



# Lions Tales

**DISTRICT 25-G**

**Volume 18, Number 3**

**September 2024**

## District Officers

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*See the final page of the newsletter for contact information for other district staff members.*

## A Message from District Governor Warren Allender

Boom, it's over ... Banner night that is. Fourteen clubs and some ninety guests. I want to start off with a big "thank you" to all of you who attended. I hope you enjoyed it as much as I did. I also want to thank those who made it happen. I'm going to start off with my wife, Susi, and daughter Erin, as they crafted all of the table decorations. Next, thanks to Past District Governor Marty Juel for the program, and Cabinet Secretary Lion Kim Polk and Cabinet Treasurer Immediate Past District Governor Ron Guth for keeping track of the registrations. Past Council Chair Dave Eisen was our Emcee and kept things moving and on track. Camp Mack's staff provided great facilities and great food, including wonderful apple crisp, peach cobbler, and ice cream from Sweet G's ice cream shop in Nappanee for dessert. Our entertainment was provided by Mr. Steve Allen and his Truth in Jazz Quintet. Fantastic night! The Parade of Banners was announced by Baugo's own Lion Larry (Red) Williams highlighting each Club, where they were from, how many members, and any Past District Governors, all to the sounds of "**We Will Rock You!**". OK it was loud ... but it got us off to a Roaring Start and was followed by Songs of Fellowship led by another Baugo Lion, Jeff Clark. I truly believe music set the tone for a fun filled evening.



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## Have you scheduled the District Governor's visit to your club?

District Governor Warren Allender would like to attend one of your club meetings, share his vision for our district, and hear your concerns. Check his calendar in this newsletter, then give him a call at 574-361-7942, or send an email message to warrenallender@comcast.net.



**"What does it mean to Make Your Mark? It means stepping up in our clubs and our communities and changing lives. It means amplifying the voices that may go unheard. It means showing the world that Lions care and we are here to stay." 2024-2025 Lions International President Fabrício Oliveira**



## A Message from District Governor Warren Allender

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I would like to recap some of my comments, for a couple of reasons. Number one, the deadline for my submitting this newsletter article is today, August 25<sup>th</sup>. And secondly, I believe the information shared is relevant and should be shared with those who were not in attendance. So here goes.

The first point made went like this. At our Cabinet/Leadership meeting on August 10<sup>th</sup>, all committees and then all clubs in attendance - thirteen of them, were given an opportunity to report on what they have been doing. You know - SERVICE. You know what? **ALL** of them, every one of them had something to report, from fund raising, working concessions at the county fair, having fish fries, and selling burgers. There were also SERVICE projects such as KidSight screening, passing out dictionaries, and building beds. There were also comments about recruiting and installing new members. Here's the deal: our GOAL for CLUBS reporting SERVICE this year is 80%. That's ridiculous. Why can't we get 100%? We know we're doing it, so report it! There is no excuse. Having trouble with the Portal? Ask for help. Don't want to do it? Ask someone else to do it. You know I reported that now anyone can enter activities. Well, I found out that is correct to a point. Anyone can enter activities, however, the entry does need to be approved by one of the Club Officers. Ok, that doesn't seem too hard. Get and Give Credit where Credit is due. Be proud of what you have done. I know you are and we are. We are District 25-G. The G stands for GREAT as 1<sup>st</sup> Vice District Governor Jackie Kurley will tell you.

To follow up on that just a little, is to ask that you send photos and stories to our Newsletter Editor, PDG Paul Russell. I know that many of you do, many more of you could and should do it as well. I am fascinated when I read the newsletter and see the pictures and stories about what clubs in our district are doing. It's your story, tell it. I only wish I could be more involved and know more about what is happening. With that said, I say keep up the good, no, GREAT SERVICE work in your communities. That's what we Lions do: WE SERVE.

While on the topic of publicity, when you are sending information to Past District Governor Paul Russell about your activities, go ahead and add a CC to Stu Clampitt at: [news@readthereporter.com](mailto:news@readthereporter.com), so it gets published in the Hoosier Lion. You should have received the August edition. It would be great if District 25-G, tucked away there at the end, could really MAKE SOME MARKS of the SERVICE we do in the GREAT District of 25-G.

Of course, my next point shouldn't surprise anyone, as membership was the topic. At the Cabinet/Leadership meeting, our Global Membership/Extension Chair, Past District Governor Marlyn Fast outlined our *s t r e t c h* ... goal in membership. It went from 92 up to 132 new members and two new clubs. Lions International was kind enough to send fifty (50) new member packets. Those were handed out at the Cabinet/Leadership meeting. So, at Banner night two new member applications were passed out at each table. We're off to a ROARING good start with new members. So far, each club I have visited has in fact had one or two new members. Great news and be sure to let Past District Governor Marlyn know who your new members are and get them involved. I know you will.

Several things were not mentioned at Banner night, but discussed at the Cabinet/Leadership meeting, and I believe they are important: Gaming Licenses. If your club runs any type of gambling activity, make sure you have your license. I wanted to do a raffle of a couple of cast iron cookware pieces. We applied for our Gaming license, and it was rejected. We did not have a plan for the disbursement of funds in the event the District was disbanded. We did not do the raffle of the cookware. We did ask that the Constitution and Bylaws committee prepare an amendment ready for a vote at the District Convention in March. The point being, if your Club is doing a major raffle or gaming event you will need a similar statement regarding the dispersal of funds in the event your club would close. (Just a

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## A Message from District Governor Warren Allender

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side note: recall another stated goal was "No Club Closures".) I believe such a statement could be approved by the Club's Board of Directors and quickly adopted by the Club. Don't let it scare you, just do it.

Another item had to do with marketing. Our Marketing Chair, Past District Governor Marty Juel, prepared a list of marketing ideas for clubs. There were many easily implemented ideas. Again, one of our stated goals this year was to make clubs aware of the marketing possibilities and promotions. Past District Governor Marty also reported that the District website has been down for several months. A new one is working and can be found at [www.lions25g.com](http://www.lions25g.com). And guess what, you can find those marketing ideas right there right now.

The last subject I would like to cover from the meeting deals with Special Olympics. District 25-G, for a number of years, has not named a Committee Chair for that area. Having said that, it does not mean that your club should not support the Special Olympics. It is listed as an area of SERVICE at the state level and there are many local Special Olympics organizations. The decision to support the Special Olympics is yours alone. To do so, simply write a check to our District Treasurer, Immediate Past District Governor Ron Guth, noting what the funds are for, e.g., Special Olympics, either locally or as a state project. He will make sure the money goes to your specified Special Olympics organization.

The last point to be made at Banner night was our District 25-G's commitment to host this year's Lions of Indiana State Convention. We need your help. Reach out to Past District Governor Brian Thomas or Past District Governor Marlyn Fast. Get involved. We want to make this the BEST Convention ever; we want to MAKE OUR MARK! We need **YOU**, a Lion who SERVES!

