



November 2007

Happy Holidays &

Prez Sez:

It's no secret that the holidays are fast approaching and people around the world are getting in the spirit of giving. Of course, the onset of December always reminds that Christmas is so close.

Our FILC members are no exception. We'd like to thank all who have supported our causes this year, especially our Campaign SightFirst II fundraisers. Because of your time, effort and generous support we are sure your Club will be able to accomplish the 2007-2008 charitable giving missions we have set for ourselves. To date individual members and the Club Board of Directors have already given a grand total of over \$26,000 to CSFII. Amazing!

It also comes as no surprise; our Lions have been very busy in this September through December time period. There is much to report with pictures to boot.

November saw your Club wrapping up the Spaghetti Dinner fundraiser (over \$5000), introduction of new programs at our luncheons with great speakers & videos including your District 22 D Governors visit. Also, we conducted a very impressive induction of thirty five (35) brand spanking new IRHS Leo's. See the



extensive article prepared by our own Publicity Chair Bruce Schoonover.

In very early December, several Club members attended the DG Ball in Dover. Many, upwards of sixty Lions and guests came to our Christmas Dinner—Dance at the Bear Trap Dunes

which was planned and executed by Lions Sam & Muriel Mooney. Finally, and probably most importantly we had eight Club members including "Riker" and 9 Leo's attended the Region III Vision Impaired Party in Millsboro. Your Club supported this important expression of thought and caring for those less fortunate that most of us by providing 4 Fruit Baskets and some Shopping Cards.

Our November- December activities are covered in more detail in the rest of these pages.

(Continued on page 8)

Recruiting for Change: Many Clubs, worldwide and in the US, are also going through dramatic change, such as we, in order to meet the needs of future candidates for Lionism.

One approach to new member development is referred to as "Target Marketing". An LCI report may be found online at: <http://www.lionsclubs.org/EN/content/pdfs/ca5bmarketing.pdf>.

"Target Marketing" may be one method to help us accomplish our new "evening meeting" goal. See page 8!

Calendar Of Events

See Our Web Site for additional schedule & general Info.: www.filc.us

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|--|----------------------------|----------|---------------|
| • REGULAR CLUB MEETING: Air loom Trunks, Norman Justice & LCIF Video | Monday, December 17, 2007 | 12:00 PM | 2:00 PM |
| • BOARD MEETING (To Follow Reg Mtg) | Monday, December 17, 2007 | 2:00 PM | 2:30 PM |
| • REGULAR CLUB MEETING: Lee Boyle Re Fenwick Lighthouse history. | Monday, January 07, 2008 | 12:00 PM | 2:00 PM |
| • Melvin Jones Breakfast | Saturday, January 12, 2008 | 9:00 AM | Till Finished |
| • REGULAR CLUB MEETING | Monday, January 21, 2008 | 12:00 PM | 2:00 PM |
| • BOARD MEETING | Monday, January 28, 2008 | 4:00 PM | |
| • District 22 D Cabinet Meeting- Dover | Thursday, January 31, 2008 | | TBA |

News from the Lions Den

LLions:

This Holiday Season it's a delight to have our Treasurer, Lion Bill back in the swing of things. We give our best to Lion Bill's wife Anna as she continues to work off some serious arm problems. Also, at this special time of year keep PP Cal Denis and his wife Thelma in your prayers as they face some very difficult times too. "Our Lions Family" and extended Lions we know and love could also use a few prayers

during this festive season!

Please continue to keep PDG Lion Noble Simpson (539-3734) informed of any Lions or family members that could use little pick me up card to remind them we are indeed are thinking of them. Our sick members appreciate your thoughtfulness, as does your editor. Thank you so much!



Money Tree Raffle Winning Ticket Drawn!

Our CSFII fundraiser has been a roaring success this year.

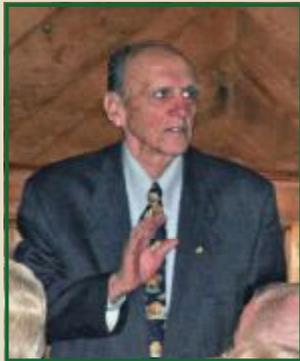
This year we raised \$2400 so far for Campaign SightFirst II and exceeded our \$1500 goal for this fundraiser. Remember, for every \$6.00 we raised we will help one human being see either by restoring sight or preventing someone from going blind or 400 fellow human beings. Truly outstanding!

