

MANE EVENTS

in District 25-G



June, 2015
Volume 8 Issue 12

Jul 2

Syracuse Lions Club & Stan Fox
Memorial Silent Auction
Syracuse Community Center 5-8 p.m.
Adults \$10, Children (under 10) \$5.00
Children under 3 free

June 6

Grass Creek Lions Club
Fish and Chicken Fry
Grass Creek Fire Station
4:30—7:30 p.m.
Adults: \$9.50 Children 6-12: \$5.00
Under 6 Free

June 12 & 13th & July 24th & 25th

Laketon Lions Club
Elephant Ear and Tenderloin Booth
NewMarket Grocery Store Parking Lot
11:00 a.m. —approximately 6:00 p.m.

We're on Facebook !!!

Look for

Lions District 25-G



**Click on
LIKE**



Pictured: Top—DGE Vic Fischer, Middle—Joe Hart, President of South Bend Cubs and bottom—1st VDGE Peg Van Nevel

District Meeting held May 9th

The final District Meeting of the 2014-2015 Lions year was held Saturday, May 9th at the Greene Township Community Center. The meeting, hosted by the Greene Township Lions Club, was attended by 60 Lions, 1 LEO, and 2 guests, from 18 district Lions Clubs and 1 out-of-district LEO Club. The meeting was organized and chaired by DGE Vic Fischer.

Guest speaker Joe Hart, President of the South Bend Cubs minor league baseball team, talked about recent changes in the organization, including their new affiliation with the Chicago Cubs, upgrades and enhancements at Coveleski Stadium, and new promotions that have resulted in a significant increase in attendance at games.

1st VDGE Peg Van Nevel spoke about the importance of retention as a membership tool. She noted that it is easier to keep existing members than to recruit new members. She highlighted the importance of encouraging members to remain active, and recognizing those who contribute to the club's success.

From the Gov-



So, what are we really selling?

At our recent district meeting, the guest speaker from the South Bend Cubs minor league baseball team mentioned an observation about what the team was providing to the community. Silly me, I thought the team was 'selling' entertainment in the form of baseball games. But the speaker reminded us that the team's most important product was 'memories'. What kid will ever forget catching a foul ball off a ball player such as Hank Aaron? Or getting an autograph from Stan Musial? You see, it's the memories we take home from these events that usually bring us back. And as he informed us, if a fan goes home remembering the good time at the game, perhaps not even remembering who won or lost, then the objective has been met.

Our Lions Clubs should think long and hard about we are really 'selling'. Of course, we're



not selling pancake and sausage dinner tickets, we're really **selling** an opportunity for people to support our cause to give a pair of eyeglasses to a school child so he/she can see the blackboard and read assignments. (Actually, blackboards have been replaced by 'smart-boards'.) We're **selling** a chance to provide a Leader Dog that enables a blind person to independently navigate through the community. We're **selling** an opportunity for a person diagnosed with cancer the chance to receive world class treatment at our Lions' supported IU Cancer Center in Indianapolis. We're **selling** _____ (put your answer here)

When promoting Lions membership to prospects, our success ratio to convert that person to become a Lion will dramatically increase if we correctly '**sell**' the individual a reason to join. Whether you're selling shoes, cars or insurance, it's vital to understand people's 'hot button', the trigger that will cause them to make a positive buying decision. Usually a short discussion with a prospect will reveal peoples' interests. Do they like children? Do they like 'rolling up their sleeves' and doing some physical work? Do they have some special hobbies your club might benefit from, such as photography, writing, social media? Perhaps they already

know several members and need to have a discussion with one or more of them.

Even in the best of situations, a prospect may not join. In every 'selling' situation, there is always a buyer and seller. We always hope that we are the sellers and the prospect is the buyer. When this is reversed, there is still a sale made: The prospect 'sold us' his/her objection to buying into our organization. Our job must include recognizing prospects' objections and turning them around into a buying reason. If the shoes are too small, the salesman goes and gets another pair. If the car is the wrong color, the salesman finds one the customer prefers. When a Lions prospect doesn't join, we need to find the 'hot buttons' and use them to create buying situations.