Yours in Lionism, District Governor Warren Allender

## Celebrating 130 Years of Service

District 25-G recognizes Lions Clubs chartered during the month of September. These clubs have been serving their local communities for a total of 130 years. Each has impacted its local community in its own unique way, and has supported district, state, and international projects. Each is an example of DG Warren's theme - "Cooking Up Service - Back to the Basics" and IP Oliveira's theme - "Make Your Mark".

**Congratulations on your years of service and leaving your mark on your community and beyond!**

| CLUB NAME  | CHARTER DATE       | YEARS OF SERVICE |
|------------|--------------------|------------------|
| Leesburg   | September 4, 1944  | 80               |
| Richvalley | September 10, 1974 | 50               |

## A Message From 1st Vice District Governor Jackie Kurley



Happy September, Lions. This month kicks off with Labor Day weekend, next the USA/Canada Forum, then the remembrance of 9/11, which also happens to be Grandparents Day this year. Our Lions Eyeglass Mission team will head to Aguascalientes, Mexico for their annual mission trip on September 21st, then the first day of Autumn occurs on September 22. Most children are in school by now, so it is time to settle in and get your personal training started. For me, this is a busy learning period. If I thought I knew a lot about Lions, the curriculum I was sent reinforces the statement "you don't know, what you don't know." Our group is nicknamed the Magnificent 27, but our group leader wants us to be known as Team two 7. In addition to the Vice District Governor training, we just finished a two-day intense training in San Antonio for LCIF. The end of year reports came in and I am happy to report that we made our Foundation goal, the stretch goal, and our District 25-G goal. Thank you to all that contributed, and I hope that you will continue to support our Foundation.

In the coming months you will learn just how easy it is to donate and the rewarding stories that your donations have helped realize.

Finally, on the 21st, I will have the pleasure of visiting Leader Dog in Rochester, Michigan and learning how they train the dogs to be the "eyes" of their owners. All who have attended say it was an amazing experience. So, as we say hello to autumn, let us do our best to drive Mission 1.5 and continue to help the people of our communities.

Lion Jackie Kurley, 1st Vice District Governor

## A Message From 2nd Vice District Governor Steve Weld



Did you know that Lions Club International has five primary areas in which we focus our service? Our Association around the world can rally behind these big picture areas of service, referred to as our Global Causes, which are:

- Diabetes
- Environment
- Hunger relief
- Pediatric cancer
- Vision

Our Foundation also has three additional areas of emphasis:

- Disaster relief
- Humanitarian
- Youth

Every Lions Club should rightly understand the needs of its own community, and serve well to meet those needs with the talents, time, resources, and capacities of the Club. However, Lions Global Causes are a great source of inspiration, including program material, ideas, literature, planning guides, and other support, as well as possible financial assistance through LCIF. For example, LCI offers ideas, descriptions, guides, and encouragement for Diabetes service projects like Strides events, diabetes screening, and youth camps, all of which have been done or supported by Lion Clubs in Indiana, and some have even been funded through LCIF grants.

Is your Club ready to explore new ways of serving your community, or looking for ideas, guidance, material, resources, or financial help in putting together a project? You may find some of that in researching our Global Causes on the Lions website, <https://www.lionsclubs.org/en/our-impact/our-service/ways-we-serve>.

Good luck in scouting out new ideas, and discovering great ways to serve your community.

Lion Steve Weld, 2nd Vice District Governor



## A Message From District Cabinet Secretary Lion Kim Polk



### Hats -

As you know I enjoy being outdoors. I wear a straw hat when I do outdoor work in the summer. My granddaughter has her sun hat. I wear a Lions hat or visor when I am doing a Lions event. I wear a headscarf in the fall and spring when I do outdoor work (yes, I know that is old fashioned). In the winter, I wear earmuffs or a knit sock hat. All these items have their specific uses. These items do not do the job they were intended for if I use them in the wrong type of weather. My granddaughter likes to wear my straw hat, but then she misses what is around her because she can only look at her feet because it is too big. Or she struggles to hold or carry things because she

must juggle the hat along with the item she is carrying. If I tried to wear her hat, it would not do a particularly decent job of protecting me.

As we think about our roles in Lions, how many hats (jobs) do we wear? Do they fit us? Do we do an excellent job in those roles? Did we start wearing those hats because no one else said yes? Have we been wearing the same hat for years? Is there someone else in our club that could be wearing the hat? Often, we get a hat stuck on our head and cannot quite seem to remove it.

Over the past few months, as a District Officer, I have spoken to Club Officers who have said that they no longer want to continue as a Club Officer as well as new Officers feeling overwhelmed. Lions who are leaving a role they have had for many years and are, quite frankly, burned out. The new ones coming in are overwhelmed with the tasks because they did not understand all the to-dos. I wish to encourage clubs to identify members who might collaborate with an officer who has been in a role for many years to learn their roles. I also encourage this for your projects and fundraisers that have been led by the same person for a lengthy period of time. Having other Lions assist and learn will allow your club's legacy to continue in a smooth manner for years to come.

Wearing the right hat, and one that fits us well, helps us to serve our club and community well. Wearing an ill-fitting, old or just the wrong hat helps no one.

If I can answer questions or be of assistance to you, please contact me.

Yours in service,

Lion Kim Polk, Cabinet Secretary, District 25-G  
Kkpolk61@gmail.com  
260-571-6125  
5378 E 975 S, LaFontaine, IN 46940



## A Message From District Cabinet Treasurer PDG Ron Guth



Hello Lions All,

It's September! The corn and soybeans are still growing, so we as Lions need to keep growing!

Just ask your neighbor, friend, work associate, family members and fellow worship members: **Do You Want to be a LION?**

Speaking of Lions and your club, all but 5 clubs have paid their state/district dues for the first half of the year. The district thanks you for your timely payments. I was asked by a club how much are the dues for next year? I responded with both the district and LCI amounts, but cautioned that LCI dues are based on fiscal year not calendar year. If your club collects dues for the fiscal year, 2024-2025 regular member dues are

\$48 LCI, \$18 District for total of \$66. For calendar year of January 2025 thru December 2025 the dues are \$49 LCI, \$18 District for total of \$67. Finally, the next fiscal year 2025-2026 dues are \$50 LCI, \$18 District with total of \$68.

Let me put on my IPDG hat and bring up a few topics:

**SchoolSight Vision Screening:** As a district we excel at screening in the schools, but we don't do so well on reporting the results to the state, which is needed to keep officials apprised of what we do. Please see the "School Screening Reporting Sheet" that is attached with this newsletter and fill it out and send it to the phone # or email shown on the form for each school/class you screen.

**Member Portal:** Are you having trouble logging in? If you are trying to use the old site it should redirect you to the new site and what you need to do. If this doesn't work try this the new login site. [https://lionsinternational.my.site.com/s/login/?language=en\\_US](https://lionsinternational.my.site.com/s/login/?language=en_US) It has links for a new password if you forgot or if you don't have an account.

