



The Howler
 Monthly newsletter of
THE AMERICAN LEGION
 Cary Post 67

July 1, 2009



Our Post Home



From the Commander
By Bill Cozzolino

July 4th is upon us, another celebration of the struggle that created this great experiment in democracy and the beginning of a path that we still travel with pride.

Two of my wife’s relatives are visiting from Colombia and that prompted us to go on an excursion to Washington DC and NYC to show the sights of two of our largest cities, the seat of our democracy and the monuments to our leaders and ideals. Even the trip itself was educational; we traveled past Philadelphia, over the Hudson River just a few miles from [West Point](#), and on into Connecticut, “The Constitution State.”



West Point on the Hudson

I could tell you all about that trip and what a wonderful experience it was, but I won’t. The sentiment, while true, wouldn’t be new to any of us. Instead I’d like to tell you about a surprise that I encountered on my trip. While in Connecticut I had the opportunity to have lunch with my friend Dan, great guy and patriot.

Dan and several friends have started a non-profit organization called The Constitution Project. This project recognizes that most young Americans don’t fully understand or appreciate the Constitution. It recognizes that people selectively choose from the Constitution those rights with which they are most comfortable. They build platforms around them to promote their own interests, often misrepresenting the greater good or skewing the original intent. The Constitution Project seeks to educate and broaden understanding through debate and compromise, words that form the fulcrum on which balances our diverse society.

At the heart of the project is the creation of video documentaries to be filmed at three local Connecticut high schools. The videos will be created by students participating in the program under the supervision of their fac-

ulty and will become the subject of larger community dialogue on the Constitution. The winning team will be sent to the National Constitution center in Philadelphia, just two blocks from Independence Hall .

The project has been so successful that in less than a year they have more interest from local high schools than they can reasonably handle! Dan wasn’t aware of The American Legion’s mission to promote Americanism and foster greater understanding of the Constitution. I told him about Boys and Girls State and the Oratorical Contest and suggested he contact The American Legion to find out how his program and ours might work together to drive greater involvement in both.

When Commander Dave Kemp from Navy recruiting spoke to us last September he told us that studies show there are generational cycles and we are now entering a cycle in which youth are interested in service and community, more so than any generation since the Second World War. I hope that The Constitution Project survives and thrives and that it, and our Americanism programs, find overwhelming interest from today’s youth.

As an interesting aside, Dan is also a member of the quartet group *The Occasionals*, who have sung the National Anthem at the opening game of the Bridgeport Bluefish season, and of special note, at the opening ceremony of a recent NY Mets game. [Check out the You Tube video from the Bluefish game here](#). Unfortunately the video starts several words into the song but it is still worth your time to listen.



Bill Cozzolino
Post 67 Commander

Auxiliary News

By Judy Rea

- On June 6 nine Auxiliary members gathered at Marge and Henry Miller's home to fold small American flags to send to troops on the front lines. Delicious salads and desserts were shared by everyone. Robin visited for a short time to capture us on camera [see page 5].
- Five members attended part or all of the State Convention June 11 - 13 accepting 7 certificates for Auxiliary Unit 67, listed below.
- On June 21 two Auxiliary members and one Post member served pizza and drinks to 38 rising high school seniors at State Highway Patrol Academy in Raleigh. This was the Student Trooper Program which started Sunday June 21 and graduated on Friday June 26.
- We continue to collect all the recycle items and manufacturer's discount coupons.
- Thanks for all volunteer hours in our great community.

Certificates received at the Convention

1. Membership Certificate for membership quota equal to or exceeding the previous year and entitled to enrollment on the Honor Roll.
2. Department Citation for Meritorious Service for hav-

- ing met the requirements for Department Citation.
3. National President's Unit Achievement Award for carrying forward the National Membership Program by exceeding the 2009 membership goal.
4. Certificate of Appreciation for contributions of \$872.04 for the President's project.
5. Certificate of Appreciation and Recognition for active participation in Gold Star Programs.
6. Judy Stancil received 1st place ribbon and Certification of Appreciation in Legislative Program.
7. Sybil Leary, Judy Rea and Judy Stancil received cards for Go-Getters Club for collecting dues and signing up new members.

