



東風

Rotary Club of Hong Kong Island East

TUNG FENG



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15 Oct 2014

LAST WEEK'S PROCEEDINGS - 08 October 2014



Recent events in Hong Kong provided a possibly sombre backdrop to the mood of our meeting this week. Nevertheless it was a hearty turnout from our fellow Rotarians, and all were in good spirits as usual and true to Rotary character (it takes more than civil disobedience to dampen the Rotary



spirit). And it was with this all in the back of our minds that PP David Li chaired the meeting and commenced proceedings at 1.05pm with a ring of the bell. PP David began by inviting President Norman to give a warm welcome to our visiting guests who were PP Cynthia Lee from Rotary Club of Peninsular South, invited by Dir. Kevin, and Mr Gabriel Leung, guest of PP Hubert.



PP David then welcomed back Desmond Cheung who has recently been away before naming not one, not two but three birthday boys (well, it was officially two except this included PE William who's birthday it was according to the Chinese calendar). In which case all three were invited to stand up, celebrate and enjoy the birthday song which was initiated by PP George. PP David then thanked President Norman (somewhat with his tongue in his cheek) for lining up 8, yes 8, announcements for him to read out (see Announcements..) Before inviting Rotarian Colin to announce the Red Box contributions which totaled \$2,200. A good showing and well done all.

With all said and done it was time for PP Eddy to introduce this week's guest speaker Talis Wong, who is a Certified Global NLP (Neuro-Linguistics Programming) Trainer, Certified Hypnotherapist, Chartered Engineer, and a Distinguished Toastmaster (Toastmasters International is an organization in communication and leadership training). PP Eddy commented that speaker Talis liked to talk, so without further ado, that's exactly what he did.



The topic of his presentation was 'Make Meanings Meaningful for Successful Negotiation. Which, given the current affairs in Hong Kong, seemed a very fitting subject for all to hear. During his presentation, it was his analogy of 'Wife buying 5 pairs of shoes and husband needing to talk her out of it' that created a particular stir among the audience, not least because his example featured President Norman's wife Isa who was with us for the meeting.

After the presentation, PP David invited Rotarian Colin to officially thank the speaker, followed by a group photo in our usual fashion, after which the meeting was adjourned and discussion about the '5 pairs of shoes' could continue!



It was also announced that next week's speaker would be Past District Governor David Harilela who would be coming to talk about The One Humanitarian Award, of which he is the founder.

THE ROTARY CLUB OF HONG KONG ISLAND EAST

香港東區扶輪社週報

Club 16340 District 3450 Chartered on 06 April, 1954 by Charter President

PDG (Uncle) John Yuen



OFFICERS

- President**
Norman Lee
- President Elect**
William Wong
- Secretary**
Avis Kong
- Treasurer**
Jason Chiu

DIRECTORS

- Club Administration**
John Kwok
- Fellowship**
Kevin Leung
- International Service**
Stacy Ho
- Membership**
Andy Wong
- Public Image**
Nancy Yee
- Service Projects**
Heman Lam

CHAIRS

- Rotary Foundation**
David Li
- Service Project**
William Wong
- Membership**
Eddy Wong
- Youth Service**
Sharon Lamport
- Fellowship**
Teresa Ho
- IT**
Laurence Chan
- Vocational**
Charles Man
- PPE**
Raymond Chu
- Sergeant-at-Arms**
John Kwok
- PP Council Rep.**
Andrew Chen

- Ex-officio**
Jonathan Lamport

Club Advisors

- Peter Hall
- Y. K. Cheng
- Henry Chan
- Hubert Chan
- Eric Chin

THE LAST LAUGH - Police Officer

A police officer attempts to stop a car for speeding and the guy gradually increases his speed until he's topping 100 mph.

He eventually realizes he can't escape and finally pulls over.

The cop approaches the car and says, "It's been a long day and my tour is almost over, so if you can give me a good excuse for your behavior, I'll let you go."

The guy thinks for a few seconds and then says, "My wife ran away with a cop about a week ago."

I thought you might be that officer trying to give her back!"



Club postal address : P.O.Box 47064, Morrison Hill Post Office, Hong Kong
Meeting Venue : Regal HK Hotel, Causeway Bay, Hong Kong
Meeting Schedules : Every Wed. 1st week at 7:30 pm. Other weeks at 12:30 pm
Website : <http://hk.ie.rotary3450.org/>
Facebook : <https://www.facebook.com/RotaryClubHKIslandEast>

OUT & ABOUT



Wine Tasting with Rotaract Club of HKIE
Rotaract Club of HKIE hosted their wine tasting event on October 4th, joined by DGN Eric, PE William and his spouse Fanny. As you can see, the occasion proved as educational as it was enjoyable for all who were discovering some fine grapes.