Need more help? Contact Member Services via email [lionssupport@lionsclubs.org](mailto:lionssupport@lionsclubs.org) or phone 630-468-6900.

**Member Resource Center:** This is my favorite go to site for anything about Lions. It has a great search tool for what you are trying to find out! This link will take you there and provide information on grants, membership, training or anything Lions! <https://www.lionsclubs.org/en/member-resource-center#>

Please feel free to contact me with any questions and I will do my best to answer.

We Serve,

IPDG Ron Guth, Cabinet Treasurer  
guthron@comcast.net, 765-460-7177 mobile

## Global Leadership Team



### IT'S THE LITTLE THINGS

There's a new horse at our barn. She's a 34" high miniature named Molly. She's a pretty little horse with a full white mane and tail. She hasn't been at the barn long, just long enough for us to discover that she has an attitude. She's already become known as the queen of the barn. She kicked the vet and tore his pants. She has dug a hole into the next stall and steals that horse's hay. And she is an escape artist. She has her own little pasture, but she truly believes that the grass is greener on the other side. Three times already she has rolled under the fence to get at that greener grass.

Last night she escaped again. The pasture gate was still locked, and we surmised that she went under the fence again. We were fussing with our own horses when I saw her little rear end disappearing into a stall that wasn't hers. Matters were soon corrected, and she was soon munching hay in her own stall, securely locked in.

So what does little Molly have to do with Lions leadership? I think the answer lies in the title of this article. We have already gone through the first two months of this Club year. Are you getting more comfortable in your leadership role? Have you shared your goals with the entire Club so you are all on the proverbial same page? Are you using correct parliamentary procedure? Are you explaining to new Club members what is happening and sharing Club traditions? Are you encouraging Club members to attend Lions functions like Banner Night, District meetings, or Zone Meetings? Have you encouraged all Club members to participate in Club events and fund raisers? Have you explained how your Club fits into the greater Lions International hierarchy? Have you encouraged contributions to LCIF?

This sounds like a hefty list, but a good leader delegates. Some of these tasks should be delegated to other Club leaders or experienced members. No one Lion should have to do everything. There's a job for everyone. Big things become little things.

Molly also applies to membership. I truly believe members don't leave Lions because they find us a dreadful organization that they mistakenly joined. It's the little things. Things like not being included in conversations, not being introduced to the other members or Club ways, or not being asked to participate in Club events. Bringing in new Club members is cause for celebration, but far too often we then largely ignore them and they fade away until they're gone. Big mistake. Let's make sure we match our actions with our rhetoric. It's those little things.

I'm not sure what is being planned to keep Molly in her pasture, but something has to be done before someone gets hurt. The same is true for Lions as well. Club leadership needs to be prepared to stop departures. But it's not merely the Club President's job; it's everybody's job. Devote yourselves to practicing what needs to be done to make your Club one that members enjoy and to which they feel they belong.

Leaders, you lead. I'll work on keeping Molly in her pasture.

PCC Dave Eisen

## Global Membership & Extension Team

### **MISSION 1.5 \* A Mission to Grow**



**District 25-G 2024-2025** - Our membership goal is 91 new members (net gain) for the year. Seems very doable. The trend for 25-G has been an average of 46 members lost in the last five years. If we do a better job in keeping the present members, it certainly is doable.

At the last District Meeting, I challenged members present to look at their community and pick out one person that they look up to. Call them and tell him or her that you look up to them and thank them for the outstanding job they are doing in the community. Ask them what they feel would be a need in the community. Then ask them to join the Lions and together we can work at meeting that need in the community. So, **JUST ASK.**

Yes, **MISSION 1.5** will be promoted throughout the next years. As we strive to achieve this goal, encourage community members to join us in our humanitarian service, and remember to share how Lions Clubs International Foundation enhances our impact.

**Whatever you do, have fun doing it.**

Thank you for all of the time and energy you put into your club and your community  
Thank you for helping others understand Lionism  
Thank you for being a Lion

PDG Marlyn Fast, Global Membership & Global Extension Coordinator

## Here We Grow Again

Since the start of the current Lions year, 4 district clubs have welcomed 5 new Lions to the largest and greatest volunteer service organization in the world. We welcome these new Lions and thank their sponsors for offering them the opportunity to make a difference in their communities and the world.

The following new Lions were not previously reported in the district newsletter.

### **Baugo Township Lions Club**

New Member: Lion Richard Yurko  
Sponsor: Lion Gene Johnson

### **Silver Lake Lions Club**

New Member: Lion Kylee Coughenour  
Sponsor: Lion Jean Weller

### **Greene Township Lions Club**

New Member: Lion Pamela Lewis  
Sponsor: Lion Ronald Whitesel

## More Thoughts on Membership

Do you want to help your club grow, but you don't know how to get started? See the flyer entitled **Top 10 Tips for Membership Prospecting Success** attached to the email message that brought you this newsletter.



## Global Service Team



Good day, Lions! As we start a new year, our schools are back in session, and Notre Dame will be in session this coming week. And then we have football coming up and all the tailgating around many of our college stadiums. As we end our August monthly meetings and events throughout our District, I hope every club is reporting their Service Activities. Here is some information as to how and when to report service hours

We recommend reporting a service activity online as soon as possible after you complete your service activity. Lions and Leos also have the option to start entering a service activity during the planning process and finish the report when the service is complete.

You can collect the data needed to report an activity with the Service Activity Information resource, which includes a list of our global causes and project types. To see the steps for reporting service, check out the Lion Portal training videos.

You can also enter your Service Activity and just let your Secretary or Treasurer know you have entered an activity on the site, and they will confirm this information. If you or your Club need help with how to add your service activity, please give me a call at 574-286-4499.

Thank you, your Lioness in Service.

PDG Mary Klempay

574-286-4499

## Tell Us About Your Club's Signature Service Project

Does your club have a signature service project ... an ongoing or recurring project that wouldn't be done if it weren't for your Lions Club ... a service project that everyone in your community associates with your Lions Club? Write a short article about your club's signature service project and send it, with photos, to PDG Paul Russell <pdgpaul25g@gmail.com> for publication in the district newsletter.

## Indiana Lions Foundation State Fair Project

### Indiana Lions Foundation State Fair Project—Preliminary Report



The great Indiana State Fair is over for another year, and the preparation of the final report on the Indiana Lions Foundation's State Fair project is still in progress. At this point, we can report that our Indiana Lions volunteers worked nearly 7,000 hours selling and scanning tickets at 6 gates at the 2024 Indiana State Fair. Additional information will be available when the final report is complete.

We want to thank everyone who worked for the Foundation at the State Fair. This is the Foundation's single largest fundraiser and it is your efforts that made it successful again this year.