Far too often I see a Lion bring a guest to a meeting, introduce him/her and then say something like, "and we hope Sally will be our next new member". Talk about putting a prospect into a tough situation! Right away we've probably embarrassed this person and he/she will become defensive. A simple introduction and greetings by others, along with conversation about him or her is best. The last we need to do is 'hover' over prospects and try to force them into an immediate decision.

I remember visiting a car dealer to find a new vehicle. The sales person called me when I went home, unhappy that he was unable to 'sell' me a car. I informed him that nobody 'sells' me a car. I was hoping someone would help me make a buying decision. Let's help our prospects make buying decisions when they consider our Lions clubs.

Marty Juel
District Governor

Invest in Yourselves Now !

Greetings Fellow Lions,

Here we are again. Wrapping up another Lions year. Electing officers, submitting PU-101's, having our final dinner meetings, and making plans for the summer. You get the picture. Throughout this year there has been a lot of emphasis placed on training, membership growth, new programs that are available, and ways to identify new service opportunities. DG Marty devoted a great deal of time during his cabinet meetings towards these subjects because these issues are so very important. The example of "Bannering" your clubs accomplishments comes to mind.

As I've traveled the district this year, I can't help but to wonder how many incoming club presidents and club leaders are taking the time to plan out their clubs' future plans. Where do they want to be a year from now? What resources will be required to meet their goals? What type of investments are necessary in order for their clubs become stronger and serve more people? In other words, has anyone invested the time required to have a clear path defined for their club to follow. If not, start now! It's not hard and it's certainly not too late!

We have suffered some club losses this year due to various reasons. But if you drill down into things, one of the common denominators is these clubs lost their sense of purpose. The communities they reside in changed but the clubs didn't. Their old service projects were no longer relevant and with nothing in the pipeline to replace them with, the clubs died. Avoid this fatal trap! If you need help, we are here for you!! Just pick up a phone and CALL. We have a great team of people that can help you over the bumps in the road.

The needs in our communities are greater now than ever. We have a lot of work ahead of us. The new Operation School Sight program is one example. We need to be prepared to meet these needs together and I know we will.

Please take the time to plan and execute. Use some of the simple tools like the CEP workshop or just do a Community Needs Assessment. Be creative and BE BOLD - DON'T FOLD!

Invest in Yourselves Now. You and the communities you serve will be glad you did.

Yours in Lionism,
VDGE Vic

Indiana Lions Foundation Needs Your Help

Please volunteer to work at the Indiana State Fair

The Indiana Lions Foundation provides ticket sellers and ticket scanners at four gates at the Indiana State Fair. **The fair runs from Friday August 7th—Sunday, August 23rd.** Over 600 shifts need to be filled over this 17 day period. This is the single largest fundraiser for the Foundation and the money is used to provide Foundation Grants to individual clubs.

Working at the State Fair as a ticket seller or scanner is much easier than it has been in the past. The computer terminals worked very well last year and selling tickets requires only pushing three buttons. Scanning tickets requires only that the worker hold the hand held scanner over the barcoded ticket and press the trigger.

All positions are sitting and two of the four gates have air conditioned booths for the ticket sellers.

Two shifts are available to work. The morning shift is from 7:30 a.m.—3:00 p.m.. The afternoon shift is from 1:30 p.m.—9:00/9:30 p.m..

In return for working the Indiana Lions Foundation is offering W.P. Woods Fellowship credits for workers—one credit for the morning shift and two credits for the afternoon shift. It takes 10 credits to earn a W.P. Woods. Bring a car load of Lions and friends and join us at the Fair this year.

For more information or to volunteer, contact one of your three District G Foundation Trustees.

