



THIS WEEK'S PROGRAM

July 7, 2026

2026-2027 Board Members

President Bill Bartee

Pres Elect Bill Gill

Past Pres Patrick Baker

Secretary Catherine Bracey

Treasurer Craig Field

Exec Dir Christine Cipriano

Directors 2025-2027

Karen Calder

J Hill

Lori Keeton

Michael Orzech

Robert Shaw

Elizabeth Teagarden

Mike Wollinger

Directors 2026-2028

Will Barnhardt

Trina Fullard

Jesse Hite

Mark Norman



Carlos Evans Chairman & Co-Manager Salem Capital

by **Paul Bartholomy**

The Rotary Club of Charlotte welcomed Carlos Evans, Chairman and Co-Manager of Salem Capital, for an engaging discussion shaped by more than five decades in banking, capital markets, and business leadership. Evans has served in senior roles with several of the nation's leading financial institutions and has advised thousands of entrepreneurs throughout his career.

Evans described entrepreneurs as a rare and courageous group willing to accept risk, confront obstacles, and place their own resources behind an idea. He also noted that successful entrepreneurs are exceptionally skilled at reading and understanding people—an essential ability when working with employees, customers, vendors, and financial partners. While access to capital is critical, Evans emphasized that successful relationships between business owners and bankers ultimately depend upon something even more valuable: trust. By understanding their customers and remaining committed during challenging times, bankers can become true partners in helping businesses grow and create jobs.

Drawing a meaningful connection to Rotary's Four-Way Test, Evans shared the principles that have guided his life and career: tell the truth, pursue agreements that are fair to everyone involved, and continually seek outcomes that benefit all parties. When practiced consistently, he explained, these habits become part of a leader's character—and the ability to inspire trust can become one's greatest asset.

Evans also expressed great confidence in Charlotte and the Carolinas, pointing to the region's increasingly diverse economy, continued population growth, and expanding entrepreneurial community. His message offered an encouraging

reminder that strong businesses and thriving communities are built through trusted relationships, thoughtful leadership, and a genuine desire to help others succeed.

A recording of the meeting can be found here:

With Slides: <https://vimeo.com/1209316014?fl=pl&fe=sh>

Without Slides: <https://vimeo.com/1209316968?fl=pl&fe=sh>

The introduction for Carlos be 28 minutes and 40 seconds.