*(Submitted by Lion Rose Russell, Chairman, Indiana Lions Foundation State Fair Project)*

## LCIF Coordinators Update



Lions Clubs International  
**FOUNDATION**

What an exciting way to start the new Lion year! Learning that you were able to help millions of people around the world because of your generosity makes me proud to be a Lion. District Coordinators converged on San Antonio in mid- August for training to become the best coordinators we can be for Lions Clubs International Foundation. Our goal is to train your club coordinators in everything we learned. We learned where our strengths were and where we had opportunities. We had discussions on what we hear when members hesitate to contribute and how to overcome those objections. We learned of new tools that can be used to show hard facts about what we contribute versus how many grants have been issued for our communities. We also spent a lot of time on how our clubs should be asking for more grants and how to guide them in obtaining those grants.

There are many different types of grants and different qualifications are required to get those grants. But, if there is money available to help your community, wouldn't you make every attempt to get those funds?

As I mentioned previously, we are going to make sure we put the fun into fundraising. At the District 25-G Banner Night recently, Lion Sophie and I introduced our "Squares" game. For only \$10 you can purchase a square. Once all the squares are sold, we will draw a "winner," and the winner will receive a Melvin Jones Fellowship. That is correct, for only \$10 you can be the recipient of the \$1000 Fellowship. We also have available the new Presidential pins from International President Fabricio Oliveira. A fifty-dollar donation will get you a bronze pin, anything from one hundred to one hundred ninety-nine dollars will get you the silver pin, and any donation over 200 dollars will entitle you to the gold pin.

Why don't you set a goal to get all three this year? Also, I hope you all are passing your tubs around for DG Warren's "Change for Change Challenge". Remember to pass the hat or tub at every meeting and collect your member's "coins" for a contribution. Never refuse paper money and dazzle up your tubs so when DG Warren comes for his visit you can have fun with it. We are just continuing to make the point that no matter how large or how small the donation every bit of it counts towards helping someone somewhere in our world.

1st VDG Jackie Kurley, LCIF Coordinator

## Reading Action Program News



Lions Clubs have been so active in promoting literacy in our schools. Today, I come to each of you in 25-G to make sure that your club is actively promoting literacy in your area schools. I strongly encourage your club to ask your local schools if they would like each of their 3<sup>rd</sup> grade students to receive a dictionary. Remind them of the many advantages of an actual dictionary: enhances vocabulary acquisition; encourages independent learning; develops core language skills; and cultivates critical thinking. We love to present dictionaries to the children because they get so excited that this is their very own book and it doesn't need to be plugged in to work. We walk them through all the interesting aspects of the dictionary. Another great purchase would be Spanish/English dictionary, or whatever the foreign languages are in your area. Ask the schools ahead of time how many they need.

Your club may purchase dictionaries through this website: [www.dictionaryproject.org](http://www.dictionaryproject.org). This program assists people in becoming good writers, active readers, creative thinkers and resourceful learners by providing them with their own personal dictionary. Educators see third grade as the dividing line between learning to read and reading to learn.

I know many clubs throughout Indiana and beyond have already purchased and presented dictionaries to 3<sup>rd</sup> graders in their area. Thank you so much for promoting literacy. Please send me an email to let me know how many students have benefitted from your club's generosity.

We Serve!  
Lion Beth Guth, Reading Action Program  
[guthbeth@comcast.net](mailto:guthbeth@comcast.net)

## 2025 State Convention News

Planning has begun for the 2025 Indiana Lions State Convention to be held April 24-26, 2025 in Shipshewana at the Farmstead Inn & Conference Center. I am looking for volunteers to help with the registration process. Prior to the convention, packets will need to be assembled for those attending. Volunteers will also be needed at 5 shifts to man the registration table during the convention: Thursday afternoon, Friday morning and afternoon, Saturday morning and afternoon. If you can help, please let me know. I also need your phone number and email address so you can be updated during the planning process and convention.

Thank you in advance for helping make this a . . . GREAT CONVENTION !

Lion Jeanine Juel, Registration Chairman

574-370-2475 / jeanine@martyjuel.com



## New District Website

# It's back!

The screenshot shows the District 25-G website. The main content area features a large banner for "BANNER NIGHT" on August 24, 2024, at Camp Alexander Mack. The banner includes details about a 5 pm Social Hour and a 6 pm Dinner for \$28.00 ea. Below this, there is a section for "Eyeglass Washing, Sorting & Filing" on Friday, August 23, with times from 9 am to 11 am and 11 am to 1 pm. The website also has a navigation menu on the left and a sidebar on the right with various links and logos.

After being gone for a few months, the District 25-G website is finally back and can be found at its familiar address: [www.lions25g.com](http://www.lions25g.com), as well as its previous address from several years ago, [www.lions25g.org](http://www.lions25g.org). We are now using the e-clubhouse tool available from LCI to put and display items on the site. Currently under construction, you will find information on upcoming events on the home page, a calendar page showing items in a more calendar format, a page for projects, photo gallery, and a contact page. If you have information to put on this site, be sure to send your news to [marty@martyjuel.com](mailto:marty@martyjuel.com).



## News from Around the District

### District Lions Celebrate Banner Night

Nearly 90 Lions and guests gathered at Camp Alexander Mack near Milford to celebrate the beginning of the new Lions year with the transfer of the District Governor's Home Club banners (yes, there are two of them) from the home club of Immediate Past District Governor Ron Guth, to the home club of current District Governor Warren Allender. Out-of-district guests included Lions Jim and Rachel Ferrell from District 25-A, and PDG Terry and Lion Nikki Marker from District 25-B. Other guests included DG Warren's daughter and two grandchildren.

Past Council Chair David Eisen of the Mishawaka Lions Club served as the Master of Ceremonies; Lion Larry "Red" Williams of the Baugo Township Lions Club introduced the clubs in the Parade of Banners; and Lion Jeff Clark of the Baugo Township Lions Club led the attendees in singing America the Beautiful and several songs of Lions fellowship. Baugo Township Lions Club President Lion Brian Bussard accepted the Home Club banners from Peru Lions Club President Lion Kim Burton. District Chaplain Lion Laura Doty of the Dunlap Lions Club provided the Invocation and Benediction. Attendees were entertained by the Truth in Jazz ensemble, and informed and inspired by District Governor Warren Allender, who laid out his goals for his year as District Governor.



Above, left to right: PCC Dave Eisen; Lion Larry Williams; Lion Jeff Clark; Lion Laura Doty

Below, left to right: Lions Brian Bussard and Kim Burton; Truth in Jazz ensemble; DG Warren Allender and IPDG Ron Guth



*More Banner Night photos on next page*



## News from Around the District

### More Banner Night Photos ...



Culver Lions Club members at Banner Night



Syracuse Lions Club members at Banner Night



Middlebury Lions Club members at Banner Night



Dunlap Lions Club members at Banner Night



Left (l. to r.): Lion Jeanine Juel (Dunlap Lions Club), Lion Sopheap Long (Middlebury Lions Club), 1st VDG Jackie Kurley (Dunlap Lions Club).

