

# The Rotarygram



## Rotary Club of Van Nuys

Volume 4, Issue 15

Club 1470 — District 5260

October 13, 2004

### Meeting Highlights



**From left, Battalion Chief Heidi Dinkler, Captain Kirk Kushen, our speaker, and President Carlos Rivera. Introduction by Pete Satuloff.**

Kirk Kushen, a Captain in the Kern County Fire Department, heads up the Lebec fire station just north of the Los Angeles/Kern County line near the 'grapevine' on Interstate 5. Kirk visited the Van Nuys Rotary Club many times during the years when his dad, Cal Kushen, was a member.

Today, Kirk was our speaker — giving us a picture of the broad range of activities and responsibilities with which firefighters are charged. Sure, they fight fires, but about 75 percent of their responses are for medical or other emergencies.

Part of Kirk's presentation was a video showing the wilderness/urban fire hazards where structures are built in a wilderness area.

Following his most interesting talk, Kirk signed the traditional new book to enlarge the library of Cohasset Elementary School.



### Visitors

**Visiting Rotarians:** Richard Miller, President of SFV Sunrise, introduced by Joe DiFatta; Emily and Danny Golamco, both PPs from the Philippines, introduced by Ed Anderson.

**Guests:** Harry Lincoln, Casa Automotive Group, guest of Barbara Baerg; Battalion Chief Heidi Dinkler of the Kern County Fire Department, guest of our speaker.

**Entertainment Books—2005...see Paul Davis.**

## International Service



**October 8-10, 2004**



Last weekend a group of Van Nuys Rotarians with family, friends and employees gathered in Rosarito Beach, Mexico to put a new roof on the Red Cross building. 4,500 square feet completed in 9 hours, under the direction of Mike Quiroga with materials donated by Larry Sunderlin. Another very successful project to help our friends south of the border. Congratulations to all hands! Well done!

## Announcements

- See HOT DATES on page 4 for upcoming club and community events.
- Ken Benson announced a new project to paint the building in Van Nuys occupied by Tierra del Sol's program for developmentally disabled clients. This is a much needed project that has been approved by our board of directors. Paint, painting equipment and labor are essential elements that we need to bring this project to a successful conclusion before Thanksgiving. Contact Ken indicating resources that you can provide for this project.
- Ken also asked that Rotarians bring in some of their old neckties to donate to youngsters at Robert Fulton Middle School where they have a project to give students a sense of pride through learning to dress in a grownup manner.
- Emily Golamco announced a project of the Valley Interfaith Council — the Crab Walk — a fundraiser to fight hunger in the world. See President Carlos.

## The Spotlight's On...

### PAUL DAVIS



When Paul Davis graduated from USC with a degree in business, he thought he was going to be an accountant. He joined Montgomery Wards as a management trainee but later realized that the retail industry was not a good fit for him. "It became obvious to me," he says, "that retail was not a career path that was attractive to me."

Paul took a thoughtful, methodical approach to finding his next career. He worked with the USC Career Counseling Center and read the career discovery classic, "What Color is Your Parachute?" Everything he learned kept pointing him toward to a career in insurance, he recalls.

After considerable research and interviews with insurance professionals, Paul became a career agent with Connecticut Mutual Life in 1984, focusing on life and disability insurance. When the disability insurance market tightened up in the late 1980s, however, he decided the time had come to leave. "We came to a mutual agreement," he says. "Connecticut Mutual Life let me take my clients with me and continue to collect my commissions, which helped me make the transition to becoming an independent insurance broker. I was lucky," he adds.

Today, Paul is a partner in Paul Davis & Alberta Bellisario Insurance Services and focuses on health insurance for individuals and small group clients – primarily businesses with 15 or fewer employees. He has been successful, he believes, because he hasn't found too many other agents who specialize in and understand the breadth of

the market he targets. He and his staff also offer value-added service, including processing claims and handling problems that arise for his small group clients. "I'm in the minority in offering service," he explains.

A general concern for the insurance industry today, Paul says, is that not enough agents are attracted to the business. "Selling insurance doesn't have a prestigious reputation and it's difficult to get a career off the ground. You have to have other resources to live on while you are building a base," he adds. One solution under consideration is to sell insurance online – an option he opposes. "Insurance has far too many nuances for the average consumer to compare side-by-side and buy on the Internet like a commodity."

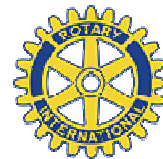
**"Insurance has far too many nuances...to buy on the Internet like a commodity."**

A lifelong resident of the San Fernando Valley, Paul joined the Van Nuys Rotary Club in 1986 at the invitation of Guy Mangia, a friend since 10<sup>th</sup> grade at Poly High in Sun Valley. Paul served the club as president in 1995-96 and was also involved in several other volunteer organizations in the community. He's disengaging himself somewhat now, he says, because he was *too* involved and his business would occasionally suffer.

Paul wants more time for a personal life, as well. He plans to get back into tennis and take ballroom dancing and salsa lessons, too. His number one hobby, though is golf – a sport he's enjoyed for 25 years. For the last eight years, he's been approaching the game more seriously, he says. "When I turned 40, I invested money in golf clubs and began playing much more often. It's a great social sport," he adds. "And in the business world, if you're a really good golfer, other golfers invite you to play with them."

**"Laughter is the shortest distance between two people."**

Victor Borge



# "Service Above Self"

## Rotary Club of Van Nuys

### Upcoming Programs

- October 20 Pest Control — Jim Wiseman, Deputy Commissioner, L.A. County Agricultural Pest Control. With fruit flies and West Nile Virus, this is a biting topic you won't want to miss.
- October 27 Election Issues — Assembly member for the 40th District Lloyd Levine will give us his perspective of the elections, the propositions and the valley. Wow! 18 propositions on the ballot!
- Nov. 3 TBA
- Nov. 10 Harvey Englander — His topic: "Now that the Election dust has settled...like, what now?"

#### BIRTHDAYS

- October 21 Cheryl Stout
- October 28 Larry Feige
- October 30 George Beauchamp
- Nov. 2 Diane Eaton
- Nov. 5 Carlos Rivera
- Nov. 5 Mary McDannel

#### HOT DATES

- October 19 Farewell party for **Joe Chu**—4:30 to 6 p.m. at Sam's Café at New Horizons
- October 19 "Tip A Cop" - Lulu's, 11 a.m. to 8 p.m.
- October 22 Dinner/Theater: "Late Night Catechism II — The Sequel" El Portal Theater, North Hollywood. Dinner at Eclectic Café—Lankershim & Magnolia, 6 p.m.
- October 26 Ross' Wedding Anniversary
- Nov. 2 Corona's Wedding Anniversary
- Nov. 13 District Leadership Meeting — 8 a.m. at Sam's Cafe

We're on the web! [vannuysrotary.org](http://vannuysrotary.org)

### Rotarygram Staff

**Publisher:** Guy Mangia 818.785.0750  
Optimumdentistry@aol.com

**Editor:** Don Reinken 818.363.8355  
don@reinken.com

**Reporters:** Guy Mangia, Barbara Baerg,  
Larry Winnick, Don Fetherolf

**Photographers:** John Alexander, Paul  
Davis, Pete Satuloff