Condolences to:

- Don Daniels for the death of his brother, Jack M. Daniels
- Marge and Henry Miller for the death of their grandson's wife

We pray for quick recovery for Evelyn Bryant, Edith McConnell, Judy Stancil and Maggie Teague.

Thanks!

A Brief History of the American Legion Auxiliary

For nearly every man in World War I who endured the dangers and hardships of camp, shore and battlefield, there was a woman serving at home to help make possible America's victory -- his wife, mother, sister, daughter, or granddaughter.

The war was won, and the men and women of the armed forces banded together in The American Legion to carry forward their services to the country in peacetime. It was only natural that the women of their families should desire to continue to serve with them. The result was the American Legion Auxiliary, the largest and most influential women's organization of its kind in the world today.

The establishment of an Auxiliary to The American Legion was provided for by the first National Convention of The American Legion in 1919. By the time of the 1920 National Convention, 1,342 local Units of this Auxiliary had been formed; intensive organizational efforts were authorized. The first National Convention of the Auxiliary was held in Kansas City, Missouri, in 1921. At that time the name "American Legion Auxiliary" was adopted and the first national officers elected.

The Auxiliary grew from a first year enrollment of 121,000 to approximately 500,000 at the beginning of World War II. After the women of World War II families became eligible, the enrollment rose rapidly to a record of 1,001,545 in 1955, and since has remained well above the 900,000 mark. The number of local Units of the Auxiliary is approximately 10,000. The Auxiliary organization, i.e., local, state and national, parallels that of The American Legion. Auxiliary National Headquarters is located in Indianapolis, Indiana.



Judy Rea
President Auxiliary Unit 67





Service Officer Frank Rea

We need to keep all our members advised of available benefits that they may need. Our Past 1st Vice Commander Curtis Leary has sent many e-mails about a lot of these. I would hope that many of you read his reports.

I want to renew my appeal to the members of Post 67 to get involved with the Wake County Veterans Council. We need some fresh people to get the word out and keep veterans informed. The Council has been instrumental in getting the Service Office staffed and getting the staff increased over the years.

I would like to see Post 67 get into the Veterans Day Parade and Ceremony. We will get the word out for the exact date this month. On Tuesday evening, June 23, I received an e-mail stating that Mike Michaels has withdrawn as organizer for the event, so we still need someone to chair this important ceremony honoring our veterans.

I have been involved with the USO at RDU and have 110 volunteer hours this year. We need to support the troops in any way possible.

Our VA Hospital visit is scheduled for July 27, 2009. If you are interested in being involved with this please let us know. It happens on the 4th Monday of all odd-numbered months, i.e., Jan, Mar, May, Jul, Sep, Nov.

Judy and I will be vacationing most of the month of July. We will miss the General Meeting. We hope to support the 4th of July concerts, celebrations, etc, before we leave.

If anyone knows of a veteran having trouble getting benefits, let me know.

Thanks and God Bless.

D. Frank Rea
Post 67 Service Officer



Installation of Post 67 Officers

Newly-elected Division III Commander Randy L. Jones will attend our July 14 General Meeting to install officers for fiscal year 2009-2010.



New Member Jim Terrill

Editor's note: This voice recording was somewhat muffled.

Jim was invited by Curtis Leary. Jim expresses concern over the loss of individual rights and freedoms in the country and hopes that the Legion can make a difference. In college he was recruited by the Marine Corps for the [PLC \(Platoon Leaders Course\) program](#) but the Navy AVROC program looked better. After college graduation he got his wings and was assigned to an Alaska outpost. He got an early discharge in '69. Has been married 42 years, 3 children and several grandchildren. Retired three times from work, but is now working and loving it. Jim submitted a Legion application, paid his dues and left the room. It took the assembly 10 seconds to vote him in, making Jim our newest member.