Lion Jeanine and 1st VDG Jackie were primary members of the extension team that started the Middlebury Lions Club in 2016 and Lion Sopheap is a charter member of that club.

Right: PDG Brian Thomas and Lion Susan Arneaud with the Elkhart Lions Club banner.



## News from Around the District

### Lions Clubs Team Up to Support Cultivate Food Rescue

What can volunteers from three Lions Clubs achieve in one night at Cultivate Food Rescue? How about packaging 1,421 meals to support 236 kids in Cultivate Food Rescue's backpack program at schools in our community!

A huge "thank you" to the Clay Granger Lions, Lakeville Lions, and Lydick Lions for their efforts on Thursday, August 22. The evening was filled with teamwork as we packed breakfast sandwiches, breakfast casserole, biscuits and gravy, and sides of sausage and blueberries. We appreciate the dedication of the following Lions for making this possible:

Clay Granger Lions: John Kryzyzanowski

Lakeville Lions: Lloyd Mehaney, Darlene Shock and Jim Tibbs.

Lydick Lions: Bernie Ferro, Lori Ferro, Elaine Gaulin, Christine Bella, Howard Morse, Cindy Finney, Jim Day, Cathy Day, Karen Swisher, along with their friends Marcia Labelle and Ann Shopmeyer.

Well done, Lions!!

Thank you for making a difference!



Left to right: Jim Tibbs, Darlene Shock, Lloyd Mehaney, Jim Day, Howard Morse, Cindy Finney, Marcia Labelle, Elaine Gaulin, Cathy Day, Bernie Ferro, Karen Swisher, JohnKryzyzanowski, Lori Ferro, Ann Shopmeyer, Christine Bella



Far left (l. to r.): Jim Day, Ann Shopmeyer and Bernie Ferro



Center left (l. to r.): Elaine Gaulin, Karen Swisher, John Krzyzanowski, Cultivate volunteer, Marcia Labelle



Center right (l. to r.): Cultivate worker Cathy, Cindy Finney, Howard Morse, Christine Bella, Elaine Gaulin, Karen Swisher



Far right: Lloyd Mehaney and Jim Tibbs

*(Submitted by Lion Lori Ferro, Lydick Lions Club)*



## News from Around the District

### Lions Clubs Team Up to Support Eyeglass Recycling

On August 23, 19 Lions from 7 clubs (Baugo, Clay-Granger, Dunlap, Elkhart, Lake City, Lakeville, and Madison Township) worked and processed more than 8,000 pairs of glasses. This included ultrasound cleaning (2,750 pairs), preliminary sorting (965 pairs), final sorting and filing (100 pairs), boxing for shipment (2,400 pairs), identifying and shipment of metal scrap for recycling, and sorting designer frames for recycling (1,800+ pairs).



Left (l. to r.): Lions Keith Berg (Baugo), Terri Graff and Judy Gable (Dunlap), Jim Tibbs (Lakeville), John Krzyzanowski (Clay-Granger) and Diane Savage (Lake City)

Two sessions (9am-11am and 11am-1pm) were held to accommodate the schedules of those who volunteered to work. All work was done at the district's eyeglass processing center at its facility in the Fairview Grange in Goshen. Four areas of work were accomplished: Ultrasound washing, sorting (taking donated glasses and separating them into useable/non-useable, scrap, and recyclable eyeglasses), final filing of glasses that have been read and labeled by prescription into boxes of 50 for shipping, and preparing boxes of 400 pairs into boxes that will be shipped to Mexico prior to a mission.

*(Submitted by PDG Marty Juel, Elkhart Lions Club)*

### Fulton Liberty Lions Club Holds Movie Night for Community

The Fulton Liberty Lions Club hosted their 3rd annual Movie in the Park on Saturday, August 24, showing "Honey, I Shrunk the Kids" in our Liberty Township Park in Fulton. It was a balmy night, albeit with too many mosquitoes claiming their space. But that's OK, they couldn't enjoy the popcorn and pop the club sold to the moviegoers!

*(Submitted by Lion Linda Wade, Fulton Liberty Lions Club)*



### Middlebury Lions Club Charter Member Receives Melvin Jones Fellowship



Lion Sopheap Long, the first charter member of the Middlebury Lions Club and an LCIF Coordinator for our district, recently attended LCIF Coordinator Training in San Antonio, Texas. While there, she was presented with a Melvin Jones Fellowship, recognizing her personal contributions to LCIF. Lion Sopheap (center) is pictured here with PID and LCIF Trustee Jenny Ware (left) and PID Anne Smarsh (right).

*(Submitted by 1st VDG Jackie Kurley, Dunlap Lions Club)*

## News from Around the District

### Lydick Lions Present Awards for Service

At our monthly meeting on August 12th, President Lion Wendy Yuhasz, presented two awards to three members of our club. Mike and Teckla Lane were each presented a keepsake box with an engraved message for their dedication of overseeing the Operation KidSight Project for our club. Teckla handles the scheduling of the schools we visit, and Mike trains our members how to use the camera for screening. Last year, our club screened 378 children at 14 preschools!



Lion Lori Ferro was presented our club's Lion Of The Year Award for her outstanding dedication to our club. Lori helps manage our Facebook page, organizes our volunteer service at Cultivate Food Rescue, and helped market our club during our membership drive earlier this year.

Congratulation Mike, Teckla and Lori for your service and dedication to our club!  
*(Submitted by Lion Lori Ferro, Lydick Lions Club)*

### Lydick Lions Pack 1,591 Meals for Cultivate Food Rescue

Our club was busy once again at Cultivate Food Rescue on July 30th. We had sixteen volunteers who helped pack 1,591 meals. Our evening started out packing meals of chicken, potatoes or macaroni and cheese, and asparagus. We ended the evening packing meals of pizza, broccoli and blueberries. We think this one will be a favorite, it was ours! Thank you to all the volunteers for pitching in their time and volunteering! Volunteers from Lydick Lions: Bernie Ferro, Lori Ferro, Duke Downey, Wendy Yuhasz, Paul Yuhasz, Jim Day, Cathy Day, Barbara Kidd, Elaine Gaulin, Christine Bella, Karen Trzaskowski., Cindy Finney, Howard Morse, and Leroy Wise. Lakeville Indiana Lions Club member Lloyd Mehaney and our Lion friend Marcia Labelle also worked on this project. Well done, Lions!



*(Submitted by Lion Lori Ferro, Lydick Lions Club)*



## News from Around the District

### Madison Township Lions Present Scholarship & Melvin Jones Fellowships

The Madison Twp Lions club has had a busy few weeks. A member of our club worked at the State Fair for the Indiana Lions Foundation, working the ticket booth. The Foundation is a state wide organization that awards matching grants up to \$1000 to help clubs throughout the state with their service projects.

Five members—Brian and Cheryle Schlarb, Tom Green, Larry Kulczar, and Al Beehler—attended a Door Village Lions Club meeting in the Laporte area. We have been visiting this club yearly for about thirty years. It's always good to see what other clubs are doing to serve their community.

