

Rotary Carolinas' PETS



Assistant Governor Curriculum Materials



**ROTARY:
MAKING A
DIFFERENCE**

March 16-18, 2017

Assistant Governor Discussion Materials

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All materials utilized or referred to at Carolinas' PETS are available: www.carolinaspets.org



The Role of the AG, continued

The responsibilities of an Assistant Governor

The key relationships within and between the district and the clubs

Assist clubs with their training and help clubs achieve their goals

Assistant Governor Session, continued

CASE STUDY #1 – “Going, going...”

Over the past two years, the Rotary club of Downsboro, a noontime club of 96 members, has lost 30% of its membership, mostly to resignations, although there have been a few job transfers.

During your visits to the club, you have noted that the meetings are somewhat disorganized. The meetings often don't start or end on time, there is no club bulletin, visiting Rotarians and guests are barely mentioned and rarely made welcome, and program speakers are allowed to go on and on, seemingly without any limit.

The Sergeant-at-Arms seems very arbitrary and even mean-spirited in imposing fines. The obvious intent is to raise money rather than to have fun and enforce club rules.

The meeting place is a restaurant with little separation between the Rotary club and the other patrons of the restaurant, so the atmosphere is noisy and confusing, especially for visitors.

Q: As the Assistant Governor responsible for this club, what can you do to turn this club around and stem the tide of lost members?

TO REPORT ON YOUR GROUP'S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governor Session

CASE STUDY #2 – “Oldies, but goodies”

The membership (about 25) of the Rotary club of Stagburg has remained fairly level for the past several years. Although new members have been inducted, they don't seem to stay around very long, and then they just seem to disappear.

The regular membership averages 62 years in age – exactly the average age of Rotarians worldwide. On visiting the club it appears that there are several cliques in this club, demonstrated by the fact that the same people sit at the same tables every week, and they seem almost to resent an “intruder” penetrating their space.

The new members that are inducted into the club don't seem to know much about Rotary, don't contribute to the Rotary Foundation, are often not assigned to committees, and don't get involved in the few service projects that the club does.

Further, there is no gender or racial diversity in this club; it consists entirely of white males.

Q: As the Assistant Governor responsible for this club, how can you help the club to revitalize and to educate and retain its new members?

TO REPORT ON YOUR GROUP'S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governor Session

CASE STUDY #3 – “Assessing we will go...”

In preparation for the District Governor’s official visit to the Rotary Club of Chapeau-a-tete, you, the Assistant Governor met with the leadership of the club. You noted a lack of spirit and enthusiasm among the leadership of this club.

In reviewing the club’s plans and budget, an imbalance was noted between the funds needed to implement their service projects and expected income. When asked how the club would meet its service financial commitments, the president answered that they would just “pass the hat.” The club does not have a fund raising program.

They appear to be a typical “meet’n’eat” kind of Rotary Club. You have observed when visiting that the members arrive for meetings showing little camaraderie or enthusiasm as well. They go to their places at the tables and sit quietly throughout the meeting. When the meeting ends, the members quickly disperse.

As the Assistant Governor responsible for this club, how can you get them excited about Rotary service and help them find new ways to meet their financial commitments?

Q: As the Assistant Governor responsible for this club, how can you get them excited about Rotary service and help them meet their financial commitments?

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governor Session

CASE STUDY #4 – “Lost in the past”

The Rotary Club of Buchananville has a very poor record of support to The Rotary Foundation. At \$26, their per capita giving is one of the lowest in the district. While most other clubs in the district have made an effort to encourage their members to give something under the Every Rotarian Every Year (EREY) campaign, this club has only a 37% participation rate. There are a few Paul Harris Fellows (PHF) in the club, but they earned their status years ago.

The president explains that he doesn't push PHF because he doesn't believe in “buying one's own recognition.” The club seems to be very much focused on the local community and does a lot to support local humanitarian causes.

The president explains that they do not give to The Rotary Foundation because they're not interested in seeing their money go overseas to help people they'll never meet while there are more than enough problems to deal with at home.

Q: As the Assistant Governor responsible for this club, how will you work with the club to change their attitude and increase their support to The Rotary Foundation? Develop a plan of action.

TO REPORT ON YOUR GROUP'S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governor Session

CASE STUDY #5 – “Moneybags”

The Rotary club of Lazy Springs is very proud of the fact that it has built a club foundation of a sizeable amount (> \$100,000). Most of the funds have come from individual Rotarians over many years, although some have come from the club’s fundraising efforts.

