

扶輪中心

Rotary Centers

7





# 和平是可能的！

## PEACE IS POSSIBLE!

扶輪中心巨額捐獻行動主委 愛德華·布郎得醫師

2007 年地域扶輪基金協調人研習會講稿/2007 年 3 月 8 日

THE ROTARY CENTERS MAJOR GIFTS INITIATIVE

Dr. Edward Blender, Chairman

RRFC Institute / 8 March 2007

2005~08 年間第 4B 地帶地域扶輪基金協調人 邵偉靈 RRFC Dens 翻譯

和平是可能的！

PEACE IS POSSIBLE!

我們一起工作就能使它發生！

Working together we can make it happen!

扶輪社員與扶輪中心夥伴們午安！

Good afternoon Rotarians and Rotary Center Partners!

因為你們知道，扶輪中心計畫不再只是一個夢想，而它正在產生實際且有意義的結果。不過，這個計畫真正的承諾不被知曉已有好幾年，或許有幾十年吧。

As you know the Rotary Centers program is no longer a dream but is producing tangible and meaningful results. However, the true promise of this program won't be known for several years, perhaps decades.

在 2005 年 10 月扶輪基金會把握採用扶輪中心作為一個永久的計畫並且批准一種特別的籌款的行動。一年半以後我們發現我們自己正處在將這個策略性籌款計畫完成的關鍵時刻。

It was with confidence that The Rotary Foundation adopted the Rotary

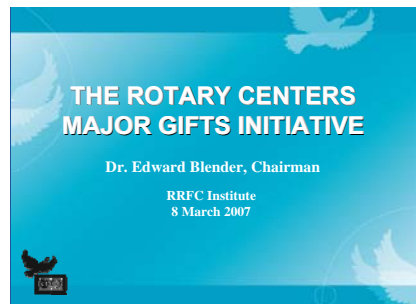
Centers as a permanent program and approved a special fundraising initiative in October 2005. One and a half years later we find ourselves at a critical juncture for bringing this strategic fundraising plan to fruition.

這個行動計畫讓我們要去尋找出 1800 位準捐贈人。就此點而言我們僅只找出 200 位有能力的準捐贈人。我們為了對扶輪中心巨額捐獻行動做一個重要的巨額捐獻，我們正以財務能力與對扶輪要有一種關係以及承諾方式來尋找扶輪社員。

This initiative plans for us to identify 1800 prospective donors. At this point we only have identified 200 capable prospective donors. We are seeking Rotarians with the financial capacity and having a connection and commitment to Rotary in order to make a significant major gift to the Rotary Centers Major Gifts Initiative.

扶輪中心巨額捐獻行動保證要在 2015 年 6 月 30 日以前籌募到 9,500 萬美元。並且在我之前的所談論裡曾提及我的妻子帕蒂與我是這個計畫的值得誇耀的支持者。我們已經捐贈了一個扶輪世界和平獎學生。

The Rotary Centers Major Gifts Initiative is committed to raising US \$95 million dollars by 30 June 2015. And



as I mentioned in my previous remarks my wife Patti and I are proud supporters of this program. We have endowed a Rotary World Peace Fellow.

我們的挑戰，是要去尋找有能力且對扶輪承諾與有所關係的準捐贈人，並接著要去協助培養與懇求這些巨額捐獻。

Our challenge, will be helping to identify prospective donors who have the capacity, the commitment and the connection to Rotary and then to help cultivate and solicit these major gifts.

順序為：

The sequence:

- 尋找——針對參與扶輪和對扶輪承諾個別的扶輪社員，地域扶輪基金協調人將承諾盡力去尋找出 5、10 或 15 位的準捐贈人。

Identification – focus on individual Rotarians because of their involvement and commitment to Rotary. RRFs will you commit to identifying 5, 10 or 15 major gift prospects for this endeavor?

- 培養——對於這些準捐贈人你將擔負發展一種培養計畫的重責大任？你將保證他們被邀請參與特別的培養活動並且尋找增加他們參與扶輪基金會的方法？

Cultivation – Will you take on the primary responsibility for developing a cultivation plan for these prospects? Will you make sure they get invited to special cultivation events and look for ways to increase their involvement with TRF?