At our August 13 meeting, the club presented a Scholarship to Ian Hahn, a Penn High School graduate. He commented as to where he is attending college and his field of study. He thanked the club for being awarded a scholarship.

Immediate Past District Governor Ron Guth inducted a new member, Jamie Fox, and officially inducted an existing member, Joyce Shalliol, into our club. Lion Cheryle Schlarb sponsored Jamie and Lion Doug Moore sponsored Joyce. IPDG Ron also presented Lions Mike Hunsberger and Al Beehler with Melvin Jones Fellowships for their years of service to the club. We want to thank PDG Ron for doing the induction of new members and presenting the Fellowships.



(L-R) Ian Hahn with his Scholarship check and certificate along with Lions Mike and Greg Hunsberger.



Left: PDG Ron Guth with MJF recipient Lion Al Beehler.

Right: PDG Ron Guth with MJF recipient Mike Hunsberger



Mark your calendars as the Madison Township Lions Club's next Pork Chop Sale will be on October 5. We will be charging \$8.00 per chop from 1-9 chops and \$7.50 per chop for ten or more. See the half-page flyer elsewhere in this newsletter for more information.

*(Submitted by Lion Al Beehler, Madison Township Lions Club)*



**Your club news could be here. Send articles and photos to PDG Paul Russell <pdgpaul25g@gmail.com> by the 25th of the month.**

## News from Around the District

### District Lions Work For Indiana Lions Foundation at Indiana State Fair

Several District 25-G Lions worked for the Indiana Lions Foundation at the 2024 Indiana State Fair. The Foundation recruits Lions from throughout the state to work as ticket sellers and ticket scanners at 6 walk-in gates. This is the Foundation's single largest fund-raiser; proceeds support the operation of the Indiana Lions State Office Building and provide funds for grants to Indiana Lions Clubs.



Above (l. to r.): PDG Lana Wilson (Mishawaka LC), Lion Jim Tibbs (Lakeville LC) with PCC Sue Topf (Clermont LC); Lion Amanda Fast and PDG Marlyn Fast (Dunlap LC) with Lion Brian Earnhart (Zionsville LC), Lion Gretchen Xinopoulos (Brownsburg LC), and PDG Tom Robbins (Zionsville LC).



Above (l. to r.): Lion Lloyd Mehaney (Lakeville LC) with Lion Judy Crouch (Clermont LC) and Lion Mark Crouch (Clermont LC); Lion Wendy Yuhasz (Lydick LC); ILF State Fair volunteer pin.



Morning comes early at the Indiana State Fair. Lion Rose Russell opened the Foundation check-in booth at 5:00 a.m. each day, and it was usually well past sunset before we called it a day.

## Indiana Lions State Projects & Foundation



## State Projects & Foundation Trustees

**Contact one of our district trustees to schedule a program for your club.**

### **Lions Cancer Control Fund of Indiana, Inc.**

|                                |                       |              |
|--------------------------------|-----------------------|--------------|
| Lion Beth Guth (Peru)          | guthbeth@comcast.net  | 765-210-3318 |
| Lion Lloyd Mehaney (Lakeville) | lloydmehaney@live.com | 269-547-0095 |
| PDG Paul Russell (Lakeville)   | pdgpaul25g@gmail.com  | 574-250-2621 |

### **Vision First Indiana Lions Eye Bank, Inc.**

|                               |                      |              |
|-------------------------------|----------------------|--------------|
| Lion Duane Griner (Lake City) | ldgriner@comcast.net | 574-551-0105 |
| PDG Ron Guth (Peru)           | guthron@comcast.net  | 765-460-7177 |
| PDG Tom Polk (LaFontaine)     | pdgtompolk@gmail.com | 260-571-5123 |

### **Indiana Lions Speech and Hearing, Inc.**

|                              |                     |              |
|------------------------------|---------------------|--------------|
| PDG Mary Klempay (Lakeville) | maryrsb@comcast.net | 574-286-4499 |
| 2VDG Steve Weld (Dunlap)     | smweld.af@gmail.com | 574-742-1357 |
| Lion Jerry Wright (Syracuse) | (no email address)  | 574-457-6811 |

### **Indiana Lions for the Indiana School for the Blind and Visually Impaired, Inc.**

|                                |                      |              |
|--------------------------------|----------------------|--------------|
| Lion Brian Bussard (Baugo Twp) | buzzf117@comcast.net | 574-226-4079 |
| Lion Debra Page (Dunlap)       | ndpage12@aol.com     | 574-226-8945 |
| Lion Steve Page (Dunlap)       | ndpage12@aol.com     | 574-226-8945 |

### **Indiana Lions for Leader Dog, Inc.**

|                                |                            |              |
|--------------------------------|----------------------------|--------------|
| DG Warren Allender (Baugo Twp) | warrenallender@comcast.net | 574-361-7942 |
| Lion David Frushour (Peru)     | d.frushour@comcast.net     | 765-473-3626 |
| PDG Brian Thomas (Elkhart)     | brian10k@aol.com           | 574-596-7411 |

### **Indiana Lions Foundation**

|                               |                        |              |
|-------------------------------|------------------------|--------------|
| PDG Marlyn Fast (Dunlap)      | mafast1107@gmail.com   | 574-538-1090 |
| Lion Rose Russell (Lakeville) | RoseWRussell@gmail.com | 574-250-0125 |
| (vacant)                      |                        |              |



## Lions Cancer Control Fund of Indiana, Inc.

### An Official Announcement on Operation Cancer Hero!

At the June 9th meeting of the board of trustees of the Lions Cancer Control Fund of Indiana, Inc. (CCF), Melissa Sexton, Community Fundraising Program Officer at Riley Children's Foundation and our liaison with the Foundation, confirmed that CCF is the first group to fulfill their commitment to raise \$100,000 for the Walther Cancer Foundation Matching Grant Program. So ... that's \$200,000 for Pediatric Cancer Research at Riley Children's Hospital! But wait! There's more! We are also the first group to make a second commitment to raise another \$100,000! Don't ever underestimate the Power of Lions! INDIANA LIONS FIGHTING CANCER! Let's go and present another check at the 2025 State Convention!

Operation Cancer Hero



As of June 11th, CCF is one of seven organizations or event groups that are participating in the Walther Cancer Foundation Matching Grant Program for Riley Children's Foundation.

*(Submitted by Lion Bev Coombs, Decatur Central Lions Club & CCF Board President)*

*The following article was originally posted on Facebook by Cara Ann Sarubin, the mother of a child with cancer, and is reprinted here by permission of the author. It was brought to my attention by Lion Beth Guth, a member of the Peru Lions Club and a district trustee for the Lions Cancer Control Fund of Indiana, Inc.*

### September Is Childhood Cancer Awareness Month



September is childhood cancer awareness month. Did you know that cancer remains the leading cause of death due to disease in young children, yet only 4% of federal funding goes to researching childhood cancer. Let that sink in. It's just not fair. These kids deserve to live out their lives! Help spread awareness next month! Help spread awareness all year long! Fight and advocate for our most vulnerable population.

