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TUNG FENG

香港東區扶輪社週報 THE ROTARY CLUB OF HONG KONG ISLAND EAST

Last week's Proceedings -

20th April, 2011

The 40th weekly luncheon meeting started at 1pm with President Heman in the chair, giving a warm welcome to the members, visiting Rotarians and guest; in particular, AG Henry and our speaker Dr Andy Man.

17 members, 2 visiting Rotarians and one guest in addition to our speaker were in attendance. The visiting Rotarians were PP David Scott, from RC of Pearl, Portland, Oregon, USA; and Rtn Joanne Li from RC of St Ives, Sydney, NSW, Australia. The guest Mr Jonah Cheung was introduced by Rtn William II. Banner exchange was done with PP David, who has been in Singapore for 3 years, and now re-locating to HK.

The birthday boy was PP George, and he requested 2 members, i.e. IPP Norman and Hon Sec Jonathan, to lead in his birthday song. SAA William reported Red Box intake of \$1,000.

Announcements of Pres. Heman included:

1. PE Eric, PN Nancy, Rtn. Freddy and myself attended District Fellowship Poolside BBQ Dinner on 16 April (Sat) at 4/F Food Court, HK Jockey Club, Happy Valley. The BBQ dinner was delicious with free flow of wine, beer and soft drinks. Rtn. Freddy also received gift from DG Jason.

2. DG 2nd Visit to Mongolia - Date: 30 April to 02 May - for meetings with Mongolia Rotary Clubs & Community Service visit.

3. District Assembly will be held on 14th May at Jockey Club Shatin Clubhouse of the Hong Kong Jockey Club 9:00am to 4:30pm (Lunch provided). Complimentary to the first eight attendants for each club and \$250 per person for any additional attendants. Our Club will sponsor the additional attendants should registration exceed 8.

The assembly will consist of training and sharing sessions that will help club leaders to acquire the necessary skills to build their effective leadership teams and to learn about the most up-to-date Rotary information

4. District Beijing trip will be held tentatively from 12-14 June. If you are interested, please register with HS Jonathan and PP Andy.

5. PP Stephen Liu and PP Hubert Chan's golf gathering will be held on 5th May, Thursday at Discovery Bay Golf and Country Club. Tee off time around 8am with lunch afterwards. Prize presentation will be made at regular luncheon meeting after the game. It's now FULL House, but if anyone wants to join, please do contact HS Jonathan or myself.

6. Rtn. William Wong and Fanny Wong, IPP Norman, PE Eric, PN Nancy, Dir. Kevin and Catherine Leung, together with our swimmers Alfred Leung and George Wang joined Choi Jun Swimming Gala that was held last Saturday 16 April at Ma On Shan Public Swimming Pool. 4 Schools of the Mildly Handicapped students participated. Alfred who achieved the result of 27.68 sec free stroke received the second runner up, while George was 3rd runner up in his leg. For relay, they achieved 2nd runner up. Our Rotaractors Suki and 2 rotaractors from Lingnan U also joined this event.

7. PP Andy to talk about the Happy Luncheon arrangement next Thursday to host luncheon with selected students from Choi Chun School to provide an experience for them to eat in a public environment with our Rotarians. Interested parties please subscribe directly to PP Andy.

Our speaker, Dr Andy Man was introduced by PE Dr Eric. Dr Man is the Joint Managing Director of Scotwork, management company specializing in negotiating skills. Dr Man is a chartered engineer, MBA and DBA, and has more than 20 years' experience in sales, marketing, management and deals with people around the world. He spoke to us on

the topic of "Negotiation- ways to resolve conflict".

Dr Man told us that negotiation can be at different levels, from personal to corporate. It is appropriate when one sees conflict. Four typical and common causes include:

1. when you want a better deal e.g. buying a TV set with a better discount
2. when external factors disrupt e.g. Japanese supplier has difficulty in output after the earthquake
3. when one party says No and negotiation can start
4. when there is a complaint e.g. delay of flight for a day.

He then took us through the 8-Steps Approach - a structured way, with clear explanations and prizes when correct answers were interacted. The 8-Steps are:

1. Prepare - good preparations will bring in the majority of success. And have to be specific e.g. beggars' success in choosing the most appealing request statement from

- a) Can you spare me some money?
- b) Can you spare me a quarter?
- c) Can you give me 37 cents?