Guest Jack Cook

Adjutant Brian Eli invited Jack to join us. Jack retired 31 years ago after 27 years active Army, ending his career at age 46 as a full colonel in the Corps of Engineers. In 1978 he started his own construction business in Virginia, and sold it in 1997 and moved back to his home state of Wisconsin. When asked what he does in retirement he says, "Nothing", but he did express a considerable interest in golf.



2009 State Convention

The Department NC annual Convention was held at the North Raleigh Hilton Thursday thru Saturday June 11-13. [Click here to view all photos taken at that event by Dept Historian Larry Rozier](#), including this one. Department Commander Jim Meyhew is succeeded by retired Air Force Chief Master Sgt Lou Cook.



Elected Officers, 2009 - 2010



Post 67 Officers



Bill Cozzolino
Commander



Jim Jansen
1st Vice Cmdr



Pete Emens
2nd Vice Cmdr



Brian Eli
Adjutant



Wayne House
Finance Officer



Jess Ward
Chaplain



Frank Rea
Service Officer



Bob Gonier
Sgt-at-Arms



Bob Figulski
Judge Advocate



Don Daniels
Athletic Officer



Robin Hinkley
Historian



Unit 67 (Auxiliary) Officers



Judy Rea
President



Sandy DePoy
Vice-President



Judy Stancil
Secretary



Sybil Leary
Treasurer



Mary Ann Weddington
Chaplain



Squadron 67 (SAL) Officers **2008 - 2009**

NOTE: As of this writing Squadron 67 has not held an election for 2009 - 2010.



Marcus Turner
Commander



Bob Figulski
Finance/Adjutant



Tom Fuller
Chaplain



Dallas Daniels
Historian

Photos not available for:
Sam Murdock
 1st Vice Commander
Joe Oreshack
 Sgt-at-Arms

Marketing Effectively

By Bill Cozzolino

I recently read an op ed piece addressing the question about whether companies should act promptly on new leads or nurture them. It is always advisable to advance the lead as quickly as the potential new customer's timeline permits. However, the article does imply the question, do you have the materials ready to proactively manage lead generation and nurturing?

Any good lead management system not only enables you to capture information about the opportunity to enable the assessment of the effectiveness of your lead generation engine, but it also helps you to stage opportunities so you can effectively pull leads along toward win.

As already mentioned in last month's column, you should classify leads based on where they are on the path to becoming a "won" piece of business. In general these stages help you to better manage your opportunity pipeline and your business by helping you to drive revenue through all stages of lead development.

You need to provide information to help the lead make his or her purchase decision in your favor. To do that it helps to have stages in which you can group leads as they progress from initial contact to sales close. Since you have to manage the system, you'll want it to be simple and easily understood. I suggest you use four stages:

- 1) Identified opportunities
- 2) Confirmed opportunities
- 3) Final decision stage
- 4) Won or Lost

To keep the process streamlined and to help get information to your potential customers quickly, develop several marketing items that you can keep on file and periodically send to leads as they progress through the different stages. Depending on how quickly or slowly they move toward a decision, you may not need to send anything, but if they "get stuck" in a stage, the material you develop can help keep the conversation going and keep your company important in the lead's decision process. These don't need to be large or costly items, they can be things like a letter, a post card, a slim brochure or a full 8.5 x 11 glossy brochure; even an e-mail with links to your website.

Track lost opportunities so you can learn from them. Did they not purchase at all, did they opt for another vendor and if so why; price, company size, service after purchase?

The goal is to establish and maintain that proactive stance, recognize where the lead is in the decision process and keep your offering on their mind so that other companies' advertising messages don't distract from your sale!



Bill Cozzolino

WWII Jeep at July Meeting

Bob Klatt has arranged for Dan Stamm, a Legion member and WWII Veteran, to be our speaker at the July 14 Post 67 General Meeting. He plans to do a 15-minute talk on the history of [military Jeeps](#) and will bring for display a restored military Jeep that was used in Vietnam.

Thanks, Bob!