In one week it will be September—September is Childhood Cancer Awareness Month. Most people probably didn't even realize that because by the middle of the month, the world has already turned everything pink to start October's Breast Cancer Awareness Month. Celebrities and athletes don't adorn the gold ribbon while walking the red carpet or taking the field, which is the symbol of awareness for pediatric cancer. There are no products at the stores with a gold ribbon—or branded merchandise turned gold to support these children. Yet, DAILY through out the month

47 parents will hear the words "Your child has cancer". That is over 1,000 children's and family's lives that will be completely flipped upside down just in one month alone.

And maybe just maybe, the gold ribbon isn't everywhere in September because most people choose to look away from it all. Perhaps it is just too painful to imagine a child fighting cancer so they hide their eyes or keep scrolling quickly to not see it. I truly don't blame them—but I didn't have the choice to look away when my 3 year old was diagnosed and thousands of other parents will not the get the choice either.

The funding for childhood cancer is grossly under funded—only 4%, yes you read that right FOUR PERCENT, of federal cancer funding goes to childhood cancer.

So I challenge you this September to not look away, share your support loudly and proudly—because if we do not fight for these children no one will, because they are worth SO much more than 4%.

#childhoodcancerawareness #morethan4 #weneedtodobetter #pediatriccancerawareness #kidsgetcancertoo



**Previews of Coming Attractions**



**Madison Township Lions Club  
Pork Chop Sale**



**Saturday, October 5, 2024**

**11 AM to 2 PM**

**Madison Township Fire Station**

**66341 SR 331, Wyatt, Indiana**

**Pork Chops**

**\$8.00 each**

**10 or more \$7.50 each**

**Carry Out Only**



**And Now For Something A Little Bit Different**

**We're Cleaning Out the Closet at the Elkhart Lions Club**



The Elkhart Lions Club has two little libraries available to any club interested in promoting reading. One is in complete condition, the other needs some repair to the front door. Both are available for pickup in Elkhart or can be delivered at the next cabinet meeting.

Contact PDG Brian Thomas at 574-596-7411 or [brian10k@aol.com](mailto:brian10k@aol.com).



The Elkhart Lions Club has two 10x12 tarps complete with hardware for setup. These are a bargain at \$35 each. Contact PDG Brian Thomas at 574-596-7411 or [brian10k@aol.com](mailto:brian10k@aol.com).

# MD-25 LIONS

2026

## International Pin Design Contest!



2024



2025



What  
will be  
2026?

**YOU COULD BE THE NEXT DESIGNER CHOSEN!**

**The International Convention is heading to  
HONG KONG, CHINA JULY 3-7, 2026.**

Pins **MUST** include: **Design must be NO larger than 1 ¼ inch to 1 ½ inch  
in diameter when made!**

- MD 25 Indiana (as text)
- The Intl Convention year – 2026
- Lion Club Intl Logo
- Intl Convention Host City representation

\*MD 25 graphic representation of MD-25 usually includes a race car and/or the outline of Indiana.

Each Club can submit one design. If there are multiple designs submitted by one district, one design will be selected by the District Governor. All District designs need to be submitted to your District Committee chair by January 3, 2025. You can scan and attach it to an email and send it to [\\_warrenallender@comcast.net](mailto:_warrenallender@comcast.net) \_\_. Each District's selected design will be presented to the State Council on January 19, 2025. You will be notified if your design was chosen. Remember: pin designers do not have to be (a) Lions, you do NOT need to be professional designer and jewelers can clean it up your drawings.

**Be creative and have fun!**

**District \_\_G\_\_**

**State Pin Committee Contact: \_\_DG Warren Allender\_\_**



# District Governor's Calendar

## September 2024

| Sun | Mon                             | Tue                              | Wed                          | Thu                              | Fri                       | Sat                       |
|-----|---------------------------------|----------------------------------|------------------------------|----------------------------------|---------------------------|---------------------------|
| 1   | 2                               | <b>3 DG Visit Rochester LC</b>   | 4                            | <b>5 USA/Canada Forum</b>        | <b>6 USA/Canada Forum</b> | <b>7 USA/Canada Forum</b> |
| 8   | 9                               | <b>10 DG Visit Richvalley LC</b> | <b>11 DG Visit Mexico LC</b> | <b>12 DG Visit LaFontaine LC</b> | 13                        | 14                        |
| 15  | <b>16 DG Visit Lake City LC</b> | <b>17 DG Visit Peru LC</b>       | 18                           | 19                               | 20                        | 21                        |
| 22  | 23                              | 24                               | 25                           | 26                               | 27                        | 28                        |
| 29  | 30                              |                                  |                              |                                  |                           |                           |



# District Governor's Calendar

## October 2024

| Sun | Mon                            | Tue                              | Wed                                   | Thu                           | Fri | Sat |
|-----|--------------------------------|----------------------------------|---------------------------------------|-------------------------------|-----|-----|
|     |                                | 1                                | 2                                     | 3                             | 4   | 5   |
| 6   | 7                              | <b>8 DG Visit Madison Twp LC</b> | <b>9 DG Visit North Manchester LC</b> | <b>10 DG Visit Laketon LC</b> | 11  | 12  |
| 13  | 14                             | 15                               | 16                                    | <b>17 DG Visit Dunlap LC</b>  | 18  | 19  |
| 20  | 21                             | 22                               | 23                                    | 24                            | 25  | 26  |
| 27  | <b>28 DG Visit Syracuse LC</b> | 29                               | 30                                    | 31                            |     |     |



**District Global Action Team**

**Global Leadership Team (GLT)**

PCC David Eisen  
1112 E. Third Street  
Mishawaka, IN 46544  
H: 574-255-5613  
C: 574-250-1469  
d.eisen01@yahoo.com

**Global Membership Team (GMT)**

PDG Marlyn Fast  
24261 CR 126  
Goshen, IN 46526  
H: 574-875-5963  
C: 574-538-1090  
mafast1107@gmail.com

**Global Service Team (GST)**

PDG Mary Klempay  
52140 Kenilworth Road  
South Bend, IN 46637  
574-286-4499  
maryrsb@comcast.net

**LCIF Coordinators**

1st VDG Lion Jackie Kurley  
20233 Fall Creek Dr.  
Goshen, IN 46528  
219-689-8424  
kurmon@comcast.net

Lion Sopheap Long  
13793 US 20  
Middlebury, IN 46540  
574-215-9474  
sopheap.long@gmail.com

**District Administrator**

*(for assistance with the Lion Portal)*  
PDG Ann Haffner  
11268 N. SR 13  
Syracuse, IN 46567  
574-457-6118  
ann\_haffner@yahoo.com

**District Newsletter Editor**

PDG Paul Russell  
P.O. Box 31  
Lakeville, IN 46536-0031  
574-250-2621 (call or text)  
pdgpaul25g@gmail.com

**Mark Your Calendar**

Sat, Nov 9, 2024 District Meeting  
B&R Building, Argos  
  
Fri-Sat, Jan 17-18, 2025 Mid-Winter Conference  
Crowne Plaza Indianapolis Airport, Indianapolis  
  
Sat, Mar 8, 2025 District Convention  
Oakwood Resort, Syracuse  
  
Fri-Sun, Apr 25-27, 2025 State Convention  
Farmstead Inn, Shipshewana  
  
Sat, May 17, 2025 District Meeting  
Roann Christian Church, Roann



Are you ready for Fall? It's just around the corner!