- 懇求——研究顯示一種由一位受敬重“同僚”親自的懇求是募款最有效的方法。對於要求一個巨額捐獻你感到自在嗎？如果是的話，那真是太棒啦——運用地域扶輪基金協調人的職務為這個計畫來要求一個巨額捐獻。如果你覺得不自在，我們能做什麼來幫助你到達這個想法？不要不敢請求幫助。第一次要求一個巨額捐獻可能會有所畏懼；不過，它也將可能是你在你扶輪的生涯裡最令人滿意的經驗之一。

Solicitation – Research has shown that an in-person solicitation from a respected “peer” is the most effective way of raising major gifts. Do you feel comfortable asking for a major gift? If yes, great – take advantage of your position as a Rotary Regional Foundation Coordinator and ask for major gifts for this program. If you aren’t comfortable, what can we do to help you get to this point? Don’t be afraid to ask for help. Asking for a major gift for the first time can be daunting; however, it can also be one of the most rewarding experiences you’ll have in your Rotary career.

- 讓人們知道我們正在尋找並且對這個計畫需要顯著的財務的支持。在不同的通訊聯繫當中使用你的活頁資料夾裡全部或部分的籌款計畫。

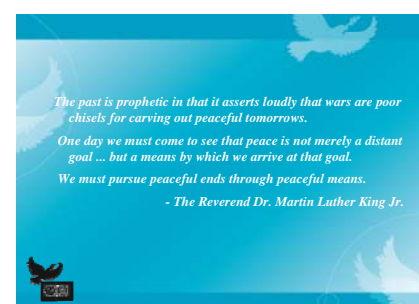
Let people know we’re seeking and need significant financial support for this program. Use all or parts of the fundraising plan contained in your binder in different communications.

- 在整年度期間，尋找方法去強調並且分享扶輪中心計畫成功之處。你從來也不知道誰會聽到你的演講或者讀到由你那裡來的一則特別的通訊。

Throughout the year, look for ways to highlight and share the successes of the Rotary Peace Centers program. You never know who will be listening to your speech or reading a special communication from you.

昔日預言於大聲聲稱戰爭是刻出明日和平的貧窮的鑿刀。

有一天我們必須看見和平不再僅僅是一個久遠的目標 ... 而是要藉由它讓我們達到那個目標的一種方法。



The past is prophetic in that it asserts loudly that wars are poor chisels for carving out peaceful tomorrows. One day we must come to see that peace is not merely a distant goal ... but a means by which we arrive at that goal.

我們必須透過和平方法來從事和平的目的。

We must pursue peaceful ends through peaceful means.

可敬的馬丁路德·金博士

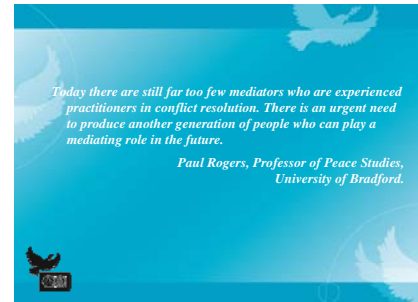
The Reverend Dr. Martin Luther King Jr.

以可敬的馬丁路德·金博士的話來說... “必須透過和平方法來從事和平的目的”

In the words of the Reverend Dr. Martin Luther King.. “we must pursue peaceful ends through peaceful means”

今天在那裡從事解決衝突有經驗的調解人仍然太少。急需產生另一代將來能擔任調停角色的人們。

Today there are still far too few mediators who are experienced practitioners in conflict resolution. There is an urgent need to produce another generation of people who can play a mediating role in the future.



保羅·羅傑斯，

布拉德福得大學和平研究學教授。

Paul Rogers, Professor of Peace Studies,

布拉德福得大學的保羅·羅傑斯教授強調需要解決衝突有經驗的調解人。 Professor Paul Rogers of the University of Bradford stresses the need for mediators experienced in conflict resolution.

2007-08 年度扶輪基金會主委當選人陳裕財 Bhichai Rattakul 與保管委員會在即將到來的年度裡，繼續將“和平”作為主要的重點.....

Chairman-elect (2007-08), Bhichai Rattakul and the Trustees will continue in the upcoming year with peace as a major emphasis....

實際上扶輪基金會主委當選人陳裕財 Bhichai 業已在他的最重要的三個夢中強調“和平是可能的”。

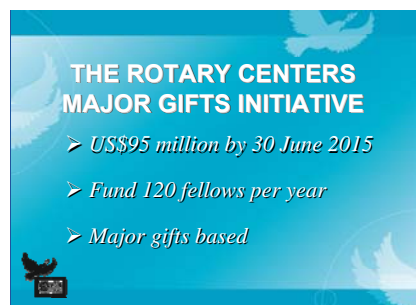
In fact Chairman-elect Bhichai has emphasized PEACE IS POSSIBLE in his top three dreams for TRF.