Folding Pocket Flags

On Saturday, June 6, nine women from Unit 67 Auxiliary gathered at the home of Marge Miller to fold 300 pocket flags for service men and women overseas. [Click here to see all photos of that event.](#)

Working on the project were:

**Cindy Emens
Marge Miller
Meg Segal**

**Gloria Hinkley
Judy Rea
Mary Ann Weddington**

**Lorraine Hughes
Roberta Sanford
Theresa Weybrew**



The Little Cannon that Won the Revolution

Our guest speaker at the June 9 general meeting was Deane Teitelbaum. He retired after teaching high school social studies for 27 years in New York state and 5 years in California. Deane moved to NC in 1994 and now teaches adult classes through the [Encore program at NCSU](#).

He spoke to us about a little-known event in the American Revolution involving American General [Benedict Arnold](#), British Major [John André](#), a small British sloop the *Vulture*, and a 6-lb cannon. Arnold was collaborating with André to turn the fortress of West Point over to the British. But Colonials discovered the *Vulture* and drove it away using the small cannon. As a result André's escape route was closed, he was captured and hanged, and the traitorous plot was foiled.

Deane has a refreshing lecture style; you may be surprised to find that you're actually enjoying a learning experience.



An Open Note from Curtis Leary

As your elected delegate to the 2009 American Legion Convention held last week at the [North Raleigh Hilton Hotel and Convention center](#), I want to relay to you some details.

- The new Department Commander is Retired U.S. Air Force Chief Master Sergeant Lou Cook from Goldsboro.
- The hat was passed and \$560 was collected for the USO. In addition, \$2000 was donated by the Department for a total of \$2,560 to the USO, which is running low on funding. The [four USO locations in NC](#) do not receive any support from the National USO, so it is up to the citizens in NC to support our troops and families as they travel through our state.
- A total of \$753 was collected for the [Colon Furr Nursing Scholarship fund](#).
- Cary Post 67 gave 41 pounds of pull tabs to the [Ronald McDonald House in Durham](#). Thanks to all who gave the pull tabs. Some pull tabs with magnetic

properties look the same as aluminum ones, so please use a magnet to ensure that all pull tabs are non-ferrous metals. We get more money by having pure aluminum tabs. New bags were delivered to our Post Home for collecting your tabs. A magnet will be placed at the windowsill for your use.

- I was elected to be a delegate at the [National Convention in Louisville, KY, August 21-27](#). I will serve you and NC well.

NC will be hosting the 2014 National Convention in Charlotte. This will require a lot of work from all of us so plan on going to Charlotte and volunteering your services in many categories.



Curtis Leary

For God and Country,

Howler Wins Dept 1st Prize, 2008-2009



The last fiscal year has provided us with two department plaques to hang at the Post Home, the Yearbook 1st prize at the Fall Conference last October and this newsletter award presented at the Annual Convention on Friday 6/12/09.

L-R:
Robin Hinkley, Post 67 Historian
Ronald Ambrose, Division II Commander
Jim Biggerstaff, Public Relations Chairman

Photo by Dept Historian Larry Rozier



Dollars & Sense

Investing Lessons from the Vineyards

As an investor, you can get plenty of advice from financial experts on the evening news or cable financial shows. But you may actually be able to learn some deeper truths about investing by observing other professionals — such as winemakers.

At first glance, you might not see what these “guardians of the grape” can teach you about building an investment portfolio. After all, they’re shaping [Sangiovese](#) while you’re seeking stocks, they’re bottling [Burgundy](#) while you’re buying bonds, and they’re mastering [Malbec](#) while you’re monitoring mutual funds. Where’s the connection?

Start by considering the life cycle of wine and the concept of “[vintage](#).” For example, a particular wine is labeled a 2005 vintage if it is made from grapes that were predominantly grown and harvested in 2005. Yet given the requirements of wine production, this 2005 vintage may not actually hit the markets until 2008 — and some aficionados may think the wine won’t taste its best until 2018.

If you translated this type of scenario to the financial world, you could say that the 2008 investment “vintage” was not promising, given that the value of almost all investments — even the quality ones — fell last year. But if you were to hold these quality investments for the long term — as you should, because investing is a long-term activity — you might find that the 2008 vintage investments may eventually become productive vehicles that can help you achieve your financial goals.

