

Wing Wisdom

Inside this issue:

Thank You	2
Remembering Names	3
By The Book	4
The GWRRA Way	5
Leadership Traits	5
Unstoppable People	6
International LTD Staff	6



Words From The International Directors

The “granddaddy” of all rallies will soon be here – I am referring to Wing Ding XXVI in Grapevine, TX held on July 4-8, 2004. This is the biggest event that many GWRRA Members look forward to each year, and for good reason. There will be lots of friends to visit with, numerous learning opportunities through our seminars, and a great variety of vendors available to provide items to purchase and/or repairs for our bikes.

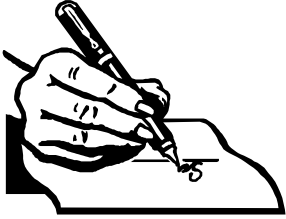


If you are going to be at Wing Ding this year, please consider spending some time “working” at the Leadership Division Training booth, and encourage other Trainers to do the same. You would need to provide answers about the programs and seminars available, and to direct Members to seminar room locations that are available during Wing Ding. The times you would be needed are very flexible, but a few hours helping out during either the morning or afternoon would be very appreciated. We will have a sign-up sheet at the booth, and would be Monday through Thursday July 5-8.

There will be a **meeting for all Trainers** held on Thursday July 8, from 10:30 am until noon, in Texas Breakout Room #5. The first part of the meeting will be for recognition and presentation of the Leadership Training awards, followed by a short session of updates regarding Leadership Training materials, and the last part of the meeting will be used for a general discussion and sharing of positive ideas between Trainers. We would like for all Trainers present at Wing Ding to attend this meeting.

Effective leaders are always on the lookout for good people. I think each of us carries around a mental list of what kind of people we would like to have as our successors. Think about it. Since we are constantly needing new people and new successors for our leadership positions, do you know who you’re looking for right now? What qualities do these people possess? Stop right now, take a moment, and make a list of the qualities you’d like to see in the people on your team.

Got your list made? Now, what will determine whether the people you want are the people you get, and whether they will possess the qualities you desire? You may be surprised by the answer. Believe it or not, who you get is not determined by what you



*"Written goals have a way of transforming wishes into wants; can'ts into cans; dreams into plans; and plans into reality.
- Dan Zadra*

Words From The International Directors *(continued)*

Go back to the list you just made, and next to each characteristic you identified, check to see if you possess that quality. In most situations, you draw people to you who possess the same qualities you do. Who you are is who you attract.

Of course, it is possible for a leader to go out and recruit people unlike himself. In fact, good leaders know that one secret to success is to have a staff of people that will make up for their own weaknesses. That way, they can focus and function in their areas of strength while others take care of the important matters that would otherwise be neglected. But it's crucial to recognize that people who are different will not naturally be attracted to you. Leaders draw people who are like themselves.

Maybe you've started thinking about the people that you have attracted in our organization. You might think to yourself that there are many differences from you. Of course there are. But the people who are drawn to you probably have more similarities than differences, especially in a few key areas such as: attitude, values, life experiences, and leadership ability.

How do the people you are currently attracting look to you? Are they the strong, capable leaders you desire? Or could they be better – if they need some new techniques, that is what we are here to help with. Remember that quality does not ultimately depend on what you consider to be the quality of the applicant. The person you attract depends on you, and then we can enhance and improve their leadership ability. So, look for quality people that you can train to become the successor for your office someday in the future.

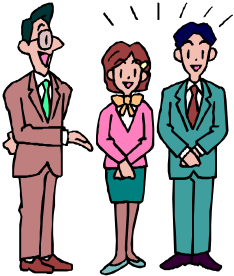
Remember to *"Promote the Experience - Share the Excitement"*.

Steve and Carolyn Cotton
International Directors – LTD

Thank You!

On special occasions and throughout the year, it is important to consider those who have served or are currently serving their country in various capacities. There are many people that put their lives on the line to protect our quality of life and personal freedoms each day. Thank you for your dedicated service and sacrifices!





