



SOUTH WIND

Charter Granted 7 August 1961

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No. 2665
18 August 2017

Today's Topic: **"Healthcare in South East Asia"**
Nicholas Leloup

MEETINGS : EVERY FRIDAY AT NOON

SELLING AROUND THE WORLD

VP Adrian began on a modest note opening his talk by saying "I am not a natural salesman," that although he read Dale Carnegie 's book 'How to Win Friends and Influence People' he did not believe it had been very useful and then went on to demonstrate that perhaps while he was not a natural at first, he certainly became a successful one as his career developed.

Beginning with a story about dealing with an unhappy banker in the Netherlands, he talked about how he needed to search for some common bond to turn around sales meeting heading south fast. Looking around, he noticed the banker had a brochure for a special soap product that he mentioned his wife wanted and that he could not find. 'In luck,' it turned out the client sold the soap in question and with the topic changing the meeting turned out quite successfully with all forgiven and a lunch spent discussing Adrian's soap order.

In a second theme intertwined through is story, Adrian's love for gourmet food showed through. In this instance, his homeward bound souvenir was Smoked Eel.

His second story saw us in Jerusalem and introduced a third theme, meeting 'locals'. An interesting story, Adrian shared several amazing pictures and anecdotes that could well have encouraged a few members to consider adding Israel to their travel plans. In a break in his somewhat carnivorous tradition, Adrian's souvenir from Israel was Holy Water from the River Jordan. He never did tell us what happened to it.

From Jerusalem, VP Adrian took us into Tehran during the hostage crisis and talked about Beards, Beads and Kalashnikovs. In Iran, he was surprised as the entire meeting never discussed business, rather it centered around the client getting to know him. Second theme result was Iranian Caviar.



We then returned to Europe and Finland for his final story. Arriving on 1 May, he was surprised at how important May Day is in many European countries with a few pictures to support Theme Three – 'locals'. Unable to gain a foothold in Finland, Adrian later met an ink sales representative, who became his agent as paper and ink was a natural fit. His first agent, the relationship worked very well and taught Adrian the benefits of working with agents.

Second theme, food, saw smoked ham as Finland's contribution to his table.

An interesting talk by one of our own members, VP Adrian not only entertained us, but also offered an interesting insight into his career, life experiences and two interesting themes that perhaps continue to today.

SNAPSHOTS FROM RCBS LUNCH, 11 AUGUST, 2017

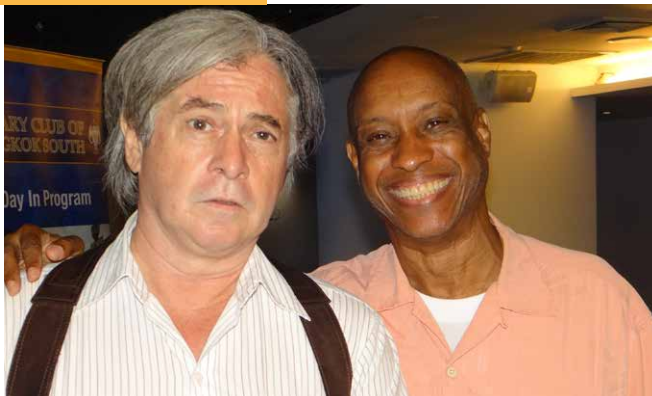


M&Ms



MIB – RTN Jean-Marie, PP Charles, RC Bangkok, RTN Rod and PP Krit

Rotarians Carol and Tyrone



Rotarian Carol hits the jackpot with Rotarian Leo and PP Mike's guest Arthur

Rotarians Mark and Leo show their best Texas Hold'em look



Arthur Winter, PP Mike's guest wins and returns this week's prize

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**AUGUST –
MEMBERSHIP AND NEW CLUB
DEVELOPMENT MONTH**



Each month, Rotary has a different theme. This month, as it is Membership and New Club Development Month, a few ideas to share with friends and potential members that might be useful.

Rotary and our club impact starts with our members — friends who want to be part of making the world a better place.

