



Home of  
District Governor:  
Jim Squire  
&  
Past District Governors  
Frank Bentley,  
Ralph Thurmond,  
and Barry Smith

## Meetings

January is Vocational Service  
Month

### Our Rotary Family

## BIRTHDAYS

- 1/1 Tamara Carrera
- 1/1 Fran Farias
- 1/1 Barton Lowrey
- 1/1 Brandon Neill
- 1/5 Malcolm Kilpatrick
- 1/7 Julia Bernath

## WEDDING ANNIVERSARIES

## Rotary Online

<https://sandyspringsrotary.org>  
<https://rotary6900.org/>  
<https://rotary.org/>

## ROTARY CLUB OF SANDY SPRINGS

Mondays, 12:15 pm  
Hilton Suites  
6120 Peachtree Dunwoody  
Road, NE

Sandy Springs, GA 30328



### PRESIDENT'S CORNER

## President Nancy Schroeder's Welcome Message

On behalf of the Rotary Club of Sandy Springs, I welcome you to visit our club and experience the Rotary Club of Sandy Springs' hospitality and energy. We meet on Monday for lunch at 12:15 p.m. to 1:15 p.m. at the Hilton Perimeter Suites, 6120 Peachtree Dunwoody Road, Sandy Springs, GA 30328. You can reserve a spot by going to our website at [www.sandyspringsrotary.org](http://www.sandyspringsrotary.org). Join your fellow professionals, and community and business leaders, and learn how Rotary can fit in your future. Experience Rotary Making A Difference!



### Upcoming Program

## Why do bad things happen to good people?



On Monday, January 20th, Anna Szabo will be addressing the Rotary Club of Sandy Springs.

Anna Szabo is a Christian speaker, author, poet, artist, blogger, and podcast host. She came to America as a mail-ordered bride in 2008, was abused and homeless ten years ago, lived in a shelter for victims of Domestic Violence, taught herself English in 1.5 years listening to Frank Sinatra, and graduated with an MBA from GSU.

Her ministry - Online Discipleship For Women - is dedicated to helping alleviate suicide among women globally by sharing hope in Christ.

She's an award-winning author of the book called "Turn Your Dreams And Wants Into Achievable SMART Goals!" and a host of an international Christian Podcast for women called The Anna Szabo Show.

Learn more about Anna at [AnnaSzabo.com](http://AnnaSzabo.com)



### Previous Program

## Michael Forman Provided Insightful Ideas for Building Successful Business Relationships

On Monday January 13, 2020 Michael A. Forman addressed the Rotary Club of Sandy Springs. During Mr. Forman's presentation he urged us to watch our F.O.R.M. while we build business relationships. He explained his easy to remember acronym one letter at a time with anecdotal stories to illustrate things **TO-DO** as well as things **NOT-TO-DO**.

Starting with the letter F, which stands Family. Michael emphasized the importance of building relationships. The best way to do this is by talking about one or two things that everyone loves to talk about, themselves or their family. Either one is bound to

## LEADERSHIP

President	Nancy Schroeder
Treasurer	John Neill
Secretary	Mike Stacy
Foundation	Rick Doyle, III
Membership	Adam Bowling
Public Image	Todd Lawrimore

offer an opening for casual conversation.

The letter "O" stands for Observation. As a tool for opening a conversation he notes that it is usually very easy to scan an office setting for things of interest. These are the things for which that person cares about most and will likely enjoy discussing. Forman says to just let that conversation flow and to NOT bring up any kind of business. This causal talk leads to building a lasting rapport.

The third letter is "R" which is for rapport. When a conversation flows comfortably, a gradual trust is built and walls that separate you can be removed.

The last letter is "M" which stands for mantra. His mantra goes like this:

They have to know you.

They have to like you.

They have to TRUST you.

When they trust you, they will likely do business with you.

Michael spoke about the importance of an immediate follow-up message. A hand-written thank you card is essential and should not be overlooked.

The Rotary Club of Sandy Springs would like thank Michael for sharing his concise and informative presentation for business networking.



*Michael A. Forman presenting important business relationship building tools to the Sandy Springs Rotary Club*



***When they trust you, they will likely do business with you.***



*In photo: Nancy Schroeder, 2019-2020 President of the Rotary Club of Sandy Springs with Michael Forman.*

These photos and more are available if you write [tlawrimore@gmail.com](mailto:tlawrimore@gmail.com)

A quick biography on Mr. Forman can be found here:

<https://sandyspringsrotary.org/story/3567>

More information about Michael can found at his web site. [www.MichaelAForman.com](http://www.MichaelAForman.com)

Michael can be reached directly by email at: [michael@michaelaforman.com](mailto:michael@michaelaforman.com)



### Rotary Trivia

## Rotary Trivia fact of the week



***Engineer and Rotarian Oscar Bjorge, from the Rotary Club of Duluth (Minnesota), was annoyed at the inconsistency of a Rotary symbol, calling it "an insult to engineering." What did Oscar fix?***



Oscar Bjorge standardized the Rotary wheel with 6 spokes, 24 teeth and a keyway  
"because we are workers and not idlers."

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Want to learn more? Click here:

<https://portal.clubrunner.ca/7134/page/history-and-meaning-rotary-wheel>

Have any interesting trivia you'd like to share? Send it to [tlawrimore@gmail.com](mailto:tlawrimore@gmail.com)



**A Long Look Ahead**

## **Future Speakers for the Rotary Club of Sandy Springs**



**A Look Ahead**

## **Here's an easy and quick glimpse of our Rotary meetings to come**



If you have inquiries please send them to [tlawrimore@gmail.com](mailto:tlawrimore@gmail.com)



**Is your name mentioned below?**

## **Greeters and Invocation Leader for January 20, 2020**



Rotary Club of Sandy Springs Greeters & Invocation leader for next meeting.  
(01/20/2020)

**Greeter A:**

*Mike Stacy*

**Greeter B:**

*Adam Bowling*

**Invocation Leader:**

*Stephen Flanagan*