Happy Lunch, a happy time for all

The first Happy Lunch event was held on October 3rd. 5 students and 2 teachers from Choi Jun school participated, as well as President Norman with his daughter Adrienne, PE William and spouse Fanny, HS Avis, and Director Kevin, who all joined the service at the Sun Kwong Chinese restaurant in Shatin.



ANNOUNCEMENTS

- The ECO park vocational visit and seafood dinner fellowship took place on Sept. 27. 12 Rotarians, family and friends joined the event which proved interesting and educational on all things environmental.



- The District Badminton Tournament will be held on October 18th, and President Norman and Rtn Chris have signed up for the competition to represent our club.

- The Rotary Happy Run is scheduled for November 30th, 2014 in Shatin. The participation fee is HK\$1,000 for all Rotarians, HK\$180 for students and Rotaractors. We do need sponsors from our members to support more Rotaractors to participate, and Choi Jun school will have 10 participants.



- The first care visit for delivery of electrical appliances was scheduled for Saturday October 11th afternoon, with 6 volunteers to be split into 2 teams. A staff member from St James Settlement will accompany each team for the visits.



- It was announced that, due to the sudden change of treasurer last year, there are still quite a number of members owing the club dues and the special levy for last year. If you have not paid your club due for last year please do so asap.

- The board meeting will be held on October 8th, 2014 at 7pm in Uncle John's office in Sheung Wan. All members are invited to join the meeting.



SPOTLIGHT ON: Meaningful Negotiations



About Mr Talis Wong

Talis was the District Trainer of Toastmasters International (2003-2009), the Education and Training Committee Chair (2010-2011), and currently advisor of Education and Training of China Toastmasters (2011-2012). He was coach in public speaking and presentation of the Hong Kong University of Science and Technology (HKUST) (Dual Degree Programme in

Technology and Management) (2008), the Hong Kong Award for Young People (AYP) Promotion Ambassadors (2009-2010), and the Hong Kong Polytechnic University (Master Degree of Global Fashion Management) (2012).

He is the Founder and Director of his own training center, **DD Centre**, and Founder and Principal Consultant of the **Empowering Education (EE) Institute** (specializing in presentation and public speaking training for youngsters). He was certified as NLP trainer in 2003, and has been conducting NLP related trainings since.

Talis Wong describes the thinking behind his presentation as follows;

Emotions could make or break a negotiation, and one effective way to keep emotions at bay is to assign and ascertain a meaningful meaning to messages we receive. Because, interestingly, we respond (in emotions) to the meaning we perceive of a message rather than the message itself.

The presentation began by discussing Keeping Emotions at Bay during the course of negotiation, to create an atmosphere (cool head and staying rational among parties) conducive to reaching agreement.

It's important to realize,

(1) PERCEPTION IS NOT REALITY

(2) WE RESPOND BASED ON OUR PERCEPTION

(3) FIND A MEANING THAT WORKS BEST FOR BOTH PARTIES

Ways to Find Meaning Meaningful

- Chunking Up for Intentions
- Clarifying Meaning
- Maintaining Relations while achieving Tasks

1. Chunking Up to Identify Intentions

The HOW of Chunking Up;

Chunk Up – for Intention (Reason)

- What Would _____ Bring You ?
- What Would _____ Mean to You ?

2. Identify/Clarify Meaning & REFRAME

The How of Clarifying Meaning

- What Makes You Think that ?
- What if ... ?
- Tell me More...
- What Else ?

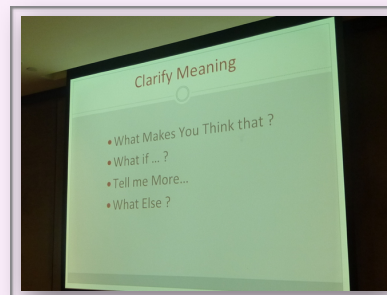
3. Maintaining Relations versus Tasks

Words to be Used More/Avoided

- We vs. You
- Positive Words vs. Negative Words
- And vs. But/However
- WHAT/HOW vs WHY
- Present Tense for Positive
- Past Tense for Negative

Fluffy Words for Maintaining Rapport

- Please/Thanks
- I Wonder if /What if ...
- You may like to ...
- Perhaps/Supposing/May be ...
- Would you think ...
- Wouldn't it be ...



Embedded Suggestions

- Wouldn't it be good if we..
- Sooner or later we...
- (fact), (fact), (fact),

Examples of (fact), (fact), (fact),

Roses have thorns, and silver fountains mud;
Clouds and eclipses stain both moon and sun,
And loathsome canker lives in sweetest bud,
All men make faults.
(William Shakespeare)

Make Meaning Meaningful

A Persuasion Formula;

- BEGIN with A REASON (Because..)
- PRAISE (Consistency)
- SUGGEST (Your Agenda)
- CONFIRM (To Make Sure)

