

Rotary Club of Calgary West
(A Year of Rotary Fun and Fellowship)

The Weekly WESTERNER

Box 4572, Station C, Calgary, Alberta T2T 5N3, Elbow River Casino, Fridays 12:15 pm

President: Lynne Thornton **President-Elect:** Karl Herzog

Past President: Garfield Ganong **Secretary:** Ron Morrison

Treasurer: Mike French

Directors: Stan Beveridge, Garth Evans, Mark Ferguson, Margot McDermott,
Marie Rickard, Jim Walker

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President Lynne welcomed members, friends and guests to our August 22 commenting on Canada's recent performance at the Beijing Olympics. We had won 17 medals up to the time of the meeting which stands in contrast to the fact that we had won none as of last week's meeting. Sadly we had also just lost 3 more soldiers in Afghanistan.

Don Axford, at the piano, led us in singing the national anthem and **Stan Cichon** delivered the grace.

Bill Lawless introduced our visitors and guests which included **Emily Halloran** our new outbound exchange student to Paracata, Brazil. *Last week Bill also spoke on the Bethany Lifeline which I neglected to include in last week's bulletin.* Bethany Lifeline is desperate for volunteers for day work. The phone number to call if you can give some time during the day is 210-4656. My apologies to Bill.

Pauline Evans mentioned that she had had a telephone conversation with **Masha** our 2007 exchange student from Russia. Masha is doing well at university and in other areas of her life and misses us. She looks forward to visiting us sometime in the future.

Marie Rickard spoke on the dinner club. In order to accommodate singles in the dinner club a new format would involve odd numbers of people. So, if you are single and can't find a partner for the dinner club and would like to participate, you now can. Contact Pauline Evans if you are interested.

We will be at Il Gallo Nero next week. It will be our last week in this fine facility. Thereafter we will be in the **La Joie de Vivre Room at 1008 14 St. SE in Inglewood.**

Our first meeting in the new venue will be on September 5. **We will be needing volunteers to help transport our supplies and equipment to the new venue after next week's last meeting at Il Gallo Nero.** Please help if it is at all possible for you. This would be a great way to find out exactly where our new meeting place is.

PDG Steve Rickard reported on **Chris Davis's** pub night held last Thursday afternoon and early evening at Joyce's on 4th. It was a great success with many CWRC attendees and much fun and enjoyment was had by all! Steve was especially impressed with all the Rickard's Red which was consumed! The event will be repeated.

Chuck Morrison reported on **Stan Beveridge** who is at home recovering from surgery. He is recovering and doing well. Get well cards might be a good idea. In future, if you know of a member or a relative who is ill, please email Chuck and he will see that the club finds out about it.

President Lynne confirmed that the club will participate in the student exchange program in the 2009/2010 year.

Valerie Lauener, our exchange student, met all of the other exchange students recently at the organizing meeting at Kamp Kiwanis. There was also a party for the exchange students at Heritage Park where Valerie learned to line dance. (Perhaps she will show me how!) Valerie also picked the courses she will be taking at school this year. These include Japanese, Spanish, English as well as drama, world history and one other.

Larry Doyle announced that the CWRC golfers would be golfing at Innisfail on Wednesday, August 27. Two foursomes are booked and there remains one space available. So, if you are interested, call Larry.

Marg Henschel announced the happy news that due to obtaining a new supplier the price for lobster at the second annual Lobsterfest would decline to \$36 for a whole lobster from \$42. Lobsterfest will be held at the Switzers' place on September 13th. If you want to attend and have lobster, you need to order by September 1st to Marg as she needs to place the order by September 3. If you don't want Lobster, it'll cost you just \$20, but you have to bring your own meat or whatever other prime dish you want to eat.

SERGEANT AT ARMS

Bryden Horwood trod the boards as this week's SAA. Since this was his first time officiating in this capacity he begged us to go easy on him. A request that was met generally with jeers and tumult! A pity he didn't go easy on us! Bryden asked the tables some intricate questions about the Olympics and did not ask me anything! He still got me for \$2, but I forget what it was for! So much for learning from your experience!

Bryden, by the way, started off by committing a major *faux pas* by referring to his office as the "sergeant of arms". Previously this type of execration was only committed by the likes of **Mike Carlin**. Bryden should probably lose a twoonie for that one! As did Mike many times. He apparently doesn't learn from experience either.

PROGRAMME

Mike Carlin introduced **Kurt Schurer** who was making his classification talk today. Mike knew Kurt when each of them worked for BMO and Mike, knowing Kurt's sterling personal qualities, felt that he would make a good Rotarian and invited him to join. As it happens, Mike's judgment was right on as Kurt has made valuable contributions to our club since joining in 2007. Perhaps most notably for his service on the house committee, which tends to be a lot of anonymous work; and without which our meetings would be just would not happen anywhere near as well as they do.

Kurt has been a member of Kinsmen (as have a number of our members), Chamber of Commerce, and Jaycees among others. Kurt has been married for 25 years with **Mary Anne** with whom he has had two children Jennifer (22) and Stephen (19). Kurt's family is rounded out by one Beagle, Rex (5). Kurt enjoys racquet sports, fishing and is a "wannabe" golfer. So am I, Kurt!

Kurt is a CGA and was trained for business brokerage by his employment with BMO. He is currently the vice president at The Venture Exchange Ltd., an enterprise which facilitates the buying and selling of businesses in a professional and ethical manner.

The business brokerage business was regulated by the Real Estate Council of Alberta (RECA) until July 31, 2008, at which time the relevant provincial legislation was amended such that there is now no formal regulatory body governing this line of business. That being so, there is now a certain “caveat emptor” factor to consider in selecting such a brokerage. Many business owners will have need of business brokerage services in the next few years. With the projected boomer retirement on the horizon, more than 50% of existing private businesses will be sold before 2019 according to credible statistics. Many of these owners have yet to start their exit planning, so Kurt is likely to be busy until he retires!

The sale of a private business is a complex activity involving many different skills and requiring integrity, competence and confidentiality on the part of its practitioners. Generally, the process breaks down as follows:

1. Valuation of the business being sold.
2. Preparation of an information package.
3. Creation of an individual marketing plan.
4. Working with buyers.
5. Negotiation and closing.

One of the key attributes of a good business broker is confidentiality. Information must be disclosed carefully only to qualified potential buyers in order to prevent information falling into the wrong hands such as competitors and to keep the seller from spending his valuable time with unqualified buyers and “tire kickers”. Other necessary qualities are competence and integrity, without which this complex and delicate process will not proceed to a successful conclusion.

At the conclusion of his classification talk Kurt was thanked by **Charles Buchanan**. Kurt was easy to thank, not for the least of his talk, but because he knew the story of the Boltman and didn’t have to have it explained to him as do the majority of our speakers.

Just prior to the conclusion of the meeting, Bill Lawless invoked a new “buck” classification he termed the “memory buck”. Bill gave his memory bucks in memory of the six children so tragically killed this week in a Saskatchewan traffic accident. Bill and his family knew the grandparents of the children.

NEXT WEEK

Our next meeting will be at Il Gallo Nero and this will be our final meeting at this venue, at least for the time being, as we may be back for assemblies.

Next week we will hear Thomas Valentine for McLeod Dixon talking on Canada’s place in the world oil and gas scene.