除了透過協助發展未來的世界領導人去致力於實踐和平與瞭解之外——還有什麼更好的方法來促成世界和平。

**What better way to contribute to world peace-- than by helping to develop future world leaders committed to achieving peace and understanding.**

- 扶輪國際研究中心 The Rotary Centers for International Studies:
- 投資未來的調解計畫——在 2015 年 6 月 30 日以前尋找到 9,500 萬美元的冠名與捐贈捐獻和承諾。 Investing in the Future of Peacemaking Plan -- seeks named and endowed gifts and commitments worth US\$95 million by 30 June 2015.



※ 這將保證每年達到 120 位獎學金的基金。This will assure the funding of up to 120 fellows per year. 這扶輪中心籌款的努力方向不同於“每位扶輪社員，每年 EREY”的推展亦不同於“根除小兒麻痺募款活動”，因為並非向每一位社員來呼籲的。我們將集中於一種特有指標的群眾；主要是有財務能力、承諾並且與扶輪有所關係而考慮要做有意義捐獻的扶輪社員。

The Rotary Centers fundraising effort is different from the “Every Rotarian, Every Year” push and the Polio Eradication Fundraising Campaign because it won't be an every member appeal. We will focus on a very targeted audience; mainly Rotarians who have the financial capacity, commitment and connection to Rotary to consider making significant gifts.

[9,000 萬美元乘以 4% (永久基金可使用大約的比率) 等於平均一位獎學生研究兩年(60,000 美元)的獎學金。每年 60 位新的兩年獎學金或者是每年 120 位現職的獎學生。]

[US\$90 million multiplied by 4% (approx. Permanent Fund spending rate) equals the average award for a fellow studying for two years (\$60,000). 60 new two year awards per year or 120 active fellows a year.]

9,500 萬美元的目標包括了 9,000 萬美元的捐贈獎學金以及 500 萬美元提供作冠名獎學金。

The US\$95 million target is comprised of US\$90 million to endow fellowships and US\$5 million to provide named fellowships.

該計畫是由兩個 5 年階段所組成：

The Plan consists of two five-year phases:

- 在第一階段期間，我們正在尋找 5,000 萬美元永久基金捐獻與承諾 (2005 年 7 月 1 日至 2010 年 6 月 30 日)，以及額外 500 萬美元的一次冠名扶輪世界和平獎學金。  
During Phase I, we are seeking US\$50 million (1 July 2005 – 30 June 2010) in Permanent Fund gifts and commitments, with an additional US\$5 million in contributions for one-time named Rotary World Peace Fellowships.
- 在第二階段期間(2010 年 7 月 1 日至 2015 年 6 月 30 日)，將尋找至少 4,000 萬美元新的捐贈捐獻與承諾。這個階段將主要集中於在第一階段期間尋找到具備條件的準捐贈人(有能力且承諾過)的“懇求 solicitation”的工作。  
Phase II (1 July 2010 – 30 June 2015) will seek a minimum of US\$40 million in new endowment gifts and commitments. This phase will focus primarily on the solicitation of qualified prospects (Capable and committed) who were identified during Phase I.

[※注意：該目標主要的部分是以鉅額捐獻的保證、終生收入協議和遺贈協會承諾的方式。而這些捐贈與承諾的資產需要很多年方可兌現捐贈於該扶輪中心計畫。]

[Note: A significant portion of the target will be in the form of major gift pledges, life income agreements and Bequest Society commitments. It will take many years before assets represented by these gifts and commitments are available to endow the Rotary Centers program.]

我們已經估計為了實現我們籌募 9,500 萬美元的目標，應該有至少要有 1,800 位準捐贈人。迄今，令人遺憾的是我們只有不到 200 位準捐贈人！我們的確還有很長的一段路要走。而我們有一項可怕的任務就在我們面前。我的朋友，我們需要你的幫助來尋找扶輪社員和非扶輪社員的準捐贈人。

We have estimated that there should be at least 1,800 prospects in

**Investing in the Future of Peacemaking: US\$95 Million**

Phase I (2005 – 2010)

- US\$50 million endowed
- US\$5 million named

Phase II (2010 – 2015)

- US\$40 million endowed

**Major Gift Prospects**

- 360 major gifts needed
- 5 solicitations for each gift received
- 1,800 major gift prospects required
- Focusing on 0.2% of all Rotarians

order to attain our goal to raise \$ 95 million. So far, unfortunately we have only less than 200 prospects! We have indeed a long way to go. We have a formidable task ahead of us. My friends, we need your help to identify Rotarian and non-Rotarian prospects.