Rose Russell, H: 574-784-9094, C: 574-250-0125
e-mail: roseworrussell@gmail.com

Mary Ann Mast, H: 260-225-0654, C: 260-377-9475
e-mail: mastmaryann1906@yahoo.com

Marlyn Fast H: 574-875-5963
e-mail: mafast@frontier.com

A Time for Reflection and Evaluation

As this Lions year nears its end, have we taken the time to evaluate our progress? Are there goals we made last summer that haven't been attained? Is our club positive in membership for the year? Have all MMR's, Activities Reports, Officer Report Form, dues and remittances been submitted on time? Did we add a new service project or fundraiser? Is our club visible in our community and one that our friends and neighbors want to be part of? Do we regularly publicize our events and successes in the local media? Are we supporting LCIF, our State Projects, and Indiana Lions Foundation? Did we attend zone and district meetings and encourage incoming officers to attend Officer Training? Are we truly serving the needs in our community? Have we listened to the ideas of new members in our clubs? Are we encouraging new leadership?

As Lions, clubs, club officers, committee chairpersons, or district cabinet members are we proud of our accomplishments or is there more that we can do to insure the future of our club, our district, and Lionism? Now is the time to evaluate the progress we have made these past eleven months and make that little extra effort needed to finish the year knowing we have done our very best!

As we evaluate our year, let's not forget to honor and thank those Lions who make a difference in our club and community with their leadership and service. Each Lion is very important to the success and future of our clubs, our district, our state, and our great association. Without each one, we cannot prosper and grow. Involve them, appreciate them, and listen to their ideas.

Best wishes to each of you and your clubs as you successfully complete this last month of the 2014-2015 Lions year and plan for an even more successful 2015-2016. This year we have followed DG Marty Juel's "Success Through Service" motto. Plan now to give DGE Vic Fischer your best efforts as we embrace his theme for next year, "Experience Service Together." I look forward to seeing you at his first cabinet meeting and Banner Night.

I am always available to assist with any questions you or your club officers have. I am just a call or e-mail away. (574) 457-3054 or ahaffner@kconline.com

PDG Ann Haffner

Deadline Change for July Newsletter

The deadline for newsletter submissions for the July newsletter will be **June 10th**. This will be a change for the July newsletter only. In all other months the deadline will remain the 20th of month.



Could we be trying to say something with this image?

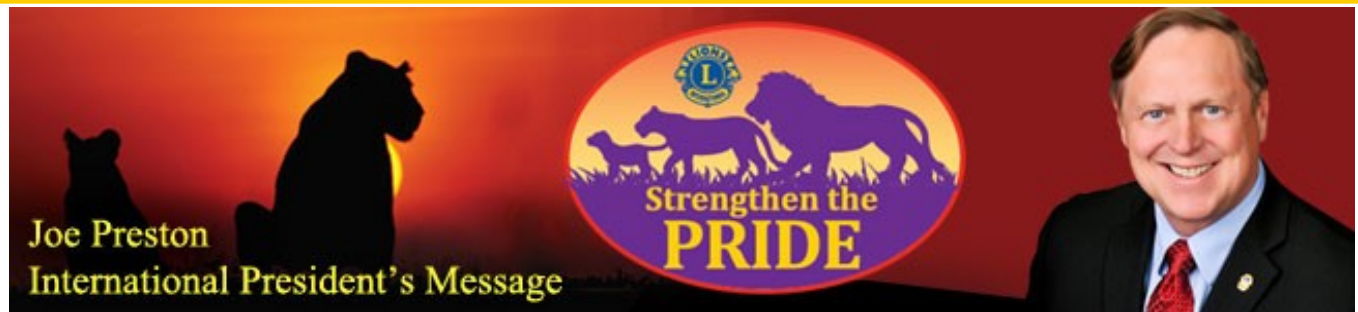
The answer is YES! Join us for a Diamond Anniversary Celebration of the Dunlap Lions Club.

PLEASE SAVE THE DATE NOW!

When: Thursday, December 3, 2015

Where: Bent Oak Country Club, Elkhart, IN

MORE INFORMATION TO FOLLOW



Message from International President Joe Preston

We have surpassed 1.4 million members in Lions Clubs International thanks to you! We couldn't have achieved this important milestone without your hard work and commitment to growing and strengthening your club. Let's keep the momentum going!