Pledge/donation forms have been made available should you decide to participate again. These were handed out at our last meeting and are available online. Let's all dig a little deeper and see if we can do even more! Go to our website www.filc.us or our 22 D website www.lions22d.org to pick up the forms. Send your completed form and donation to Club Treasurer Bill Neimiller.

Monday night, December 3rd at our Christmas Ball- Dinner-Dance, Martha Stones ticket was drawn by DJ Bob Hughes. Martha took home the \$500 as well as the Money Tree she personally decorated! Wonder of wonders!!!



The Magic of Lionism: Lions helping others... by Lion Bruce Schoonover



Recently I was chatting with fellow Lion Cal Denis, one of the founding members of our Club and the co-founder of its largest fund raising effort—the aluminum drink can collection and recycling program.

While we were talking, he related a story that to me is so typical of what I have come to know as the caring nature of Lions and the entire Lions movement.

It seems, a long-time friend and fellow worker from his days at the Potomac Electric Power Company in Washington, DC had to move to Hagerstown, MD to be closer to his children when his health started to fail. Many doctor's appointments followed. However, he did not wish to continually burden his family—whose lives were all too busy already—but, he also wasn't sure where to turn.

Cal became aware of his friend's predicament and stepped in to help... Cal, who I might point out, already has quite a load on his plate.

Cal called King Lion Dick Waughtal, who was able to determine Cal's friend lived in the territory served by the Hagerstown-North Lions Club, whose King Lion was PDG William Bulla. With a few calls by Cal/Dick was able to convey the nature of the problem to PDG William Bulla and that Club has been able to address his on-going needs ever since.

That all was several months ago, and Cal tells me that his friend is so grateful for what the Lions have done for him, his family and his peace of mind.

God Bless the Cal Denis's of this world and the Lions movement!

One of Ours is Appointed:

For those who missed this important announcement: Our Lion Liz Gregory was recently elected to the Atlantic General Hospital Board of Directors. Lion Liz is a CPA with ES Gregory & Associates, LLC and a member of the AICPA, MAPCA, DE Society of CPA's, NACVA, and our very own FILC. According to the announcement of this distinct honor in Atlantic General's Newsletter On Call, she and her husband, Scott moved to Ocean City more than 25 years ago, raised two sons and passed their love of the area on to them. When you see her next please give her a nice "well done" from the Club!

Atlantic General Hospital has been providing quality health care to the residents of Worcester, Wicomico, Somerset and Sussex Counties since May 1993. Many of our Lions have used Atlantic General in the past.

District Governor Bob Jones Visits: Our very own D 22, G Bob Jones and his lovely First

Lady PCS Cheryl plus 22D Cabinet visited us on our 21st Anniversary Luncheon held Monday November 19th He brought a somewhat new message: Change for the Good of Lionism! He also conducted the induction of Lions Gerty Apple and Doreen Chick into our Club. Also attending from District 22 D were: VDG Bob Daniels, Treasurer Mark Rubino, Region 3 Chair Dale Fields and Zone 2 Chair Bob Hensler. Two FILC Charter Members were in attendance: PDG Noble Simpson & Lion Tom Samworth and our other guest was member prospect, Ray Hamm hosted by Lion Dave Crum. Pictures are on Pg 4:

More annual "Stella Awards: " You remember her... 81-year-old Stella Liebeck who spilled hot coffee on herself and successfully sued the McDonald's in New Mexico where she purchased the coffee. You remember, she took the lid off the coffee and put it between her knees while she was driving. Who would ever think one could get burned doing that... right? We've covered Stella and third place. *Up next:* 2nd Place & 1st Place to Win.