At club meetings in communities across the globe, members come together to strengthen their connections to friends and neighbors and their commitment to improving lives.

Clubs accept new members by invitation so now is the time to invite your friends to pay us visit.

Becoming a Rotary member connects your friends with a diverse group of professionals who share our drive to give back.

Through regular meetings and events, friends will:

- Discuss our community’s needs and develop creative ways to meet them
- Connect with other leaders who are changing the world
- Expand their leadership and professional skills
- Catch up with good friends and meet new ones

As a club member, friends will be asked to:

- Pay club dues
- Attend meetings and events
- Use their professional skills and talents to make a difference

**WHY WE RAISE FUNDS
– KIDS DAY OUT**



**WHY WE RAISE FUNDS
– CLEAN DRINKING WATER**





Khun Khob's Club Almanac #2665

18 AUGUST 2017

Happy Birthdays:

PP Andrew MacPherson August 20

Wedding Anniversary Greetings:

John Casella August 18

Attendance for 11 August 2017: 57%

Present 23, Make-up 17, Absent 30, Exemption 28, Total 98

Visiting for 11 August 2017:

From Local

PP Charles Chung RC Bangkok

Invited Guests:

Ali Saleem
Arthur Winter

Introduced by:

Marcel Dubbelman
PP Mike Doyle

Recent Makeups:

RC Feldkirch, Austria, 2 August 2017: Elmar Lins

RC eClub One, 8 August 2017: Tom Banker

RC Bangkok DACH, 9 August 2017: PDG Alex Mavro

Makeups:

COS, 4 August 2017: Adrian Topham, Billy Popham, P Dougie Riach, Mark Shaw, Mike Ellis

Program, 8 August 2017: Colin Baker, PE Dean Outerson, P Dougie Riach, Joop van Delden, IPP Krin Charnmaytesakul, PP Mark Butters, PP Michael Schulz, PP Mike Doyle, PP Nick Pisalyaput, PP Philip Baechtold, Prasert Mangkornkarn, Rakesh Sodhia, PP Renato Porzio, Rick Smith

TRF, 9 August 2017: PE Dean Outerson, P Dougie Riach, IPP Krin Charnmaytesakul, PP Krit Wong, Manu Mekdhanasarn, PP Nick Pisalyaput, Pat Bunsongsikul, PP Per Dibber, Pichai Kaninichaporn, Rod Vergara, Tevin Baechtold, Van Tang, PDG Xanxai Visitkul

COS, 11 August 2017: Adrian Topham, P Dougie Riach, Mark Shaw, Mark Wolf, PP Nigel Hardy, PP Niti Meyer

CLUB CALENDAR

Friday, 25 August 2017 – Fergus Evans on How the UK anti-bribery laws affect Thailand. Fergus is known for his knowledge in cross-border asset and structured finance across Asia. He is also an aircraft financing practitioner. His topic suggests that in negotiations parties need to take more than just commercial considerations into account.

Friday, 1 September 2017 – tbc ... or several balls in the air, as Rtn. Rakesh, our program chairman, prefers to put it.

Friday, 8 September 2017 – Kevin Beauvais on The State of the Thai Hotel and Tourism Industry. Kevin is known to our club from Operation Smile, and we undertook some worthy projects with him in the past. Here, however, he enlightens us from a professional stand-point on the state of the industry which is his core business.

Friday, 15 September 2017 – Classification Interviews – A chance to get to know individual members better.

Today: Rotarian Mike Ellis will be interviewed by Alastair Timblick.

Friday, 22 September 2017 – H.E. the Ambassador of the United Kingdom to Thailand Mr. Brian Davidson on Human Rights

Friday, 29 September 2017 – Debate: Is the Internet Ruining Life as We Know It? You may think so or not, or you may be swayed by the arguments of our panel, PP John Quarmby, Dr. Ian Feinwick, PE Dean Outerson and PP Michael Doyle, in this latest edition of our club's big debates.

For more information about Bangkok South events contact: rotarybangkoksouth.org/calendar-of-events

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