Remembering Names

Deep within your brain, a section called the hippocampus acts as a gatekeeper. It sorts memories and decides whether data is significant enough to pass into long-term memory. Important memories are filed away in the cerebral cortex, the outer layer of the brain where a vine-like maze of billions of nerve cells communicate via electrical and chemical impulses to retain information. Less important thoughts (such as tasks you have to do today, but will likely never think of again) are filed into short-term memory, used, and then discarded. Researchers believe that sometimes memories fail because the information isn't filed properly. Sometimes the breakdown comes when you try to retrieve the memory. Like many other things in life, improving your memory skills takes practice.

In the *Memory Book*, Harry Lorayne and his team offer some informative tips to help remember people's names. A couple of their points are expanded below for your pondering:

1. Face and Name Association

Examine a person's face discretely when you are introduced. Try to find a unique or unusual feature – ears, hairline, forehead, eyebrows, eyes, nose, mouth, chin, complexion, etc. Create an association between that characteristic, the face, and the name in your mind. The association may be to link the person with someone else you know with the same name. Perhaps you will link that person to an image of the motorcycle they ride. You may even associate a rhyme or image with a name. For instance, one way to remember Guy Drake may be to think of a “male duck.”

2. Repetition

When you are introduced, ask the person to repeat their name or repeat what you heard to ensure accuracy. (“Nice to meet you, _____” is always a great way to start.) Use that person's name throughout the conversation without overdoing it. If the name is unusual, ask how it is spelled or where it comes from. Exchange business or calling cards if appropriate. The more often you hear and see the name, the more likely it is to sink in. The more links and associations you discover, the easier that “file” of information will be to retrieve from your memory when needed. You can even make notes on their card so you can look up those important details later!

Some of the Dale Carnegie programs teach a “conversation stack” to help you visualize and link information as you get to know someone. For example, you could visualize that person or couple on their motorcycle. The motorcycle is pulling a trailer. Inside that trailer are objects that help you remember something about the person's city of residence, chapter, career, family, hobbies, etc. As you learn more about the person, you can keep stacking objects in their trailer so you can visualize the various aspects of your conversation. The more you learn, the more associations you can make with your own interests, common people connections, etc. to help catalog that information in your brain even more effectively.

These methods for remembering names are fairly simple and obvious, but are extremely important considering the volume of the information being processed through your brain (knowingly and unknowingly) every day. Be patient and practice often!

Amy Peterson
Region E Trainer

“The time that gets wasted is the time you don't spend in each moment, experiencing and appreciating it for what it is.”

- Barbara de Angelis



*“Seek the lofty by
reading, hearing and
seeing great work
at some moment
every day.
- Thornton Wilder*

By The Book

This month we will review the “basics”, the Ideals and Purpose of GWRRA. A review of these subjects touch on the guiding principles and foundation of our association. This subject should be our guiding light as we enjoy our association.

From the *Officers Guide Book*:

THE IDEALS OF OUR ASSOCIATION

The most important ingredient for a successful Association is the Member. Where do we find them and how do we make these people interested enough to become one of us? Before anyone can be successful in “selling” GWRRA, they must first sit for a moment and determine the reason they joined. Each of us had our own reasons, but a primary reason to join is to support the ideals of GWRRA. Let’s take a closer look at these ideals:

- **PROMOTE SAFETY** - This will help us continue to enjoy our hobby. We can also enjoy the fact that we are doing something to protect others by teaching them safe riding practices. We are saving lives!
- **PROMOTE FRIENDSHIP** - Among ALL of the biking public. What better way to enjoy our way of life than to make friends and share with them?
- **PROMOTE THE POSITIVE IMAGE OF THE MOTORCYCLE RIDER** - We have come a long way, but we have a long way to go. We must always keep “our best foot forward.”
- **PROMOTE FUN** - This is the glue that holds all our ideals together!
- **PROVIDE A MONEY BACK GUARANTEE** - GWRRA will provide a money back guarantee to any Member that is of the opinion the Association has failed to live up to their expectations.