The club uses the income from the foundation to provide scholarships to deserving high school seniors, as well as donations to a few other local charitable organizations. However, because the club has not gone to the trouble to make the foundation a 501(c)(3) organization, gifts to the foundation are not tax-deductible.

Several of the club members have complained about this, but so far nothing has been done. An immediate dilemma is that a local corporation has expressed its willingness to match the sizeable contribution (\$10,000) of a club member (and corporate employee), but a condition of the corporate gift is that it must be tax deductible.

Since the club member’s donation is going to The Rotary Foundation to make him and his wife Major Donors, his donation will be tax deductible. However, the corporation desires that its donation be used for local charitable purposes in the community and intends to make its donation to the club foundation, although the donation will not be forthcoming unless it can be made tax deductible.

Q: As the Assistant Governor responsible for this club, how will you advise the club to proceed in this case?

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.



Assistant Governor Session

CASE STUDY #6 – “There’s a youth program?”

The Rotary club of Kumbayah has an acceptable record of community service. It gives money to several local organizations that support various causes.

However, it has been noted by the District Governor that this club, for some reason, does not support the Rotary Youth Leadership Award (RYLA) program by nominating and funding RYLA scholarships, although there are two high schools in the club’s area.

Further, the club has not in the past supported Rotary’s other major youth services program, Rotary Youth Exchange. The District Governor is puzzled at the attitude of the club toward youth services, and has asked the Assistant Governor to look into it and recommend appropriate action.

Q: As the Assistant Governor responsible for this club, how will you gain an understanding of the attitude of this club toward youth services and change their attitude so that they are more supportive of youth services programs? Develop a plan of action.

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governor Session

CASE STUDY #7– “My brother’s keeper”

The city of Dowahdiddy recently suffered the closing of a major and long-time industry, resulting in the loss of several members’ jobs. The city as a whole has an unemployment rate of 9.8%.

The slumping economy has several others worried about their jobs. The Dowahdiddy Rotary Club, with 37 members could lose as many as 20% of its members as a result. One of those members who has already lost her job is the club’s President–elect.

The Board of Directors of the club is meeting to deal with the issues that exist in both the city and the club. You, the club’s ADG, were asked to sit in and help them find a way to (1) deal with their potential membership losses, and (2) to help them find a way to help their fellow Dowahdiddyites in these tough times.

Q: As the Assistant Governor responsible for this club, what strategies do you suggest?

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.



Assistant Governors Session

CASE STUDY #8 – “Fast-lane Rotary”

The President of the Rotary Club of Diddleysquat, a club of about 75 members, calls you for help solving a problem that exists within his club. It seems that a number of members of his club are rebelling against his attempts to change some of the long-held traditions in the club, and he is unsure what he should do.

When he was first installed as his club’s president, he was told by his club that it was “his year as president” and to do whatever he felt like would make it a successful year. He took his club members at their word, and made some changes that have resulted in several resignations and lowered attendance at meetings. He has had the support of his relatively young board of directors.

The Rotary Club of Diddleysquat is an old club, both in the age of the club and in the members’ average age. Many of the old-time members remember when being named a Paul Harris Fellow was an honor bestowed on the member by the club for service “above and beyond” and have rejected the now accepted concept that it is a form of recognition for contributions to the Rotary Foundation.

These old-time members, all male, and all retired have grumbled and muttered and opposed a number of the new president’s other initiatives like obtaining a matching grant, conducting a Dictionary Project in the local schools (which would include obtaining a District Simplified Grant to help fund the dictionaries), and volunteering in the local homeless shelter. Thus these projects have failed.

Now, with attendance and membership dropping, and few of the old-time members willing to work on any of this new president’s projects, the club is in turmoil and has taken sides “for” or “against” the new president’s programs.

Q: What do you suggest to the President of the Rotary Club of Diddleysquat?

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.

Assistant Governors Session

CASE STUDY #9 – “Gimme liberty, or gimme death!”

You, the new Assistant Governor, have just returned from your first visit to the Rotary Club of Oak Grove. Your assessment of this club, based on their meeting, annual plans, and reputation in your district, is that they are a social club only.