Encourage your Lions to continue inviting new members to expand your service and strengthen your membership. And it all starts by asking one friend, family member or neighbor to join your club.

Focus on keeping your members involved in club activities and service projects that matter to your members. When Lions feel the satisfaction of service, they'll keep coming back for more.

I am proud of what we've achieved so far, and I know we can achieve even more. Let's work together to finish the year strong and keep our great association growing!

PDG Pat Birk Recuperating at Miller's Merry Manor in Culver

If you want to visit or send PDG Pat a card, her address is:

730 School Street, Room 410

Culver, IN 46511-1098

Attend the Officer's Training program at one of these locations

May 13

Greene Township
Community Bldg

May 21

Urbana Community Bldg.

June 3

Atwood Community Bldg.

June 4

New Paris Sunnyside Park



All sessions: 7-8:30 p.m.



Pictured left: The Dunlap lions held their annual 3.5 banquet and program at Concord Junior High School. Students who received a 3.5 or higher grade point average every semester of 7th And 8th grade receive a medallion engraved with their name and the event.

Pictured right: Dunlap Lion Bob kelp serves pizza to the junior high students at the 3.5 banquet.



Dunlap Lions Club Inducts New Member

Please give a big Dunlap Lions Roar to our newest member, Lion Laura Doty. Lion Laura is a native of Elkhart and graduated from Elkhart Memorial. She enjoys music and is a member of her church choir. One of her hobbies is visiting lighthouses. Laura taught at Concord South Side before coming to Concord Intermediate where she currently teaches fifth grade. She said she had always planned to join the Lions Club after retirement but responded to the invitation to join sooner! We are so pleased to have her join us. I am sure she will be a welcome addition to our club. Pictured left to right: Lion Nancy Thompson, membership chair; Lion Laura, and Lion John Preheim, sponsor.

Check out our NEW
Website

lions25g.org

Send news of your upcoming event to
webmaster@lions25g.org

***Include your flyer and we'll post it on the
'Events' page. Be sure to check out the calendar
on the home page for events of district clubs.***

North Webster Lion Honored



Pictured left are the 2015 Kosciusko County Community Foundation "Heart of Gold" winners honored Thursday evening, May 29, at Center Lake Pavilion in Warsaw. Back row, second from the right, is North Webster Lion Secretary Scott Fox. Lion Scott was recognized for his volunteer work with Boy Scouts, Cub Scouts, Warsaw Kiwanis, North Webster Lions Club, the Wawasee Super Mileage Team and Kosciusko County Community Foundation. Each winner receives a KCCF \$500 grant to award to the charity of their choice, in their name and honor.

Syracuse Lions Club Participates in Memorial Day Parade.



Lion Suzanne Slabach is driving her John Deere Gator in the Syracuse Memorial Day Parade with Lion Judy Jarrett riding shotgun. Not shown were Lions Jerry Wright and Mary-Ellen Prickett, her two daughters, and two of their friends who also participated in our parade entry.



Lions Doris Yoder & Jill Corson, with Lion Jill's granddaughter, at Kids Safety Day May 2. 62 children assembled & decorated their own little safety kits. Thanks to Lion Tom Thornburg for donating some of the supplies and Lions Marie Butler Knight and Ann Haffner who assisted at the tables.

Check out our NEW Website

lions25g.org

Send news of your upcoming event to webmaster@lions25g.org

Include your flyer and we'll post it on the 'Events' page. Be sure to check out the calendar on the home page for events of district clubs.

Milford Fest and Memorial Day Parade



Top left: PDG's Bud and Jeri Seely of the Milford Lions Club are crowned King and Queen of the Milford Fest..

Top right: Many community members enjoy the rides and booths at the Milford Fest.

Middle left: Milford Lions Float in the Memorial Day parade

Middle right: Five members of the Indiana Racing Lions participate in the parade.

Bottom left: A local area farmer provides the pony and Lions and FFA members assist with the rides provided to the children.