Charter Luncheon Meeting, November 19th



Welcome coffee & cake at PDG Noble's



Charter Day Cake



Original Charter & Charter Day Pic



Lions Doreen Chick & Gerty Apple inducted



New Lion Gerty Apple meets VDG Daniels



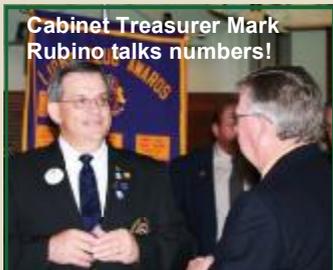
PCS Cheryl regales Zone Chr & DG



Zone Chair Bob Hensler Intros DG Bob



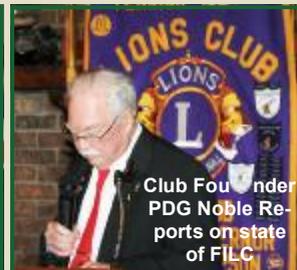
DG Bob tells it like it is



Cabinet Treasurer Mark Rubino talks numbers!



Lion Bruce receives special award



Club Founder PDG Noble Reports on state of FILC



FI Lion Tom Samworth is oldest Charter Mbr!

District Governor Bob Jones and his Cabinet made their official DG's visit during the FILC Charter Day Luncheon. DG made several helpful remarks about new member development and Club changes he viewed as important we make for the future. He also conducted the induction of our two newest Lions: Doreen Chick & Gerty Apple.

2nd PLACE Stella Award:

Kara Walton, of Claymont, Delaware, sued the owner of a night club in a nearby city because she fell from the bathroom window to the floor, knocking out her two front teeth. Even though Ms. Walton was trying to sneak through the ladies room window to avoid paying the \$3.50 cover charge, the jury said the night club had to pay her \$12,000 plus dental expenses.



FILC CHRISTMAS PARTY



Ed. Note: Not everyone got in for that we apologize!

IRHS Leo Club Induction:



Thirty-Five Indian River Senior High School Students Joined the Indian River High School LEO Club at the High School Auditorium November 27, 2007.

In a ceremony attended by the entire freshman class of the IRHS, Dick Waughtal, King Lion of the Fenwick Island Lions Club presented LEO Club advisor, Lennie Riley and Club president, Kim Tran with a check for \$500, and 35 new members were sworn in as new LEO Club members.

The Indian River High School LEO Club is our youth oriented service club that was sponsored and chartered by the Fenwick Island Lions Club five years ago. "LEO" is actually an

acronym standing for Leadership, Experience and Opportunity. The objective of the LEO Club program is... "to provide the youth of the world with an opportunity for development and contribution, individually and collectively, as responsible members of the local, national and international community." Like their Lion counterparts, Leo club members enjoy serving their neighbors and watching positive results unfold. Kim Tran, a senior at Indian River and president of the Leo Club—both last year and this—had some pretty inspiring words for her schoolmates in describing her LEO experience to the freshman class.

She said, in part: "The LEO Club is a community service organization... We do things such as donate our time at the Millsboro Nursing Home and Meals on Wheels, particularly during the holidays. We take pride in our commitment to the community and our healthy relationship with the people we benefit... I first became a member of the LEO Club in my freshman year... At first, I thought this was just something I could do to pad my college resume, but I didn't fully understand the

extent of our accomplishments until I saw the direct effect our work had on the people we were benefiting. Seeing the smiles we brought to people's faces gave me a sense of satisfaction that was just so real and went above and beyond any I've ever felt before. As an added benefit, we've gotten invitations to parties that the LIONS have had as a show of gratitude and appreciation for what we do for them. Basically, it's one big cycle of giving, and there's more to gain than just that feeling inside of being whole and helping someone else. Getting back what you put into the club is a big part of what we do, especially when it comes to character-building. I feel the LEO Club has made me a better person in how I'm able to put other people before myself in order to accomplish something that's bigger than all of us. Experiences that I gained from the LEO Club taught me that there are things in this world that are

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Indian River High School LEO Club Officers
President: Kim Tran, Vice-President: Nicole Herbert
Secretary: Jonathan Charles, Treasurer: Ian Martin

Leo article and pictures provided by
our very own Publicity Chair Lion Bruce Schoonover

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more important than being selfish and thinking only of myself. We all live together in this world, and we all need to help each other if we want to help ourselves. The Leo Club brings people together and does more than just community service. It gives a sense of belonging because we all have the same purpose, and it gives a sense of direction that's rare in high school. It gives people a reason to do something good and a reason to want something more for themselves. I know this from personal experience since the LEO Club has given me direction that I never thought I'd find. People always feel like they can do more, but don't know how. The LEO Club can tell you how, and I know it can do for you what it had done for me."