They are not interested in supporting any of the district’s programs and this club has never given more than a small amount of support to the Rotary Foundation. They do very little in their community other than ring the bell for the Salvation Army each year. They have never had a member hold a district office or even a committee chair, and it’s always a chore to convince the President-elect that attendance at PETS is a requirement for holding office.

They keep telling the District Governor and previous Assistant Governors that, in Rotary, ALL clubs are autonomous, and that they aren’t interested in doing anything that would take them away from their families beyond a weekly meeting. Only a very few of the members of this club ever attend district events, such as assemblies, Foundation seminars, and District Conferences, and even then, you have noticed that they often slip out early from these meetings.

You observed that their meeting was very well planned and that they had a very high level of fellowship and fun at this meeting. However, the District Governor has asked you to help this club be more supportive of her programs and of the Rotary Foundation this year. The Governor’s Official Visit will be in four weeks.

Q: What is going to be your strategy? Convince this club president to do what your Governor has asked you to do, while not alienating them – you know that you will have to work with them for the rest of the Rotary year!

TO REPORT ON YOUR GROUP’S STRATEGY:

Please summarize your group discussion and any recommendations.



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Resources

Rotary International

www.Rotary.org
<https://my.rotary.org/en>
<https://my.rotary.org/en/learning-reference>

Home page
My Rotary
Learning Center

Carolinas' PETS

<https://www.carolinaspets.org/pages/resources/index>

Resources

Your District's Website

Your Club's Website

Rotary Carolinas' PETS



Arden, Asheville, Asheville Breakfast, Asheville-Biltmore, Asheville-Metro, Asheville-South, Asheville-West, Avery County, Black Mountain, Blowing Rock, Boone, Boone Sunrise, Brevard, Bryson City, Burke-Sunrise, Burnsville, Caldwell County, Cashiers Valley, Catawba Valley (Conover), Clay County, Denver/Lake Norman, Four Seasons Satellite, Franklin, Franklin Daybreak, Granite Falls, Haywood County (Canton), Hendersonville, Hendersonville-Four