So, what lessons can you learn from winemakers? Here are a few suggestions:

- **Be patient.** Winemakers put a lot of time, effort and money into planting today’s grapes — for which they will not see one penny of profit for many years. Yet they have the discipline to wait patiently until

the products of their labors come to fruition. Are all their wines successful? No — and all your investments may not be, either. But given enough time, quality investments can usually help you work toward your financial goals.

- **Have faith in your strategy.** Wine drinkers’ tastes can change from year to year. Yet winemakers don’t rip out their vineyards and replant them with today’s “hot” [varietal](#). Instead, they cultivate the grapes they’ve planted, make the best wine they can and maintain their belief that their products will find a market. As an investor, you can’t allow yourself to be swayed by today’s hot tips and trends. Instead, build a portfolio of quality investments that can stand the test of time.
- **Adapt your goals to your situation.** One of the most famous winemaking regions in the world, [Napa Valley](#), contains a number of microclimates that vary by temperature, rainfall and soil. Napa Valley winemakers know which grapes will do best in which microclimate, and they concentrate their efforts accordingly. And you, as an individual investor, should make your investment decisions based on your own “microclimate” — your risk tolerance, family situation, time horizon and other factors. In other words, you should choose those investments that are best suited for *you* and that have the best chance to help you meet *your* goals.

Investing, like winemaking, is filled with challenges. But by observing how winemakers work, you may learn some things that can eventually help you raise a glass to your own success.



Brian Eli
Post 67 Adjutant

Membership at 101%

Brian says he expects we will go higher later this year.

RAO Bulletins

The Retiree Assistance Office Bulletins provide veterans information covering Medical Care, Medical Supplements, Travel and Immigration, Tax/SS/Insurance & Legal, Death & Survivors, Pay & Finances, & Tricare.

[Click here to reach website](#), scroll down to “**Current Bulletins**”.

As of June 15, 2009, articles include **Vet Support from States Declining, Several Tricare articles, Medicare Part B Premium Increase, Replacing Tomb of the Unknown Soldier Monument, Purple Heart Postage Stamp, VA Dental Treatment, Memorial Day Remembrance**, and much more!

A Visit with Dr. Lucas Kruse

45 Life Lessons and 5 to Grow On

“To celebrate growing older, I once wrote the 45 lessons life taught me. It is the most-requested column I've ever written. “

— [Regina Brett](#), columnist for the [Cleveland Plain Dealer newspaper](#).



1. Life isn't fair, but it's still good.
2. When in doubt, just take the next small step.
3. Life is too short to waste time hating anyone.
4. Don't take yourself so seriously, no one else does.
5. Pay off your credit cards every month.
6. You don't have to win every argument. Agree to disagree.
7. Cry with someone, it's more healing than crying alone.
8. It's OK to get angry with God, He can take it.
9. Save for retirement, starting with your first paycheck.
10. When it comes to chocolate, resistance is futile.
11. Make peace with your past so it won't screw up the present.
12. It's OK to let your children see you cry.
13. Don't compare your life to others'. You have no idea what their journey is all about.
14. If a relationship has to be a secret, you shouldn't be in it.
15. Everything can change in the blink of an eye. But don't worry, God never blinks.
16. Life is too short for long pity parties. Get busy living, or get busy dying.
17. You can get through anything if you stay put in today.
18. A writer writes. If you want to be a writer, write.
19. It's never too late to have a happy childhood, but the second one is up to you and no one else.
20. When it comes to going after what you love in life, don't take no for an answer.
21. Burn the candles, use the nice sheets, wear the fancy lingerie. Don't save it for a special occasion. Today is special.
22. Over-prepare, then go with the flow.
23. Be eccentric now. Don't wait for old age to wear purple.
24. The most important sex organ is the brain.
25. No one is in charge of your happiness except you.
26. Frame every so-called disaster with these words: "In five years, will this matter?"
27. Always choose life.
28. Forgive everyone everything.
29. What other people think of you is none of your business.
30. Time heals almost everything. Give time time.
31. However good or bad a situation is, it will change.
32. Your job won't take care of you when you are sick. Your friends will. Stay in touch.
33. Believe in miracles.
34. God loves you because of who God is, not because of anything you did or didn't do.
35. Whatever doesn't kill you really does make you stronger.
36. Growing old beats the alternative - dying young.
37. Your children get only one childhood; make it memorable.
38. Read the Psalms. They cover every human emotion.
39. Get outside every day. Miracles are waiting everywhere.
40. If we all threw our problems in a pile and saw everyone else's, we'd grab ours back.
41. Don't audit life. Show up and make the most of it now.
42. Get rid of anything that isn't useful, beautiful or joyful.
43. All that truly matters in the end is that you loved.
44. Envy is a waste of time. You already have all you need.
45. The best is yet to come.
46. No matter how you feel, get up, dress up and show up.
47. Take a deep breath, it calms the mind.
48. If you don't ask, you don't get.
49. Yield.
50. Life isn't tied with a bow, but it's still a gift.