Welcome New Members

During the month of March, 6 clubs in our district added 9 new members. We welcome these new Lions and commend their sponsors for inviting them to join the GREATEST SERVICE ORGANIZATION IN THE WORLD. Sponsors, remember this is only the first step in your responsibility. Please be sure to involve your new Lion in all club activities.

Baugo Lions Club

Member: John Szabo
Sponsor: Troy Bontrager

Lakeville Lions Club

Member: Hannah Amor
Sponsor: Brent Amor

Lapaz Lions Club

Member: Gary Tillman
Sponsor: Jamie Erwin

Lydick Lions Club

Member: Robert Densmore
Sponsor: Wendy Yuhasz

Member: Rose Densmore
Sponsor: Wendy Yuhasz

Member: Jerry Mayfield
Sponsor: Glen Robinson

Member: Patricia Mayfield
Sponsor: Jerry Mayfield

Syracuse Lions Club

Member: Jill Corson
Sponsor: Mary Prickett

Urbana Lions Club

Member: Dennis Craft
Sponsor: Jerry Long

Completion of Service

Lion Glen Grimm passed away on March 22, 2015 at the age of 93. Lion Glen was a 50 year member of the Atwood Lions Club.

Lion George Henderson passed away at 86 at the age of 86. Lion George was a 41 year member of the Grass Creek Lions Club.

Lion Maurice McDaniel passed away on May 20, 2015 at the age of 97. Lion Maurice was a 61 year member of the Atwood Lions Club.

Lion Robert Rider passed away on May 23, 2015 at the age of 85. Lion Robert was a Charter Member the Sidney Lions Club and had been a member for 28 years.

Lion Hugh Warren passed away on April 11, 2015 at the age of 93. Lion Hugh was a 46 year member of the South Bend Lions Club

Fulton Liberty Lions Club Raising Funds for Library Project

The Fulton-Liberty Lions Club is embarking on a special set of projects to benefit the Fulton Branch Library of Fulton County. The Club is assisting in fundraising for a 4 foot by 8 foot double-sided full color digital Information sign.

Current projects for the Lions' will be:

- a) June 22 - Dairy Queen Sponsor Night at Rochester where 10% of the Net Sales will come to the club.
- b) Project Spotlight by Beacon Credit Union: Here we have a chance to win a \$1,000. Voting will be in August and September. If our Project is selected, we will put the online address in the Lions' newsletter for anyone to cast votes daily.
- c) Cuties Contest: 50% of our money raised from our July 31-August 1 Festival will be dedicated to the Library Project.

By the way - Fulton Fun Days Festival is July 31 and August 1. Our noon Parade on August 1 has a theme of: "Libraries.....Our Imagination Station"

45th Annual District 25-G Golf Tournament

**SAVE
THE
Date**



**Aug. 5,
2015**

DISTRICT OFFICERS



District Governor

Marty Juel (Lion Jeanine)

3204 Village Court
Goshen, IN 46528
H: 574-534-8868 C 574-322-1660
marty@martyjuel.com



1st Vice District Governor

Vic Fischer (Lion Diane)

26205 Quinn Rd.,
North Liberty, IN 46554
H 574-656-4235, C 574 514-3604
superduper826@aol.com



2nd Vice District Governor

Peg Van Nevel (Lion Larry)

806 E. Broadway St..
Mishawaka, IN 46545
H 574-259-2466, C 574-220-2362
pitchinpeg@yahoo.com



Cabinet Secretary

PDG Ann Haffner (PDG Charlie)

11268 N. St. Rd. 13,
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H 574-457-3054, C 574-457-6118
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Cabinet Treasurer

Rose Russell (PDG Paul)

PO Box 31
Lakeville, IN 46536
H 574-784-9094, C 574-250-0125
rosewruell@gmail.com

Save the Date

Saturday, August 8th

1st 25G Cabinet Meeting
of 2015-2016

Place to be announced

We're on Facebook!!!

Look for

Lions District 25-G



Click on
LIKE