



Far West Presidents-Elect
Learning Seminar

WELCOME!

Increase Our Impact

March 6, 2026

Glen Eaton & Sarah La Torra

A leader...is like a shepherd. He stays behind the flock, letting the most nimble go out ahead, whereupon the others follow, not realizing that all along they are being directed from behind.

Nelson Mandela



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MEET & GREET

Stand up and find someone you have not met before today.

Introduce yourself briefly
(name, club, new AG/repeat AG)

Repeat with another classmate



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AGENDA

- Group Norms & Expectations
- Brief overview of the Rotary Action Plan
- Assistant Governor – Job Duties
 - Supporting the District Governor
 - Supporting Club Presidents
- Increase Our Impact (as Assistant Governors)
- Communication & Reflective Listening
- Rose, Bud, Thorn





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Group Norms & Expectations

Overview of the Rotary Action Plan



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The **ROTARY ACTION PLAN**

THE ACTION PLAN



Informed by:

- Members
- Participants
- Partners



To help address:

- Critical issues
- Key opportunities



For use by:

- Members
- Clubs
- Districts
- Rotary International



HOW WE GOT HERE:

We grounded our decisions in **data**; gathering input from current and former **Rotarians**, **Rotaractors**, **alumni**, other **program participants**, **partners** and **staff**.





OUR VISION STATEMENT



OUR VISION STATEMENT

TOGETHER WE SEE A WORLD WHERE
PEOPLE UNITE AND TAKE ACTION TO
CREATE LASTING
CHANGE ACROSS THE GLOBE,
IN OUR COMMUNITIES, AND IN OURSELVES.



INCREASE OUR IMPACT

Define, measure, track, and analyze data to measure our outcomes, improve project quality, and create lasting change.

Objectives:

- Eradicate Polio and leverage the legacy
- Focus our programs and offerings
- Improve our ability to achieve and measure impact



INCREASE OUR IMPACT

Why Impact?

Current and potential partners, participants, and donors want to trust in the stewardship of the organizations they join, support, and engage with. By showing proof of the impact we make, participants can be assured their donations and volunteer time are well spent.



INCREASE OUR IMPACT

In pairs, discuss how you can help “Increase our Impact” in the role of AG.



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Three Year Rolling Goals

Why goals?

“Goals are the links in the chain that connect activity to accomplishment” - Zig Ziglar

“Setting goals is the first step in turning the invisible into the visible” - Tony Robbins



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Three Year Rolling Goals (continued)

- To set goals, we must examine our baseline data: membership, attrition, fundraising and participation
- To set goals, we must act together with agreement and combined effort
- To reach goals, we must regularly evaluation our progress correcting deficiencies and celebrating successes
- Working with your DG “Chain”, you can assure a steady course, reliably moving toward agreed goals in a determined fashion
- Regular data gathering, examination of effectiveness, and where necessary, adjustment of goals assures we are staying on track.



Assistant Governors Job Duties (Part I)

Supporting the District Governor

- DG Visit to Club
- Provide DG with timely updates
- Promote attendance at District Events
- Represent the District at key events
- Ensure clubs update officers/membership and pay dues on time
- Supporting Rotary Action Plan



Assistant Governors Job Duties (Part II)

Supporting Club Presidents

- Support at PELS
- Training & Resources
- Attend Club Meetings
- Encourage recognition/award opportunities
- Rotary Club Central
- Membership and Engagement
- District Communication
- Mentorship



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Communication

The exchange of ideas and
thoughts between individuals

...through speech, writing or action

...to reach common understanding

...toward mutual goals



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Your Roles as Assistant Governors

- Engage your presidents
- Support them
- Don't give advice (unless requested)



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Can Giving Advice Backfire?

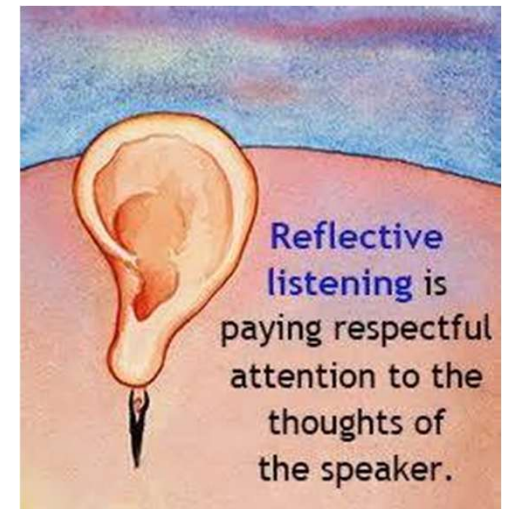


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Reflective Listening

A **communication strategy** involving two key steps:

- **seeking** to understand a speaker's idea, then
- **offering** the idea back to the speaker to confirm the idea has been understood correctly



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Reflective Listening

Two methods to use:

- **Simple** - Repeat or rephrase
- **Complex** – Reflections of meaning and feeling

Reflective Listening affirms to the speaker that they are being:

Heard, Seen, Understood



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The Art of Reflective Listening

Brainstorm keys to effective Reflective Listening



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The Art of Reflective Listening

- Presence - Undivided attention
- Patience
- Eyes, ears, and heart - use all senses
- Acceptance and non-judgment
- No interruptions
- Silence - Inside and Out
- Curiosity
- Encouragers
- Reflections and Summaries



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Practice Reflective Listening in Groups of 3

- Speaker: Shares a story
- Listener: Actively listens to story, reflects back to speaker and asks questions
- Observer: Watch interaction, positive feedback provide feedback

Power of Reflective Listening

No Advice

Open-Ended Questions

Use Affirmation

What are your ideas for your
Rotary term as AG? How do
you plan to lead?



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Reflection

What did you learn?

What impacted you?

Any challenges?

Any surprises?



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Rose Bud Thorn



QUESTIONS



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Time for Networking

Please complete your evaluation



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Thank You



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