



2019 - 2020 Board Members

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HOW I GOT WHERE I'M AT Rex Reynolds and Robert Salmon

A mischievous juvenile who mended his ways -- Rex Reynolds -- and a former furniture executive who owns a third party collection agency -- Robert Salmon -- told "How I Got Where I'm At" for Charlotte Rotary's first virtual meeting.



Rex Reynolds, owner of Prosper Holdings, LLC, shared how his Los Angeles teen years of petty delinquency and scholastic neglect were a sharp contrast to his family's history of prominence in America's heartland. The family once owned a stagecoach line in Dodge City and his mother had been provost at Ohio State University. But while his mother ran the California State University system, Reynolds skipped high school classes to watch horseraces and drove with buddies to Las Vegas.

He barely got into Fresno State University, and then transferred to Binghamton University where the cold, dank climate of Upstate New York convinced him to take life seriously. By graduation he had become a near-excellent student.

He forged a banking career and earned an MBA at Indiana University, where he met wife Courtney. He moved on to PricewaterhouseCoopers, which was acquired by IBM. As an IBM vice president, he eventually headed a worldwide team of more than 400 market intelligence professionals.

Meanwhile, he and Courtney produced two daughters.

Reynolds resigned from IBM five years ago to move his family to Charlotte, largely because the airport made it easy to support his mother living in Key West. He started Prosper Holdings, named in remembrance of his great-grandfather who owned a store and mill in Prosper, TX, a suburb of Dallas. With help from a Charlotte surgeon, Prosper Holdings is a growing medical real estate investment firm. Reynolds joined Rotary to honor his deceased father, a 50-year Rotarian in the upper midwest.

Reynolds offered two life lessons. First, like him, youngsters who act out can and do turn things around. They just need a bit of trust and time. Second, the key to business success -- to him, at least -- was total dedication to a positive outcome.

"It took 45 years," he said, "but I'm blessed to have found this place and point in my life. My only remaining gap is trying to ease the burden for others not as blessed as me."



Robert Salmon is a Charlotte native, as is wife Janice. They have three children, two in college and one in high school. Salmon attended Auburn University where his dad played football and his grandfather was a professor.

After a "horrible" attempt at being a stock broker, he tried furniture sales. He delivered a presentation featuring him dressed as Elvis and banging on a Krispy Kreme door to dramatize persistence in landing a new account. It got him a position in Dallas managing a central US sales team.

Success at furniture sales to government entities and then in Louisiana's recovery from Hurricane Katrina brought a leadership position in northern New York for upscale office furniture firm Gunlocke. His team supplied the White House Oval Office, parts of the US House and Senate, and the United Nations.

When his brother-in-law Robert Brown contracted cancer, Salmon returned to Charlotte and worked a deal to take over George Brown Associates, Inc., a third-party collections firm named for Robert Brown's father.

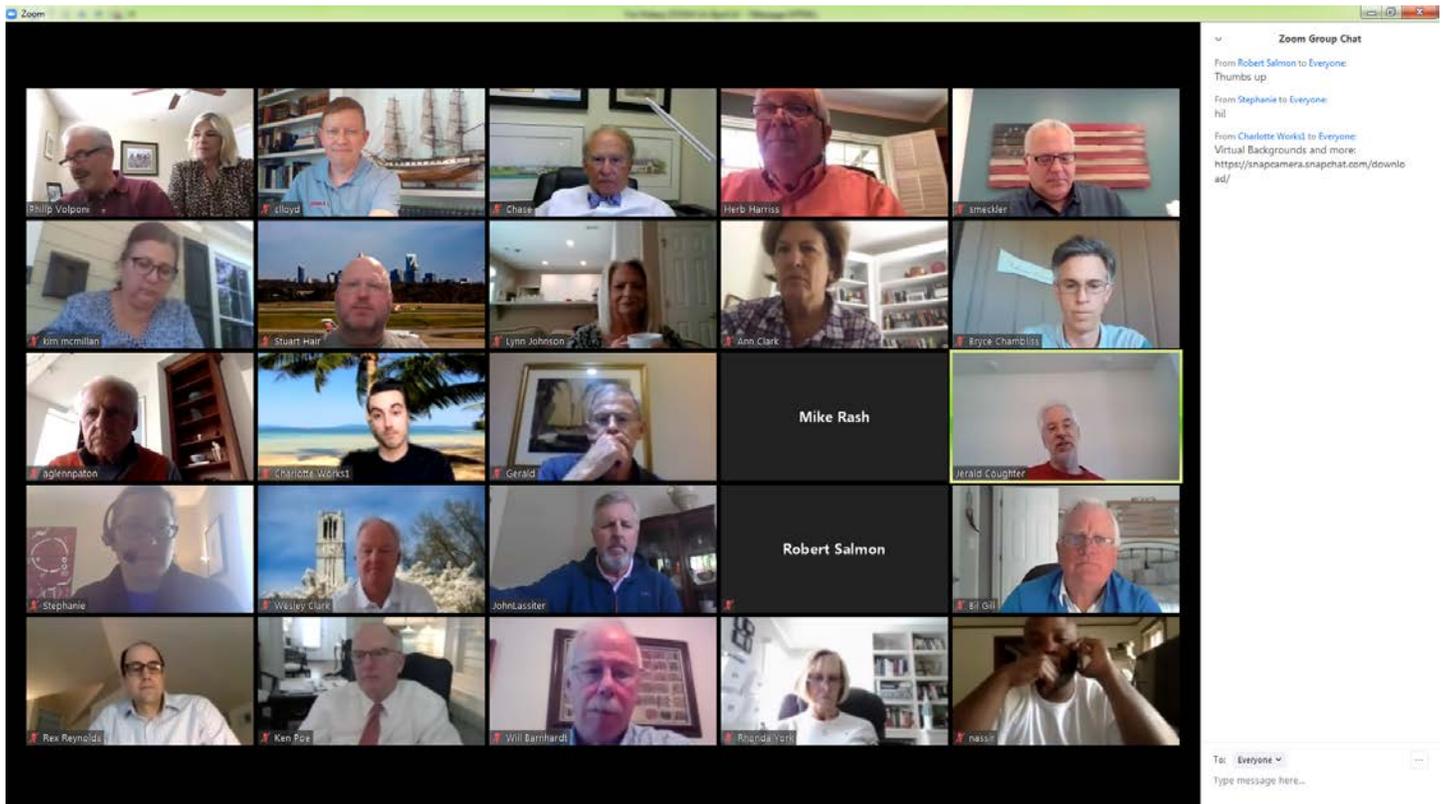
"Legitimate third party debt collectors aren't the bad guys," Salmon said. "We put a lot of revenue back into the economy. We bring in over \$67 billion a year to creditors."