Seasons, Hickory, Hickory Sunrise, Highlands, Highlands-Mountaintop, Lake Hickory (Hickory), Lenoir, Lincolnton, Lincolnton-Sunrise, Madison County, Marion, McDowell County, Morganton, Murphy, Newton-Conover, Pisgah Forest, Rutherford County, Sherrills Ford-Terrell, Spruce Pine, Sylva, Tryon, Valdese, Waynesville, Waynesville-Sunrise, Albemarle, Alleghany County, Ballantyne, Belmont, Boiling Springs Area, Cabarrus County, Charlotte, Charlotte Dilworth South End, Charlotte North, Charlotte End-of-the-Week, Charlotte International, Charlotte Providence, Charlotte South, Charlotte South Park, Charlotte Top-of-the-Week, Charlotte University City, Charlotte West, Charlotte-Evening, Cherryville, China Grove, Concord, Concord Afton-Sunset, Davidson, Gaston Breakfast, Gastonia, Gastonia East, Gastonia Evening, Greater Statesville, Hamlet, Huntersville Happy Hour, Kannapolis, Kings Mountain, Lake Norman-Huntersville, Marshville, Matthews, Mecklenburg County-South, Monroe, Monroe-Union Breakfast, Mooresville, Mooresville-Lake Norman, Mount Holly, North Mecklenburg County, North Wilkesboro, Rockingham, Rowan County, Salisbury, Shelby, Shelby Breakfast, Southwest Cabarrus, Statesville, Statesville/Fourth Creek, Taylorsville, Top of the Lake-Mooresville, Troutman, Union West (Indian Trail), Wadesboro, Waxhaw-Weddington, West Stanly, Alamance (Burlington), Alamance Breakfast, Archdale-Trinity, Asheboro, Burlington, Carthage, Clemmons, Crescent (Greensboro), East Greensboro, EClub of D7690, Eden, Furnitureland, Gate City, Graham, Greensboro, Greensboro Airport, Guilford (Greensboro), High Point, Hillsdale Sunrise, Jamestown, Jonesboro (Sanford), Kernersville, King, Lexington, Liberty, Madison-Mayodan, Midstate (Asheboro), Mocksville, Mount Airy, Pinehurst, Pittsboro, Randolph (Asheboro), Reidsville, Reynolda (Winston-Salem), Sandhills (Southern Pines), Sanford, Siler City, Southern Guilford, Southern Pines, Stoneville, Stratford (Winston-Salem), Summit (Greensboro), Surry Sunrise, Thomasville, Triad (High Point), Troy, Walnut Cove, Western Forsyth, Winston-Salem, Yadkin Valley, Yadkinville, Angier, Apex, Apex Sunrise, Capital City, Cary, Cary Central, Cary MacGregor, Cary-Kildaire, Cary-Page, Central Johnston County, Chapel Hill, Chapel Hill-Carrboro Sunrise, Clayton, Clayton Mid-Day, Cleveland School, Crabtree, Dunn, Dunn-Erwin, Durham, Durham Sunrise, EClub of D7710, East Chapel Hill, Fuquay-Varina, Fuquay-Varina Downtown, Garner, Garner Mid-Day, Henderson, Hillsborough, Holly Springs, Kerr-Tar Region, Lillington, Morrisville, North Raleigh, Oxford, Raleigh, Raleigh Midtown, Raleigh Parkside, Research Triangle Park, Roxboro, South Granville County, Southwest Durham, Wake Forest, Wakefield/Wake Forest, Warrenton, Wendell, West Raleigh, Zebulon, Ahoskie, Ayden, Belhaven-Pantego, Bethel, Columbia, Currituck Wild Goose, Edenton, Elizabeth City, Elizabeth City Morning, Elm City, Farmville, First Flight (Kill Devil Hills), Fremont, Goldsboro, Goldsboro-Three Eagles, Greater Wilson, Greenville, Greenville (Morning), Greenville Noon, Havelock-Cherry Point, Hertford, Kitty Hawk, Manteo, Mount Olive, Murfreesboro, Nash-Rocky Mount, Neuse Sunrise (Bridgeton), New Bern, New Bern-Breakfast, North Banks (Kill Devil Hills), Oriental, Roanoke Rapids, Rocky Mount, Snow Hill, Tarboro, Vanceboro, Washington, Washington (Noon), Williamston, Wilson, Windsor, Beaufort-Ole Towne, Bladenboro, Burgaw, Clinton, Clinton-Sampson County, Coastal Pender, Duplin, Elizabethtown, Fair Bluff, Fairmont, Fayetteville, Fayetteville LaFayette, Jacksonville, Jacksonville Breakfast, Jacksonville South, Kinston, Kinston Evening, La Grange, Laurinburg, Leland Area, Lumberton, Maysville, Morehead City, Morehead City After Hours, Morehead City Navigators, Morehead City Soundview, Morehead City-Lookout, Morehead City-Noon, New River (Onslow County), Newport, Pollocksville, Red Springs, Richlands, Shallotte, Sneads Ferry, South Brunswick Islands (Ocean Isle), Southport, Southport Sundowners, Swansboro, Tabor City, Trenton, Wallace, West Fayetteville, Whiteville, Wilmington, Wilmington Cape Fear, Wilmington Central, Wilmington East, Wilmington South, Wilmington West, Abbeville, Aiken, Aiken Sunrise, Anderson, Batesburg-Leesville, Blacksburg, Chester, Clemson, Clemson-Calhoun, Clinton, Clover, Easley, EClub of the Carolinas, Emerald City, Fair Play, Fort Mill, Fountain Inn, Gaffney, Golden Strip Sunrise, Greater Anderson, Greater Greer, Greenville, Greenville Breakfast, Greenville East, Greenville Evening, Greenwood, Indian Land, Inman, Lake Wylie, Lancaster, Lancaster Breakfast, Laurens, Mauldin, McCormick County, Newberry, North Augusta, North Greenville, North Spartanburg, Pickens, Pleasantburg, Rock Hill, Seneca, Seneca Golden Corner, Simpsonville, Spartan West, Spartanburg, The Foothills, Twin City, Batesburg-Leesville, Union, Walhalla, Westminster, Winnsboro, Woodruff, York, Assistant Governor, District Governor 2016-2017, District Governor 2017-2018, District Governor 2018-2019, District Governor 2019-2020, District Administrator, District Executive Secretary, District Secretary, District Trainer, RI President 2013-2014, RI Past Director, Rotary Foundation Trustee, RI General Secretary, Guest Speaker, RI Club & District Support, RI Membership Staff, Rotary Foundation Staff, Rotary Coordinator, Rotary Public Image Coordinator, Rotary Regional Foundation Coordinator, Rotary Regional Membership Coordinator, Discussion Leader, PETS Staff, Vendor, Exhibitor