Clearly, the LEO Club Program is providing a positive outlet for all the

energy and excitement of these fine young folks—in these important formative years. And, it is building both the leaders for tomorrow and a better more caring world.

Lion Jim Miles, Chairman of the Fenwick Lions Club Youth Service Committee, served as master of ceremonies for this morning program and Lion Dale Fields, Region 3 Chairperson, from the Seaford Lions Club, officiated over the initiation ceremony for the 35 new members. They were helped out by Lion Carolyn Miles.

The program also included the showing of a Lions Club International Foundation video entitled "Serving the

World Community and Your Community" as well as a Power Point presentation showing, in pictures, the many community services performed by the members of the Indian River High School LEO Club.

The Leo club motto is: Leadership - Leos develop skills as organizers, time managers and motivators of their peers. Experience - Leos learn the importance of cooperation through community service. Opportunity - Membership provides young people with a chance to excel, to develop positive character traits, and to receive recognition for their contributions to the community.

Shown are the 2007-2008 Leo Club Officers & Leo Inductees



A bit of Leo Program History: In 1957, Coach Jim Graver started the Leo ball rolling. Graver was the coach of the Abington High School, Pennsylvania, baseball team. Graver was also an active member of the Glenside, Pennsylvania, Lions Club. With fellow Lion, William Ernst, Graver talked about starting a service club for high school boys. So they asked their fellow Lions for support. Without hesitation, the Glenside Lions agreed that a Lions youth group was a good idea. Graver and Ernst set to work. On December 5, 1957, the Glenside Lions presented a charter to the Abington High School Leo Club whose members were mostly made up of the high school's baseball team. As the world's first Leo club, the group created the Leo acronym - Leadership, Equality, Opportunity (Equality was later changed to Experience.) And, the group chose maroon and gold - their school colors - to serve as the Leo club colors.

Prez Sez "Target Marketing" May Help (Cont'd)

(Continued from page 1)

Changing the subject somewhat and by way of special notice. We'd like to discuss a new Direction your Board of Directors will begin to actively implement. Your Board voted unanimously November 26, 2007 to commit to our 2nd meeting of each month being an evening meeting and to implement it in a way that does not interfere with normal Club business. Further, the implementation of this historic change will be conducted over a period of time and with thorough input to insure its success.

As we all mostly know by now, members are the "life's blood" of service to our community. The message from several International Presidents over the last 4 to 5 years has been consistently: Change or fade away... in so many words. Clubs all over the world are changing in recognition of the manner and ways of younger generations and their needs and expectations. Community volunteerism & service is not dead; it will simply be done in a different way.

Our Club has generally been in the forefront of adaptation to change. After much discussion and contemplation, we have now made a move to accommodate reality. Your Board regards this change in our meeting times as one very important way to adapt to the changes future candidates require to come onto our Team! We are family and We Serve giving hope to the future! To do this, our Club needs to make changes to preserve our ability to robustly "Serve our Community". As we now view our recruitment situation this change must at least be tried. However, we can and should make our new program a fun project to accomplish!

Your Prez

Richard "walktall" Waughtal

Campaign SightFirst II .. Drawing to a Close

As you know, we are now in the final year of Campaign SightFirst II. To date, over \$123 million has been raised toward a worldwide goal of \$150 million by June of 2008.

Last year our Club raised some \$6,517 for the SightFirst Campaign. This year, through our Christmas Tree Raffle, contributions and pledges from individual members, matching funds and a contribution from our treasury, we hope to do even more.

As this calendar year draws to a close, we ask you to remember Campaign SightFirst II as a wonderful opportunity for your charitable giving. All contributions are fully tax deductible for Federal and state income taxes. Where else is there a program that for every \$6 given, someone's sight is saved or restored? For those members who have already given, **WT. THANK YOU!**

Make your check payable to Lions Club International Foundation and bring it to our next meeting, or send it to the LLC 37232 Lighthouse Rd., Suite 109, West Warwick Island, DE 19975. If you would prefer to have us fill out the pledge card, we will be happy to do so.

