



THE SPOKE



CLUB #832, Huntington Beach

DISTRICT #5320

CHARTERED JULY, 1923

Editors: Wendy Rogers Photographer: John Baley

THE ROTARY FOUR-WAY TEST

- 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?

LAST WEEK



Thanks to **Scott Sorrell**, aka “Mr. Charge Higher Prices” we learned a tip or two on how to raise our prices and have our customers thank us for it. He taught us that it’s critical to offer three options and corresponding pricings for offered items and that one

of the keys to being a true “sales professional” is to build “relational not transactional” relationships. We also learned that we too are full of good ideas as he broke us into groups to brainstorm with each other. But, if you want more sales gems, you’ll need to attend his seminar on Saturday, January 28th. And a fun tidbit about him, he met his wife Katarina on the Love Connection! Apparently it worked.

And, one of the things that we love to see, is one of our newest members receiving his/her gold badge. Well, it took **Mary Kinkella** no time at all to jump right in and so **Doug** was happy to bestow

the well earned badge of honor.



MEETING SCHEDULE

- 1/12 **Don Hansen**- Mayor of Huntington Beach
- 1/19 **Jeff Snow & Rochelle Groh**- Rainbow Disposal’s new branding and new commercial recycling program
- 1/26 **Christina Byrne of OCTA**- I-405 Improvement Project.



FOLLOW UP REPORT



The Rotary International float “**Inching Toward the End of Polio**” was awarded the **Princess Trophy** for most beautiful float under 30 feet at the 123rd **Tournament of Roses Parade**. The float was

funded by the voluntary donations of Rotarians and supporters worldwide, that includes our club’s \$50 donation.



Special Dates to Observe

- Carl Glim 1/1
- Brenda & Carl’s Anniversary 1/1
- Al Clark 1/10
- Ann Cummings 1/15