THE PURPOSES OF OUR ASSOCIATION

1. GWRRA is an International Association of Gold Wing and Valkyrie motorcycle riders.
2. GWRRA is a social organization formed for the pleasure, recreation, safety, exchange of information, coordination of common motorcycle efforts, promotion of camaraderie and friendship of its Members and chapters, without political or religious affiliations or influence.
3. Other purposes include: assisting all motorcyclists in achieving and/or improving public acceptance of motorcyclists; member support of civic, local, police, charity, and government organizations; education of non-motorcycling public concerning motorcycling problems; dissemination of safety information relating to motorcycling and motorcyclists; supporting the Motorcycle Safety Foundation (MSF); being a family oriented organization.
4. Promoting and enlarging the Association’s Membership.
5. To publish and distribute *Wing World* and other media that will inform, entertain, educate and enlighten our Members and Officers.

Harry Dollarhide
Region H Trainer

The GWRRA Way



“GWRRA is not a motorcycle club.”

We’ve all heard it, haven’t we? But just what does it mean? Simply put, it means that our Association and our chapters don’t function in the same organizational and procedural format the “clubs” do. That is, we don’t elect anyone to any position by running candidates against each other and having the membership vote on them. We don’t choose our officers with popularity contests. We don’t impose our wishes on others. We select, not elect. Clubs usually are local in scope. Chapters are national or international and tied to a single organization.

We don’t have long and heated debates, make motions, second motions, call for votes or go into long, detailed reports in our chapter meetings. We don’t need uniforms, people giving us rules to obey, or exorbitant fees or dues. We try not to do any “heavy-breathing.”

In other words, a GWRRA chapter meeting is not presided over by a “president” and conducted according to Roberts Rules of Order or the parliamentary procedure process. That is the format that many “clubs” use in their meetings.

We don’t say that we are better than clubs, we are just different. Some people like the club format of operation. This is all well and good. Those folks should be encouraged to attend and participate where they are the most comfortable. We think when they “try it [our format!], they’ll like it.”

The GWRRA chapter format of operation is more flexible than a club format. A GWRRA chapter is not a “club,” either in its organizational structure or its operational format. It is PART of something bigger than itself.

Ride Safe,

Bob & Carrie Dull

*“It is not fair to ask
of others what you
are unwilling to
do yourself.”*

- Eleanor Roosevelt

Leadership Traits

The following was included in an article titled “Leadership Traits” published in the Fall 1998 edition of the *ASQ CommuniQue* (author not noted). It is an interesting perspective on the topic of attitudes, and may be helpful for future discussion as part of the Problem Solving and/or Leadership modules...

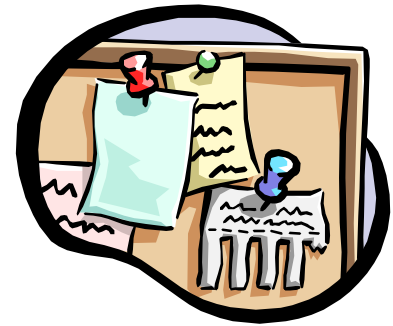
“A positive mental attitude is the single most common trait in all leaders. These people will always be looking for the “how-yes” in everything vs. the “why-not.” When confronted with a problem, they will always concentrate on solving it rather than looking for someone to blame. Most errors and mistakes are seen as learning experiences.”

Seven Characteristics of Unstoppable People

According to Cynthia Kersey's book *Unstoppable*, "No obstacle has been too great for people who possess an unstoppable spirit." This unstoppable spirit is the driving force in our daily lives for positive change and growth. It is often the force that helps us to move beyond personal barriers of self-doubt, negativity, and our own perceived limitations. Even though we experience frustrations and disappointments, it compels us to continue working toward our goals.

The following items are the characteristics Ms. Kersey stated were recurring themes in her research. Unstoppable people:

1. Devote themselves to their true **purpose**
2. Follow their heart's **passion**
3. **Believe** in themselves and their ideas
4. **Prepare** for challenges
5. Ask for help and build a support **team**
6. Seek **creative** solutions
7. **Persevere**, no matter what the challenges



There seems to be a number of similarities between these seven characteristics and qualities of effective leaders. These are definitely "glass half full" people too! How can you put these characteristics to work for you this month...???

International LTD Staff Listing

International Directors: Steve and Carolyn Cotton
918-245-7111
cotton01@swbell.net

Curriculum Specialists: CJ and Bo Karcanes
336-374-6455
karcanes@surry.net

Editor: Amy Peterson
763-783-1851
amysescape@aol.com