In the Covid-19 crisis, George Brown Associates is helping people reduce or pause payments, he said. The North Carolina Department of Insurance has adopted essentially the same practices.

He recognizes coronavirus workforce challenges, such as maintaining professionalism and productivity while working from home and avoiding pitfalls of isolation. Another is finding alternatives for driving sales.

But Salmon believes Americans will conquer Covid-19 challenges using tenets Clint Eastwood delivered in "Heartbreak Ridge." These are "adapt, overcome and improvise."

By Elly Clary



CLUB NEWS

Rotary International link to covid-19: <http://on.rotary.org/covid-19>

STAYING IN TOUCH with our Rotary members is important. Please take a minute to check on your friends, report funny stories and updates back to me to share with everyone so we can see who is doing what. The Reporter can be used to share what your company is doing to get through the pandemic, what your family is doing, send me your How I Got Where I'm At....anything to keep our members in the know.

KANDI DEITEMEYER: Rotary friends and family send love and prayers to [Kandi Deitemeyer](#) and family during a difficult time. Kandi's father, Thomas Westmoreland passed away April 9. Private services will be in Seagrove, NC

JIM HINTZ: I am writing this while sitting at the US Embassy in Lima, having arrived here (with my daughter Carol and my son-in-law John) at 6:00 on Monday morning (6 Apr), after a 16-hour bus ride from Arequipa. We are in the midst of being repatriated back to the States in the face of the COVID-19 pandemic. From here we'll go to the military base at the Lima airport and board a flight leaving for Washington Dulles this afternoon. We'll get to Dulles late at night, get a motel for the night, and the next day I'll fly on to Charlotte, arriving at 2:00 in the afternoon, very close to 48 hours after we left Arequipa.

Going from Peru to the States because of the virus sounds a lot like jumping out of the frying pan and into the fire, since Peru has instituted stronger measures to stop the spread of virus than has the US, and they also instituted them earlier. However, even though contracting the virus is more likely in the US than in Peru, if that happens to me, the health care system in the States is far superior to that in Peru, which has to be a concern to a youngster (78) like me. Whenever I've been asked in the past, where would I go if I had a serious health issue while in Peru, my answer has always been, "To the airport!" And that's just what I'm doing.

It's very sad for me to have to leave Peru, where I have so many loved ones, and where God has given me "my people" to serve. But with all the restrictions placed on me there, I was unable to do a single thing for them that I couldn't do equally well, or even better, from the States. And in addition, taking the decision I just have may well turn out to be the reason that I'll live to fight, and serve, another day.

NEW GEN PEACE BUILDERS: PDG Tom Smith and Charlotte Rotarian [Patricia Shafer](#) look forward to the day we can get together In-person to thank all of you for your support of the NewGen Peace Builders 2020 program. The program completed the necessary physical presence portion of the program prior to the shutdown and is continuing in a virtual format and will finish with a YOUnited Day of Celebration on May 16 in a virtual format. Patricia Shafer will send out invitations for the event.

This year's program has proven to be a success despite the obstacles placed in its way. This year's cohort has students from Mecklenburg, Gaston and Union county in attendance along with a number of Rotarian and non-Rotarian mentor volunteers. [Rotary Club of Charlotte](#) supported this Rotary program with a donation of \$1500.

