



# HARPOON

OF THE ANN ARBOR ROTARY CLUB



Don Booth - President 1988-89  
Brymer Williams - Past President  
Bob Hughes - Secretary  
Jim Irwin - Harpoon Editor

JANUARY 11, 1988

PROGRAM. . . . . "Introduction of New Members"

Song Leader. . . . Henry Johnson

Pianist. . . . . Don Bryant

Invocation . . . . Bill Stegath

Attendance  
Committee. . . . Lyn Welch  
Jack Weidenbach

Visiting Rotarian  
Greeter. . . . . Skip Ungrodt

News Update. . . . Peter Greenquist, WUOM

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### UPCOMING PROGRAMS:

Jan. 18 - Jim Robertson, Professor Emeritus of English/LSA "Discovering One's Past"

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### MEETING NOTES:

Rather than a barter, or cash-for-cash economy, ours is a credit economy; and the profits of a business, or the solvency of a non-profit enterprise, are dependent upon expertise in credit management. Such expertise can be acquired by utilizing the services of a business consultant.

This, in brief, was the message brought to Ann Arbor Rotarians at their January 4 luncheon-meeting in the Michigan Union by Neville Francis, Executive Consultant at the National Revenue Corporation, with headquarters in Columbus, Ohio.

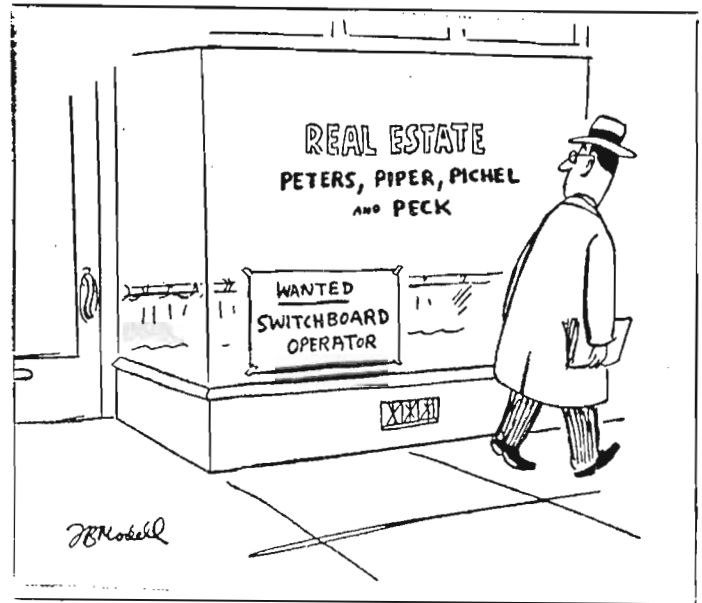
One element in successful credit management, Francis pointed out, is for a company, or institution, to concentrate on collecting from debtors who are quick to pay, and to leave

slow or hard-to-collect accounts to firms - like National Revenue - that are specialists in this field. Lacking the skills or resources needed to deal with delinquent accounts, the average company is ill-equipped to collect what is its due.

Prior to the day's program, which was introduced by Milo White, the invocation was offered by Lyn Welch. Alex Miller, with Don Bryant at the piano, led the group singing; Bob Hughes urged everyone to join in the welcoming ceremony for the Rose Bowl victors, scheduled for later in the day, and Peter Greenquist gave an overview of the day's news. President Don Booth combined the duties of presiding officer with that of the introducer of visiting Rotarians.

notes by Bill Hill

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### FOR NEW YEAR'S RESOLUTIONS:

Start each day with a smile!

This is the first day of the rest of your life, make the most of it.

Thinking well is wise; planning well, wiser; doing well wisest and best of all.

HAPPY BIRTHDAY!!!!!!

Ed Heeken, January 10  
Narendra Bhatia, January 14  
Ben Wylie, January 14  
Stan King, January 15

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RECENT MAKEUPS:

Gloria Kerry, Brighton  
Rod Barrett, St. Simons Island, Georgia  
John Zugich, St. Simons Island, Georgia

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WINGING IT

When some doctors were told to contribute to the construction of a new wing at the hospital, the allergists voted to scratch it; the dermatologists preferred no rash moves; the gastroenterologists had a gut feeling about it; the microsurgeons were thinking along the same vein; the neurologists thought the administration "had a lot of nerve"; the obstetricians stated they were laboring under a misconception; the ophthalmologists considered the idea short-sighted; the orthopedists issued a joint resolution; the parasitologists said, "Well, if you encyst"; the pathologists yelled, "Over my dead body!"; the pediatricians said, "Grow up"; the proctologists said, "We are in arrears"; the psychiatrists thought it was madness; and, finally, the surgeons decided to wash their hands of the whole thing.

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THOUGHTS FOR TODAY

Eyes are where they are---for looking ahead.

You can tell when you're on the right road--it's upgrade.

The quickest way to acquire self-confidence is to do exactly what you are afraid to do.

Improvement begins with "I".

\* \* \* \* \*



*"You remember two years ago, Corwin, when you said that if I didn't like your work, I knew what I could do?"*

Ann Arbor Rotary Club  
1500 Student Activities Bldg.  
University of Michigan  
Ann Arbor, MI 48109

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Daniel R. Balbach  
3989 Penberton Lane  
Ann Arbor, MI 48105