## Top 10 tips for membership prospecting success

Before you read another sentence in this article, be aware that membership prospecting is a sales game. But also remember that in every encounter between a seller (the Lion) and the buyer (the prospect), something is always 'sold'. Our hope is that the prospect 'buys' our argument for that person to become a member of the Lions. If that doesn't happen, then the prospect 'sold' his argument and we bought his excuse for not joining.

Now let's get back to how we prospect. In addition to the person who actually calls us and asks for information about joining Lions, we usually have to develop a prospect list, which usually results in that uncomfortable job of 'cold calling'. And that usually results in failure to 'sell' our message, due in large part to our inability to generate lists of high probability prospects. Further, our attempts to get an appointment with everyone we talk to cause so much resistance that most prospects will not talk to us again. That prevents us from developing a favorable relationship with most of our prospects.

**Tip #1** – Start with a highly targeted list, consisting of people that are most likely to consider membership. Search out names from reliable sources for people that might fit the demographics of your club. Try the local chamber of commerce newsletter for new members, new businesses in your city, and promotions. Check the local newspaper for names of businesses that are making news, adding employees and otherwise making an impact in your community.

**Tip #2** – Call or contact names on your list every 3-4 weeks. Understand that only a small percentage of your list will be ready to 'buy' the first time you call. Many more will be ready each successive time you call. Most prospects will not want to meet with you until you have presented prospecting offers at least three times. To stop calling after the initial contact means you succumbed to that old sales resistance: FAILURE

**Tip #3** – Present a 'prospecting offer' of no more than 45 words that clearly states who you are, what you are selling (we'll help you refine this in another tip), and 1-2 features of your proposal. Each time you call, change these features. Never tell your prospect you are selling membership in Lions. You will need to 'sell' the prospect the benefits he/she will receive by becoming a Lion.

**Tip #4** – Before mentioning anything about Lions, ask your prospect if one of the benefits of becoming a Lion might solve a problem they have. For example, if your club is involved in your local school by supporting athletic programs, scholarships, and other activities, ask the prospect if he/she agrees that it is important that the community help schools by providing resources, including funds and volunteer opportunities. Always ask questions that will return a positive answer. Try 2-3 questions before mentioning that your Lions club members (important- be sure to say 'members' so your words talk about people, not a club) have been providing valuable support for many years. Also, by asking questions, you are involving the prospect in this exchange, and by allowing him to respond 'yes' to your inquiries, he is less likely to say 'no'. Think about your car

buying experiences. Car salespeople engage buyers with similar questions in helping us see ourselves in their vehicles, not by asking if we're interested in buying it!

**Tip #5** – Schedule your prospecting sessions for the same time each time and day of the week. Limit your contact time to ½ hour or less.

**Tip #6** – Tape yourself with a tape recorder with an open microphone to tape your side of each call. Listen to how you sound. The goal is to hear yourself using your usual conversational tones. Don't try to sound like a professional salesperson. Do not come across as overly enthusiastic, unusually friendly or enticing. Just relax and present your offer without persuasion.

**Tip #7** – Always be in a 'disqualification' mode. Be determined to spend your selling time only with 'high probability prospects'. Disqualify low probability prospects quickly and courteously. Don't allow desperation or anxiousness to deter you from that mission.

**Tip #8** – Accept the fact that prospecting really is a 'numbers game'. The most important numbers are your contacts per session and the ratio of prospecting offers to calls.

**Tip #9** – Keep accurate records of your prospecting sessions. The most successful prospecting people keep accurate records, with notes about every exchange with a prospect.

**Tip #10** – Ask for referrals. Whether you succeed or not, ask your prospect if he/she knows other people, like themselves, that may share a common value that supports your offer. Just because you may get a no, that doesn't mean you won't be able to get another qualified prospect. Then you can follow-up with a "Lindsey Jones mentioned that you also have children going to the same school as their children and you may have a similar interest in how we support those causes".

These tips can also be used when contacting prospects face-to-face.

Indiana Lions SchoolSight  
 Vision Screening Program  
 School Screening Reporting Sheet



School: \_\_\_\_\_  
 City: \_\_\_\_\_  
 County: \_\_\_\_\_  
 Date: \_\_\_\_\_  
 Lions Club(s): \_\_\_\_\_  
 Recorded by: \_\_\_\_\_

| Grade                   | Number Screened          | Number Referred            | Percent Referred |
|-------------------------|--------------------------|----------------------------|------------------|
| K                       |                          |                            |                  |
| 1                       |                          |                            |                  |
| 3                       |                          |                            |                  |
| 5                       |                          |                            |                  |
| 8                       |                          |                            |                  |
| TOTALS                  |                          |                            |                  |
| <b>Circle the<br/>A</b> | <b>Reporting<br/>B C</b> | <b>District(s)<br/>D E</b> | <b>F G</b>       |

Comments: (such as screeners, time to complete, etc.)

Please report this data to Lion Jean Ann Wise by either:  
 photo or scan copy to (765)210-6873 or email  
 to [jrjawise@aol.com](mailto:jrjawise@aol.com).

Indiana Lions SchoolSight  
 Vision Screening Program  
 School Screening Reporting Sheet



School: \_\_\_\_\_  
 City: \_\_\_\_\_  
 County: \_\_\_\_\_  
 Date: \_\_\_\_\_  
 Lions Club(s): \_\_\_\_\_  
 Recorded by: \_\_\_\_\_

| Grade                   | Number Screened          | Number Referred            | Percent Referred |
|-------------------------|--------------------------|----------------------------|------------------|
| K                       |                          |                            |                  |
| 1                       |                          |                            |                  |
| 3                       |                          |                            |                  |
| 5                       |                          |                            |                  |
| 8                       |                          |                            |                  |
| TOTALS                  |                          |                            |                  |
| <b>Circle the<br/>A</b> | <b>Reporting<br/>B C</b> | <b>District(s)<br/>D E</b> | <b>F G</b>       |

Comments: (such as screeners, time to complete, etc.)

Please report this data to Lion Jean Ann Wise by either:  
 photo or scan copy to (765) 210-6873 or email  
 to [jrjawise@aol.com](mailto:jrjawise@aol.com)