

Rand To Speak At 1 Million Cups

Brian Rand of The Bakery Sioux Falls will be the featured speaker at 1 Million Cups, which meets at the Avera Professional Pavilion in Yankton.

The Bakery is an old building being restored into a coworking area serving students, entrepreneurs, business leaders and creative talents of the Sioux Falls community.

Next week, the meeting will feature Yankton's Bill Conkling about his new invention for hunting.

Center Hosts Mother's Day Tea

The Center, 900 Whiting Drive in Yankton will host a Mother's Day Tea at 2 p.m. Friday, May 8.

For more information on this free event, contact Connie Howes at (605) 665-4685 or oa@thecenteryankton.org/.

Letter Carriers' Food Drive May 9

On May 9, the Yankton letter carriers will be participating, in a nationwide, one-day food drive. Last year NALC branches collected more than 72 million pounds of food.

The need for food donations is great. Currently, 49 million Americans — 1 in 6 — are unsure where their next meal is coming from. Children in these households feel hunger's impact on their overall health and ability to perform in school. Nearly 5 million seniors over age 60 must deal with hunger as well with many who live on fixed incomes often too embarrassed to ask for help.

The food drive's timing is pivotal as well. Food banks and pantries often receive the majority of their donations during the Thanksgiving and Christmas holiday seasons. By springtime, many pantries are depleted, entering the summer low on supplies. City and rural postal customers in Yankton, Mission Hill, Gayville and Utica are asked to place the nonperishable food donations by their mailbox in the morning. The letter carrier or a volunteer will pick it up. Donations can also be brought to the post office lobby. Non-food items such as laundry soap, diapers, paper products, etc. will also be accepted.

Mount Marty To Host Camp Invention

Led by local educators, the weeklong Camp Invention experience immerses elementary children in hands-on activities that reinvent summer fun.

This summer, your child can seek innovative solutions to real-world problems during the Camp Invention program at Mount Marty College in Yankton. The program will be held July 27-31 from 9:00am to 3:30pm each day, and is for students entering grades 1-6.

Camp Invention's fun, hands-on activities will include: designing a small, motor-powered vehicle, receiving personalized challenges from National Inventors Hall of Fame Inductees, inventing bionic gadgets while journeying to acquire superhuman senses and using tools to upcycle electronics and build an epic, insect-themed pinball machine.

This nationally-acclaimed STEM (Science, Technology, Engineering, Math) enrichment program is offered by Mount Marty College in collaboration with the non-profit Invent Now. The Camp Invention program will be presented by local teachers and directed by Dr. Tamara Pease, Mount Marty College assistant professor of chemistry.

Throughout the week, children work in teams to solve real-world challenges. Some activities include:

- Explore the science behind the five senses to design a bionic ear, eye and hand
- Experiment with circuits and gears
- With inspiration from famous inventors, create your own invention
- Build a motorized "morphing" vehicle to take home!
- Design an epic, insect-themed pinball machine

Register before May 13 and use promo code SPRING for a \$15 discount.

For more information, go to www.campinvention.org or call 800-968-4332. Sibling discounts are available, see website for details or contact Dr. Tamara Pease at tamara.pease@mtmc.edu or 605-668-1530 for questions.

Open House On Wynot Project May 12

WYNOT, Neb. — The Nebraska Department of Roads will hold an Information Open House May 12 regarding the proposed improvement of Nebraska Highway 12 (N-12), St. Helena Spur (S-14H) and Wynot Spur (S-14B) in Cedar County, known as Wynot East and West. The open house will be held from 4-6 p.m. at the Wynot Village Office, 423 St. James Avenue, in Wynot.

The proposed project involves approximately 9.68 miles of N-12, 5.37 miles of S-14H, and 0.27 miles of S-14B. The project would consist of milling (a process of grinding a specified depth from the existing roadway surface) and resurfacing with asphalt, removing and replacing guardrail, extending culverts and shoulder work.

The project would also repair two bridges along S-14H: one over Second Bow Creek and one over its tributary. In addition to the bridge repairs, two bridges along N-12 would be replaced.

Personnel from the Department of Roads will be available to answer questions, receive comments, and discuss any aspect of the proposed highway improvement project. Information regarding the project will be available after the meeting on the NDOR website at www.roads.nebraska.gov/projects/ by clicking on the "Wynot East & West" link. Interested persons unable to attend the meeting may post questions and/or comments on NDOR's MindMixer website at http://neroads.mindmixer.com.