Many thanks for your consideration and our best wishes for this holiday season.

Sincerely,

Sam & Manuel Mooney

◀ Contact Sam Mooney if you wish to give more this year or into next year.

Details are in... In 2007 we also gave over \$6500... "We are Family and We Serve giving hope to the future"!



Region III Vision Impaired Party:



What a wonderful, fun & rewarding event for all who attended. Come see & hear for yourself in 2008!

1st PLACE Stella Award: Mrs. Merv Grazinski, of Oklahoma City, purchased a new 32-foot Winnebago motor home. On her first trip home from an OU football game, having driving on the freeway, she set the cruise control at 70 mph and left the driver's seat to go to the back of the Winnebago to make herself a sandwich. Not surprisingly, the motor home left the freeway, crashed and overturned. Also not surprisingly, Mrs. Grazinski sued Winnebago for not putting in the owner's manual that she couldn't actually leave the driver's seat while the cruise control was set. The Oklahoma jury awarded her \$1,750,000 PLUS a new motor home. Winnebago changed their manuals as a result of this suit... oh Please!

From the desk of: DG Bob Jones

November Tidbits

November has left us, but not without some great memories. November 4th found First Lady Cheryl and I at the DLF (Delaware Lions Foundation) Auction. The afternoon was filled with fun and the DLF received a substantial financial boost. As for First Lady Cheryl and I, well, I came away with a new watch and Cheryl with some jewelry and her all time favorite, —Snowmen]]. November 11th we were honored to be in attendance at the Granary Restaurant in Georgetown Maryland to celebrate the Middletown Lions 60th Charter Anniversary. And let us not forget pancakes and sausage in Rehoboth, always a great meal.

The month was filled with wonderful visitations in the District and the opportunity of inducting eight new members; three at Lord Baltimore, two at Claymont, two at Fenwick Island and one in Dover. Any District Governor will tell you this is a fantastic honor. I wish these new members well as they enter into our world of Lionism and challenge their sponsors and home clubs to get them involved soon so they may experience the same sense of satisfaction we do. Good Luck to all of them.

By the time you read this our Governors Ball will be history. I do hope everyone had a wonderful time and enjoyed International Director Dave —Santa]] Stoufer. I want to thank the Governor's Ball committee along with the ad book staff for a very memorable week-end.

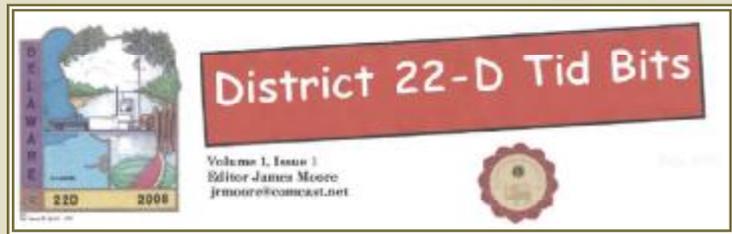
The judging of the Peace Posters took place on time and the poster selected to represent District 22D was from Natalie Rodriguez. She is a twelve year old seventh grader from the George Read Middle School in New Castle. The New Castle Hundred Lions Club sponsored the poster. Congratulations to Natalie and the New Castle Lions.

December is a very busy month for everyone so, just as a reminder; don't forget our three Regional Christmas Party's for the Visually Impaired. Region I at the Wilmington College December 8th, Region II at the Camden Wyoming Fire Hall, December 6th and Region III at the Millsboro Civic Center December 4th. The attendees really look forward to this event, let's show our support and have some fun along with them.

As the month winds down and we start getting ready for the holiday season, remember to support the Salvation Army's annual fund raising. They too assist the less fortunate in our communities.

The Emmetsburg Leadership Seminar information is included in this issue of the bulletin. Our district has twenty spots for the "Basic" program and six spots for the "Advanced" program. Please give it some serious thought. It's a great mid winter opportunity to spend some time with sixty to seventy Lions from around Multiple 22; to share and learn from each other's experiences. We have designated funds in the district budget to cover half the tuition fees for 22D attendees. Fill out the registration forms and send them to me with a check to; MD22 Lions Leadership Institute for half the registration fee and I'll do the rest.