2. Argue - ask questions and proceed to manage expectations. Listen more, and talk less. (beginning to sound like marriage counseling).

3. Signal - be flexible and alert to signals. Much more negotiating dialogue than persuasion.

4. Propose - make your proposal first, take control and set the agenda. Proposal should be realistic to give credibility.

5&6. Package & Bargain - the cooperative style is better than competitive. The best is low cost to you and high value to the client e.g. luxury bag company with not-for-sale key chain given away as an incentive to encourage to buy over a certain volume of sales. Put a price to their demands rather than just say no when being ask for a special discount.

7 &8. Close & Agree - summarize regularly. Agreement needs action for implementation.

In any step, if a dead lock is reached, adjourn or take a toilet leave.

Members listened carefully with great interest, and a few (Rtn. William II, PP David Scott, Rtn. Tony, Rtn. Peter, PP Andy) received prizes for being interactive and gave the correct answers.

He was formally thanked by PP Rudy who commented that the wife got the luxury handbag, and the husband the key chain.

President Heman announced that next week's speaker will be Brandon Chau who would like to share his first hand experience with RTHK program "Big Battle of Poor Millionaires"

The meeting closed with a toast to RI, to RC of Pearl, Portland, to St Ives, Sydney and to HKIE, followed with a group photograph.

Rotary Potpourri

ADVERSE WEATHER

As inclement weather is approaching pretty soon, all members of HKIE please note the standing guideline that during black rainstorm warning or typhoon signal No.8 being hoisted on Wednesday by the Hong Kong Observatory and remain in existence until 9.00 a.m., our regular luncheon meeting on that day will be automatically cancelled.

Electronic Make-up Questions

You can submit an electronic makeup for this missed meeting by answering the following questions:

Name:

Email:

1. How many members, visiting Rotarians and guests attended our luncheon today ?
Ans)
2. Who were our visiting Rotarians and where they came from ?
Ans)
3. Who was our visiting guest and who did the introduction ?
Ans)
4. Who was our birthday boy today and who led the birthday song for us ?
Ans)
5. Name any two of the announcements made by Pres. Heman today ?
Ans)
6. Who was our SAA and what was the Red Box collection today ?
Ans)
7. Who were our speakers today and what was the topic about ?
Ans)
8. Who were asked to introduce and to thank our speaker today ?
Ans)

Submit

Joke

Subject: CHOICE....

A Baptist Preacher was seated next to a cowboy on a flight to Colorado .

After the plane took off, the cowboy asked for a whiskey and soda, which was brought and placed before him.

The flight attendant then asked the preacher if he would like a drink.

Appalled, the preacher replied, "I'd rather be tied up and taken advantage of by women of ill-repute, than let liquor touch my lips."

The cowboy then handed his drink back to the attendant and said, "Me too, I didn't know we had a choice ".

Photographs of our meeting

on

20th April, 2011

20 April, 2011 RC of HKIE Luncheon Meeting Photos



PDG Uncle Peter Hall, Guest Speaker - Andy Man & Pres. Heman Lam



PP Henry Chan, Rtn. Dr. Tony Loy & PE Dr. Eric Chin



Hon. Sec. Jonathan Lamport, PE Dr. Eric Chin & IPP Norman Lee



PP Rudy Law, PP Laurence Chan & Rtn. Joanne Lee from RC of St. Ives



Rtn. Peter Yeung & PP John Kwok



Rtn. Dr. Freddy Wu & PP George Leung



Visiting Rotarian PP David Scot from RC of Portland Pearl & SAA Rtn. William Leung



Visiting guest Jonah Cheung & Rtn. William Wong



PP Andy Wong & PP Stephen Liu



Pres. Heman Lam exchanged our banner with visiting Rotarian PP David Scott from RC of Portland Pearl



This week's birthday boy is PP George Leung



PE Dr. Eric Chin introduced the speaker - Dr. Andy Man



Guest speaker - Dr. Andy Man from Scotwork



Dr. Andy Man gave us a talk about Negotiating Skills



Pres. Heman Lam thanked Dr. Andy Man's talk and presented him a photo in action



Group photo with Guest Speaker - Dr. Andy Man, visiting Rotarians, guest & our members

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