Motivational Speaker Plants The 'Leadership Seed'

Aaker Gets His Local Audiences Ready For Summer Tourism Season

BY JORDYNNE HART
jordynne.hart@yankton.net

Audiences were officially deputized with the "leadership seed" Monday during the customer service training workshops sponsored by the Yankton Convention and Visitors Bureau (CVB), Yankton Chamber of Commerce, Yankton Interchange, Kelly Inn and the South Dakota Department of Tourism.

David Aaker is a nationally recognized motivational speaker and trainer of customer service, leadership and communication that was recently named "Among America's Best Speakers" by Sky radio on American Airlines and was featured on 42,000 worldwide flights in May of 2009.

According to Yankton CVB director Stephanie Moser, Aaker's workshops were perfectly timed.

"We are starting to hit our tourism season and the world archery tournament is coming soon," she said. "There is a lot of things to be excited for."

During his "Leadership For Business Success" luncheon and keynote address, Aaker said that one of the most inspirational speeches on leadership he has ever heard was by Rudy Giuliani.

Giuliani was mayor of New York City during the terrorist attack against the World Trade Center tower. In 2001, he coordinated the response of various city departments while organizing the support of state and federal authorities for the World Trade Center site, for city-wide anti-terrorist measures and for restoration of destroyed infrastructure.

Aaker said that Giuliani had eight points in his speech about the value of the leadership that really stood out.

1.) Strong beliefs: If you have strong beliefs in your company, your product, your reputation, your brand — don't whisper it, Aaker said.

"Sometimes you need to just get on the rooftop and start shouting who we are, what we are, why we are doing it," he said. "Like tourism in Yankton. In Yankton, there is such a huge revenue stream. It is such a big, large spoke of the wheel and it gives strong beliefs in your community and your position in your job. Share that."

2.) Courage: Rudy Giuliani



KELLY HERTZ/P&D

David Aaker, a nationally recognized motivational speaker and trainer of customer service, leadership and communication, spoke to Yankton audiences at a customer service workshop Monday. The event was sponsored by the Yankton Convention and Visitors Bureau, Yankton Chamber of Commerce, Yankton Interchange, Kelly Inn and the South Dakota Department of Tourism.

described courage as the management of fear, Aaker said.

"Imagine him saying that just months after 9/11," he said. "Can you imagine his emotions and leadership skills put to the test after 9/11? I bet it would just overwhelm your senses to stop and think about that!" Aaker said courage is also needed when making a change in a business.

"There are so many people that want to keep things the same because they are afraid," he said. "But if change doesn't occur, we don't grow. Change is growth."

Aaker encouraged the Yankton audience to take a risk at the next staff meeting.

3.) Optimism: Aaker said that he was surprised to hear Giuliani talk about optimism after such a catastrophic tragedy.

"Leadership is displayed at peaks, but defined in the valleys," he said. "When things are not going right, that is where leadership is exposed. Character is not built in a crisis. It is only exhibited."

4.) Relentless Preparation: According to Aaker, things don't happen without people. "Yankton has a huge archery tournament that it coming up," he said. "That is going to take relentless preparation."

Aaker said that we all need each other, whether we realize it or not.

"You just don't unlock the door of a large hotel like this," he said. "Without relent-

less preparation, this lunch wouldn't have been served. Without relentless preparation, there would be no world archery tournament here. It's all dominoes."

5.) Teamwork: Giuliani said there was no way that New York City could have accomplished most of what it did in that short period of time after 9/11 without teamwork.

"The need was so great to get back up at that time," Aaker said. "Everyone was so emotional and all over the place that teamwork was so critical."

Aaker said everybody is a leader.

"No matter where you are at in a company or in life, people will bring you problems," Aaker said. "They wouldn't do that if you weren't a leader."

6.) Communication: Aaker said this is the most important point he took away from Giuliani's speech.

Aaker said he learned a great lesson about communication when he moved to Palm Springs after serving the Palmdale, California, Chamber for 10 years to work for the California Chamber of Commerce as CEO/ President.

"When I got there, they said, 'By the way, David, we are \$42,000 in debt and payroll is coming up here real quick for the employees. Does that bother you?'"

After that news, Aaker had a forensic audit for the organization to have an "autopsy" on the Chamber's finances.

"Come to find out, we were really \$211,000 in debt," he said. "This was my first day."

But Aaker was optimistic and went back the next day. "I got invited to the Riviera Hotel in Palm Springs which was the place to be," he said. "There was nine men and women, all in suits, and they asked if I signed the employment contract and I said, 'Yes I did.'"

They asked to see a copy of his employment contract. "After the saw the contract and verified I was the CEO, they served me with a lawsuit," he said. "So I had stress."

Aaker said he was really down, but as he was walking to his car, he saw a racquetball racket he always wanted that was hanging in the front window in a sporting good store.

"I thought to myself, 'If I had this racket, I could get better at racquetball and play and reduce my stress level,'" he said.

