be a better-informed citizen due to the speakers this club has each week.
5. Networking. If you operate in the business world, you are going to have the opportunity to do some networking. You should not join Kiwanis just for that reason, but it does happen. Kiwanians like to do business with fellow Kiwanians.
6. Smiles. The most important thing you will get out of your membership is the opportunity to see a smile on the face of a child and realize that without you and your Kiwanis club, that smile would not be there. That's what really makes membership in Kiwanis worthwhile. The benefit that initially appeals to many is the opportunity to network and that's OK, but the last benefit is what gets them to stay members.

So please put on your to-do list a reminder to invite your friends, neighbors, associates, vendors and service representatives to our meetings. And remember your prospective member's meal is paid by the club so it's a no cost lunch date!!

Dennis Wilson, your 2011/2012 President (in training)

"We make a living by what we get; we make a life by what we give."

# Directory Update

## New Members

**Cut and paste into your  
Kiwanis Directory**



Brockett, Chuck  
Burlington Bees Association  
754-5705  
chuck@gobees.com



Gerling, Ryan  
Cray, Goddard, Miller, Taylor & Chelf  
752-4537  
ryandgerling@mediacombb.net



Kuster, Dennis  
Retired - BCSD  
753-0994  
dennis@kusterklan.net



Kuster, Mary  
Planned Parenthood of the Harvestland  
753-6209 752-0034  
Mary.Kuster@ppheartland.org



Lane, David  
Boy Scouts of America, Mississippi Valley Council  
754-8413 309-840-1568  
david.lane@scouting.org



Nagrocki, Stephanie  
Team Staffing Solutions  
753-9844 572-5499  
snagrocki@teamssi.com



Sliwinski, Sarah  
Optometrist, Drs. Taylor and Sliwinski  
754-5518  
sarahasliwinski@gmail.com



Steffensmeier, Anette  
US Bank  
753-8763 319-837-6901  
annette.steffensmeier@usb.com

## Kiwanis I-I District Governor Visit Burlington

The I-I District Governor, John Vanderheyden, will visit the Burlington Kiwanis Club on Friday March 23rd. The visit will include a presentation by the Governor and First Lady as well as a Spastic Paralysis Foundation Presentation.



This dinner meeting will be in lieu of our Thursday lunch meeting and include spouses and other clubs from the area.

The entree's will include Carved Marinated Pork Loin, Carved New York Strip or Carved Chicken Florentine.

The cost for spouses and other club attendees will be \$15.00. RSVP by March 20th to Dennis Wilson, 319-753-6969.

## Corporate Membership

In case you weren't aware of this, the Membership Committee wanted to let you know that Kiwanis allows for a Corporate Membership.

With a Corporate Membership, the initiation fee is the same (\$60) and the quarterly dues are the same (\$110). What is different is that the Corporation (or Company or Firm) can change the member that is representing them if necessary (such as when a person is not longer with the Company).

The advantage to the business entity is that this allows for a seamless transition when the business needs to make a change as to who will represent the business in Kiwanis.

Spread the word around. Let's make sure our members and our prospective members are aware of the Corporate Membership!

Your Membership Committee

## After School Project - Needs Your Help

Almost since the day I was accepted into the Burlington Kiwanis Club, we have been looking for a project we can hitch our club to. One that will be ours and one that we can build on.

That project has appeared on our radar, in fact it appeared last year and showed up again this year. It is our project to help the kids in our school system who do not have a stable environment at home and less at the school.

Last year, according to the statistics passed out at a recent Kiwanis meeting, the project was one HUGE success. This year the project is scheduled to start next week, but we have few, if any, volunteers.

This project has a chance to break the chain of constant poverty us taxpayers have supported for years.

Give Chairman Brandon Kipp and call right now and ask where you can help, 319-758-6164 or 319-572-5049.

Richard Goughnor

## Your Board of Directors

Your Board of Directors approved \$1,200 to purchase 600 videos for new parents on how to prevent Shaken Baby Syndrome.

A new member application was approved from Stephanie Nagrocki. Please welcome Stephanie the next time you see her at a meeting. Stephanie, we are happy to have you as part of our Kiwanis family!

Submitted by  
Michelle Randall,  
Vice President



*Tom Cameron visited the Quincy Kiwanis Club, where his son, Scott, is the Past President, and his grandson, Nathan is the Vice President.*

## Programs



Arranged by Keith Shulz

- 2 - John Speer, Executive Director, Capitol Theater Foundation
- 9 - Bob McConnell, Conductor, Southeast Iowa Symphony Orchestra
- 16 - Jason Hutcheson, Executive Director, Economic Development, a division of the Greater Burlington Partnership
- 23 - Margaret Hansen, Executive Director of the Community Foundation of Des Moines County and Al Zwilling, Director of Affiliate Development of Community Foundation of Great River Bend

## Invocations

Arranged  
by  
Mike Orthel



- 2 - Karen Clay
- 9 - Bob Morgan
- 16 - Pam Farr
- 23 - Dave Wiemer



PO Box 15  
Burlington, IA 52601



# February, 2012

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	Kiwanis Meeting 2 Noon, Comfort Suites Greater Burlington Partnership	3	4
5	6	7 Board Meeting 5 pm, The Drake	8	<b>Birthday Table</b> 9 Kiwanis Meeting Noon, Comfort Suites Symphony Orchestra	10	11
12	13	14	15	Kiwanis Meeting 16 Noon, Comfort Suites Capitol Theater	17	18
19	20	21 Board Meeting 12 pm, The Drake	22	Kiwanis Meeting 23 Noon, Comfort Suites Community Foundation	24	25
26	27	28	29			