First Lady Cheryl and I would like to take this opportunity to wish each and everyone of you and your families a happy Thanksgiving and a very Merry Christmas! We Serve... DG Bob.



SECOND PLACE... Kara Walton, of Claymont, Delaware, sued the owner of a night club in a nearby city because she fell from the bathroom window to the floor, knocking out her two front teeth. Even though Ms. Walton was trying to sneak through the ladies room window to avoid paying the \$3.50 cover charge, the jury said the night club had to pay her \$12,000 plus dental expenses.



Club Renewal is a Year Round Project: LCI states that for robust Club growth... A strong, active membership is the foundation of the association and its mission to serve communities around the world. As membership in the association grows: the resources necessary to make a difference increase as well.

Therefore, the focus on membership growth needs to be a continual 365-day-a-year activity. Clubs that are growing have a strategy for membership development and follow a well thought out and organized action plan.

The LCI Year-Round Growth Program provides tools, resources and strategies to aid members and clubs with their respective membership growth initiatives, awarding those who take the extra step and sponsor new members into membership. To ensure that growing the membership isn't put off until tomorrow, the Year-Round Growth Program has been retooled to provide clubs with a variety of membership growth strategies and ideas.

LCI's Year Round Growth Program awards designed to help with Club Renewal: 1. Letter from the International President, 2. a Membership Excellence Lapel Pin, 3. Membership Excellence Banner Patch (for FILC, the required number of new members is 8 or more new members), 4. Flag Set, (The top three clubs), and 5. Normal Membership Key Awards.

In addition, LCI recommends a schedule for year-round membership outreach strategies they recommend to help accomplish their program goals. Each month has a different focus area so that a wide range of potential members can be concentrated on throughout the Lions year. Some are drawn from long-standing traditions, such as the March and October membership growth initiatives, as well as the April Worldwide Induction Day. Alternatively, some have a specific demographic focus.

- July/August..... Women
- September..... Professional partners (e.g. eye doctors, teachers, and Lion Service)
- October..... Traditional membership growth campaign
- November/December... Spouses, family
- January..... Leos and former Lions
- February..... Target demographic groups (as appropriate for each Constitutional Area).
- March..... Traditional membership growth campaign
- April..... Worldwide Induction Day
- May/June..... Retention focus

Member invitation best practices and proven techniques are valuable tools to assist clubs with their membership recruiting/invitation initiatives are also recommended. All of these membership initiatives are outlined online and are recommended reading for all FILC members (spare time, of course).

Southern Style Humor: ala Tennessee...

The owner of a golf course was confused about paying an invoice, so he decided to ask his secretary for some mathematical help. He called her into his office and said, "You graduated from the University of Tennessee and I need some help. If I were to give you \$20,000, minus 14%, how much would you take off?"

The secretary thought a moment, and then replied, "Everything but my earrings."

Fenwick Island Lions Club, 37232 Lighthouse Road, Suite 109, West Fenwick Island, DE 19975
Meets 1st and 3rd Mondays, Noon - Harpoon Hanna's - September through June
PP Lion Dick Waughtal-Bulletin Editor
(Photos by Lions Bruce Schoonover, Sam Mooney, Dick Waughtal & Roland Hudson)

About Membership: Each year our club decides on what projects and events it will focus. LCI notes: Inviting new members is essential to a club achieving its goals. We agree! New members can provide fresh ideas, new projects and additional ways to make a difference.



Before inviting a new member into FILC, ask yourself some questions: Do they have the skills or interests to help with our projects? Are there additional projects or events needed in my community that would attract a new set of prospective members? The Club should ask: How many members does my club need to achieve its goals? It seems to us that the number 8 or has a nice ring to it (see page 11)!

Answering these types of questions will help FILC members determine how to field prospective members' questions. (Remember that your presentation to a prospective member will help determine their attitude towards FILC).

Of course, there are as many ways to invite prospective members as there are members of our Club. To get started make a list of candidate members, hold a membership drive or employ a combination of activities to add new prospects. Check out the winning "Best Practices Entries" (http://www.lionsclubs.org/EN/content/programs_mem_practices.shtml) for some additional membership invitation ideas.



More Leo's