Aaker wrote the cashier of the sporting goods store a check and handed him a business card and introduced himself as the new Chamber executive.

"He tore my check and card up, threw it on the ground and said, 'Get out of my store and never come back,'" he said. "I walked back to the Chamber and had a refresh moment and thought, 'OK, David. Let's review: I have a huge mortgage, \$211,000 in debt, I got payroll coming up, I just got served with a lawsuit and can't spend \$135 in town without some guy ripping up my check. I don't know if this community is going to be a great fit for me.'"

But when walking past the sporting goods store a couple of days later, the man admitted he was rude to Aaker.

"It was just all about communication," Aaker explained. "The man said, 'The Chamber came in and romanced me and took my membership and promised me a ribbon-cutting on a certain date.' So he flew his family over from back east and had all the vendors for the store come but no one from the Chamber showed up.' He was embarrassed. Because of the lack of communication, he held that burden. Communication is critical."

Aaker settled the lawsuit in 90 days, and got the people who filed the lawsuit to apologize. During his career there, he also got the Palm Springs Chamber out of the \$211,000 in debt.

SPEAKER | PAGE 8

OBITUARIES

Larry 'Tree' Saylor

Larry "Tree" Saylor, 58, of Utica died Sunday May 2, 2015, at his home in Utica.

Funeral services will be 10:30 a.m. on Thursday, May 7, at St. John's Lutheran Church in Yankton, South Dakota with the Rev. David Gunderson officiating. Burial will be in Martinus Cemetery in rural Utica.

Visitation is from 5-8 p.m. Wednesday, May 6, at the Wintz & Ray Funeral Home in Yankton with a prayer service at 7:30 p.m. Visitation will resume one hour prior to the funeral at the church on Thursday.

To send an online mes-

sage to the family, visit www.wintzrayfuneralhome.com.

Leo Graber

Leo Graber, 86, of Freeman passed away on Saturday at the Freeman Hospital.

Funeral Services will be held on Wednesday, May 6, at the Salem Mennonite (South) Church of rural Freeman.

Visitation with family present will be from 5-7 p.m. on today (Tuesday) with a prayer

service at 7 p.m. at the Walter Funeral Home in Freeman.

Brian Carroll

Brian Michael Carroll, 59 of Crofton, Nebraska, died Sunday, May 3, 2015, at his residence.

A Memorial Mass of Christian Burial will be on Friday, May 8, at 10 a.m. at St. Rose of Lima Catholic Church in Crofton with the Rev. Michael Schmitz officiating.

BLOOD BANKS

The Blood Center will have a mobile unit at the following dates, locations and times:

- Wednesday, May 6 — Historic Downtown Yankton, 1-6 p.m.
- Tuesday, May 12 — Yankton, Avera Sacred Heart Hospital/Benedictine Center, 501 Summit, 8:30 a.m.-2:30 p.m.
- Thursday, May 14 — Yankton, First National Bank, 10 a.m.-2:30 p.m.
- Friday, May 15 — Yankton Hy-Vee, 9 a.m.-1 p.m.
- Tuesday, May 26 — Yankton, Avera Sacred Heart Hospital/Benedictine Center, 501 Summit, 11:30 a.m.-6 p.m.

Schedule a blood donation appointment online at www.siouxlandbloodbank.org or call 800-798-4208.

Eligible blood donors must be at least 16 years old, should weigh at least 120 pounds and should be in general good health and have not donated whole blood in the past 56 days. For more information about blood donation or to schedule an appointment to donate blood, call 800-287-4903 or visit www.lifeservebloodcenter.org. A photo I.D. is required at the time of registration.

**Your News:
Tke P&D**

IN REMEMBRANCE

Larry "Tree" Saylor
10:30 AM, Thursday
St. John's Lutheran Church
Yankton

Brian Carroll
10:00 AM, Friday
St. Rose of Lima
Catholic Church, Crofton

WINTZ & RAY
FUNERAL HOME and
CREMATION SERVICE
Yankton

WINTZ
FUNERAL HOME INC.
Hartington, Coleridge, Crofton

605-665-3644 www.wintzrayfuneralhome.com 402-254-6547



We aren't just in your neighborhood.
We are part of your community.

Being located in your community and being an active member of it are two very different things. We're honored to serve you both through funeral care and community involvement.

Guiding and serving families with compassion and trust.
PSAHL-KOSTEL
FUNERAL HOME & CREMATORY INC.
665-9679 • 1-800-495-9679
www.opsahl-kostelfuneralhome.com
Funeral Home & Crematory, Yankton
Memorial Resource Center, Tyndall
Memorial Chapels, Tabor, Menno & Tyndall