TONY MARCIANO: The success of Community Matters Café has been put on hold as the government has closed the dining room of all restaurants. Now we are under Shelter in Place. Yet we still have students in the Café program who, having completed Rebound and Dove's Nest, want to learn life skills they desperately need to thrive in society. [The Rotary Club of Charlotte](#) has donated \$425 to cover Dove's Nest residents. If any of you would like to help cover the \$525 needed to make a difference for Rebound residents, please reach out to Tony (Tony.marciano@charlotterescuemission.org).

GREG REAGAN: We continue to navigate through uncharted territory from the coronavirus pandemic, now with an eye on business restoration and economic recovery plans. This disruption has introduced a new set of valuation risks and uncertainties that will significantly impact business valuations as we enter this transition.

In consideration of these changes, I was recently invited to partner with the National Association of Certified Valuators and Analysts (NACVA) and the Consultant's Training Institute (CTI) to identify post-COVID-19 considerations and provide guidance on how to address coming changes.

A complimentary webinar series will be provided throughout the month of April to anyone interested in this topic. Participation will also qualify attendees for one hour of Continuing Education Credit. You may submit specific questions in advance if you would like the panel to address.

Our first webinar begins **WEDNESDAY APRIL 15 at 2pm EST (1pm CST)**. You can register for this session and all subsequent events below. Follow-up webinars will be held April 22, April 27, and April 29 at the same time. [REGISTER HERE](#)

CHASE SAUNDERS: Good Fellows Club Members would like to provide volunteers to help process families in a safe environment using a Turbo Tax-like tool. If you would like to learn more about how to volunteer, please send an email to goodfellowsclub@gmail.com. Additional details will be provided to those that express an interest.

CYNTHIA MARSHALL: Update on vegetables donated from the aquaponics program at Myers Park and Garinger High Schools: https://www.wbtv.com/2020/04/01/student-grown-vegetables-donated-local-organization-help-with-coronavirus/?fbclid=IwAR1_dG2GYJ4BdRRFL5YOQW94b7_fcJmREOyezCKU02IPO3PnSCPrYqzVgsE

COLLEEN BRANNAN: Next week is DO GOOD Week, SHARE Charlotte's annual spring community-wide giving campaign celebrating National Volunteer Week. Choose a way to do good from hundreds of #SHAREfromHome virtual volunteering options at www.DoGoodWeekCLT.org

The Annual JDRF Walk on April 25 has gone virtual this year so no need to show up at Carowinds at 8am!. Colleen Brannan's son, Nick, a high school senior and Founder of the Providence Day Interact Club, was diagnosed with type 1 diabetes at age 5 and has participated in the Walk ever since. To read Nick's story or donate to his team, "Diabuddies" [click here](#). All funds raised go to research for finding a cure. Maybe this can be your Do Good Week activity!

JASON OTTE: Jason opened Instant Imprints, 800 Clanton Road, in March with a grand opening planned for May/June (Branded Apparel, Signs, Banners, Window and Vehicle Graphics, Custom T-Shirts, Promotional Products and Print Services). He has set up a link (<http://rotary.perkhub.com/offers/10361-instant-imprints-charlotte>) on the Rotary Global Rewards Site and he is offering a 5% discount to anyone identifying as a Rotarian, and the discount is matched with a donation to The Rotary Foundation. The Rotary Global Rewards program offers Rotary and Rotaract club members discounts on products and services for travel, entertainment, and merchandise.

TERRI DEBOO: Rotary Club of Charlotte and the American Red Cross BLOOD DRIVE @ SMS Catering (1764 Norland Road). May 19, 2020. 10:00am – 3:00pm.

To make an appointment, please go online to redcrossblood.org and enter keyword "UptownRotary"

Celebrate 77 years of the Rotary Club of Charlotte commitment to help meet the need for blood in the community. All presenting donors will be provided with a free takeout BBQ meal with drink. You may also purchase additional meals for \$10.

MEMBERSHIP

07/01/2019 276 *New Members:*
04/14/2020 268
Net Increase -8 *Resignations:* Larry Broome

CELEBRATIONS

BIRTHDAYS (04/22/2020 – 04/28/2020)

04/22 J.T. Simpson, Reggie Johnson
04/25 Mary Grace Lostetter, Catherine Horne
04/26 Ronnie Pruett, Biff Virkler
04/27 Rex Welton
04/28 Graham Wilson

WEDDING ANNIVERSARIES (04/22/2020 – 04/28/2020)

04/22 Janice & Robert Salmon
04/24 Dianne & Jesse Hite; Courtney & Fernando Ycaza
04/26 Linda & Rudy Rudisill
04/27 Karen & Rob Calder; Claire & Tom Blocker

ROTARY ANNIVERSARIES (04/22/2020 – 04/28/2020)

06 years – Patricia Shafer
08 years – Boyd Coggins