至於需要捐贈數量的估計是來自何處？我們發展一個籌款表——基於籌款研究和原則——來概述那我們到達目標所需不同數量的捐贈。

Where does this estimate of number of needed gifts come from? We have developed a gift table – based on fundraising research and principles – outlining how many gifts of different amounts we will need to reach the target.

- 根據這個計畫，我們將保證需要獲得 360 個巨額捐獻。

According to this plan, we will need to secure 360 major gifts.

- 由經驗顯示必須做出 5 到 8 個巨額捐獻的懇求被才保證一個捐贈。

Experience shows that five to eight major gift solicitations must be made to secure one gift.

- 假設每平均 5 個懇求有一個捐贈的成功率，為了得到 360 個巨額捐獻則巨額捐獻準捐贈人必須被發展出至少 1,800 位具備條件的準捐贈人。

Assuming an average success rate of one gift per five solicitations, major gift proposals will have to be developed and presented to at least 1,800 qualified prospects in order to receive 360 major gifts.

※ 請注意：1,800 位巨額捐獻準捐贈人聽上去好似很大的數字，記住這還不到我們社員人數的 0.2%。

Please note: While 1,800 major gift prospects sounds like a large number, keep in mind it represents less than 0.2% of our membership.

9,500 萬美元目標的達成取決扶輪基金會去尋找、培養與懇求具備有至少 500,000 美元財務能力與承諾條件的準捐贈人的能力而定。估計全部基金的百分之 75 將來自 40 筆最大的捐款。

**The achievement of the US \$95 million target hinges on TRF's ability to identify, cultivate and solicit qualified prospects with the financial capacity and commitment to contribute at least US\$500,000. An estimated 75 percent of the total funding will come from the 40 largest contributions.**

沒有足夠的時間讓我去討論所有冠名捐獻的機會（這些列在“和平是可能的”小冊子的封底內頁）但是足以談到重點強調要以至少捐贈 500,000 美元的捐獻，那是有機會從 50,000 美元到 150 萬美元。

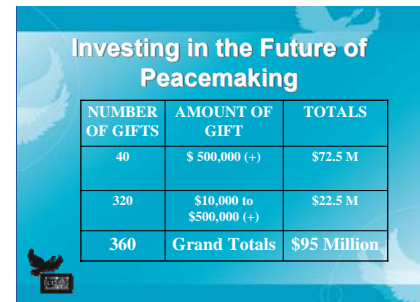
**There won't be enough time for me to go through all of the Gift Naming Opportunities (these are listed on the inside back cover of the Peace is Possible Brochure) but suffice to say that there are opportunities from \$50,000 to \$1.5 Million with an emphasis on the minimum endowed gift of US \$500,000.**

- **250,000 美元——現場實習經驗的申請**

捐贈至多 10 件申請現場實習生的職務或一個扶輪中心一屆獎學生的研究計畫。捐贈人會收到有關獎學生他們的實習生職務或者研究計畫和他們的研究機構的年度報告。

**\$250,000 — Applied Field Experiences**

Endows up to 10 applied field internships or research projects for a class of fellows at a Rotary Center. Donors receive annual reports on the fellows, their internships or research projects, and their study institution.



The table is titled "Investing in the Future of Peacemaking" and is set against a blue background with a globe. It contains three columns: "NUMBER OF GIFTS", "AMOUNT OF GIFT", and "TOTALS". The rows show: 40 gifts of \$500,000 (+) totaling \$72.5 M; 320 gifts of \$10,000 to \$500,000 (+) totaling \$22.5 M; and a final row for 360 "Grand Totals" totaling \$95 Million.

NUMBER OF GIFTS	AMOUNT OF GIFT	TOTALS
40	\$ 500,000 (+)	\$72.5 M
320	\$10,000 to \$500,000 (+)	\$22.5 M
360	Grand Totals	\$95 Million

- **1,000,000 美元**—中心的客座教授

捐贈一位有外交經驗或者一個聯合國代辦處或者在一些和平與解決衝突的其他方面的客座教授，而在教課計畫擔任指導者。

**\$1,000,000** — Center Visiting Lecturer

Endows a visiting lecturer who has diplomatic experience, either with a United Nations agency or in some other aspect of peace and conflict resolution, to teach courses and serve as a mentor for program.

- **100,000 美元**—中心年度研討會

捐贈一個扶輪中心年度研討會。

**\$100,000** — Center Annual Seminars

Endows annual seminars at a Rotary Center.