Yours in Health,

Dr. Lucas Kruse



Birds of Another Feather

Life can be challenging ...



... but being tall helps.

Photos taken by a Robin



The Howl from the SAL

By Marcus Turner

The SAL is seeking new membership to improve our numbers. Currently no one is coming to the SAL meetings which are being held on the 3rd Tuesday of the month at the Post Home. I would like to encourage everyone to take the time to support the SAL and what we try to do. The MyCokeRewards project is a huge success and I would once again like to thank those of you who have donated caps and box tops to achieve the goal of supplying items for the troops abroad.

It is with great sadness that I must announce that I will not seek re-election as your SAL Commander. This was a tough decision, but I have some personal issues that need to be addressed at this time which require my atten-

tion. I will continue to support the Post and will do a turnover with the new SAL Commander and complete the MyCokeRewards project that I initiated. I would like to thank everyone who has supported me and the SAL over the past few months.



Marcus Turner SAL Commander

July 4th Weekend Events in Cary

All events are free and open to the public

Friday 7/3

- 7:30P Cary Town Band concert at Bond Lake Sertoma Amphitheater

- 7:30P North Carolina Symphony at Koka Booth followed by fireworks display over Regency Lake.

Saturday 7/4

- All Day Activities at Bond Lake Park including fishing contest, children's parade, donut & watermelon eating contest, water balloons, more.

- 5:45P Cary Town Band at Koka Booth Amphitheater.



Dinner Menu Tuesday, July 14

Not available at time of publication. Bob Figulski will send an e-mail to everyone as soon as the menu has been determined.

Musings

My God! How little do my countrymen know what precious blessings they are in possession of, and which no other people on earth enjoy!

~ Thomas Jefferson



PLEASE NOTE

Any articles or information you want in next month's edition of The Howler (August 2009) must be received by

3:00 PM Thursday, August 6.

Send to Robin Hinkley (at right). E-mail or call me anytime if you have questions. Thank you!

The Howler is prepared and edited by Post 67 Historian

Robin Hinkley

Please contact me for:

- Placing an article in the newsletter
- Contributing a Getting To Know You column
- Any comments or suggestions you may have regarding your newsletter

You can reach me at

post67historian@nc.rr.com 919-460-7665

Or see me at the next general meeting

Visit our website at <http://nclegion.org/post67.htm>

Thank you, Gloria, for proofreading every Howler edition!



July 2009

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3 7:30P Cary Town Band at Bond Lake	4 All Day Fun & games at Bond Lake Park 5:45P Cary Town Band at Koka Booth Amph 7:30P NC Symph at Koka Booth, then fireworks
5	6	7 7:00P PEC meeting	8	9	10	11
12	13	14 Post, Auxiliary, SAL 6:30P Dinner 7:00P meetings	15	16	17	18
19	20	21	22	23	24	25
26	27 6:00P Carpool Kmart for VA Hospital Durham.	28	29 Wake City Vets Council Post #1, Raleigh 6:15P Dinner 7:00P Meeting	30	31	