- **50,000 美金** —中心一般的支援

捐助一項具捐贈人名字的基金並且提供對該計畫一般的支援。

**\$50,000** — Center General Support

Endows a fund bearing the donor's name and provides general support to the program.

□ **一次付清冠名捐獻 Outright Named Gifts**

- **60,000 美元** —世界和平獎學生

提供至多二年一個冠名扶輪世界和平獎學生。捐贈人會收到關於他們的實習生職務或者研究計畫和研究機構的年度報告。

**\$60,000** — World Peace Fellow

Funds a named Rotary World Peace Fellow at a Rotary Center for up to two years. Donors receive annual reports on the recipients, their internships or research projects, and the study institution.

- **50,000 美元** —現場實習經驗

捐贈至多 10 件申請現場實習生的職務或一個扶輪中心一屆獎學生的研究計畫。捐贈人會收到有關獎學生他們的實習生職務或者研究計畫和他們的研究機構的年度報告。

**\$50,000** — Field Experiences

Names up to 10 applied field internships or research projects for a class of fellows at a Rotary Center. Donors receive information on the recipients, their internships or research projects, and their study institution.

※更多有關冠名機會和捐贈的方法的資訊，請與扶輪基金會聯繫

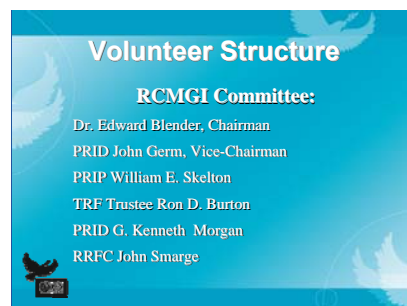
[For more information on naming opportunities and ways of giving, please contact The Rotary Foundation](#)

上個秋天扶輪基金主委季愛雅請我擔任扶輪中心巨額捐獻行動主委並且任命 John Germ 擔任副主委。在 1 月，主委當選人陳裕財指派四位 另外的卓越的扶輪社員與我們一起工作。

而我們的委員會將

- 向保管委員會提出有關於這個行動進展的建議
- 分享扶輪中心的故事以及我們分享和平的夢想
- 與職員一起工作以保證藉由幫助尋找潛在的捐贈人、培養他們並且請求他們支持來達到目標

Last fall Chairman Luis Giay asked me to chair the Rotary Centers Major Gifts Initiative and appointed John Germ to serve as co-chair. In January, Chairman Elect Bichai Rattakul appointed four additional



distinguished Rotarians to work with us. Our committee will

- advise the Trustees on progress on this initiative
- Share the Rotary Centers story and our shared dream for peace
- work with staff in making sure that goals are met by helping identify potential donors, cultivate them and ask them for support

根據 2001 年 10 月保管委員會決議，「地域扶輪基金協調人有全面協調所有義工募款的努力成果以對地帶層級的扶輪基金會有所助益。」

In accordance with the October 2001 Trustee decision, "Regional Rotary Foundation Coordinators have overall coordination of all volunteer fundraising efforts benefiting The Rotary Foundation at the zone level."

扶輪中心巨額捐獻行動將利用並且加強現有的義工架構。自 20 世紀 90 年代中期建立永久基金行動以來，為了扶輪基金會籌募巨額捐獻在扶輪社、地區、地帶和國際層級業已任命、訓練與支援了大規模的扶輪社員網絡。我們委員會將尋求你們的幫助我們努力成果並不要同貴地帶正進行中的籌款努力成果來相互競爭。這有一些方法能讓我們一同工作：

The Rotary Centers fundraising initiative will utilize and reinforce the current volunteer structure. Since establishing the Permanent Fund Initiative in the mid-1990s, a large network of Rotarians have been appointed, trained and supported at the club, district, zone and international level to raise major gifts for TRF. Our committee will be seeking your help with our effort and does not want to compete with ongoing fundraising efforts in your zones. Here are some ways how we can work together:

- 邀請扶輪和平獎學生至地帶研習會演講
- 請在扶輪基金會研習會包括了扶輪中心行動的討論
- 參加培養捐贈人的活動例如在和平中心年度研討會的巨額捐獻歡迎會、世界和平專題討論會以及由扶輪資深領導人所舉辦的「百萬美金晚宴」
- **尋找新的潛在的捐贈人（在這點在行動中，這是我們的最優先要做的）**
- 要向巨額捐獻準捐贈人敞開大門，以便我們能試探出扶輪中心如何能夠適合於他們的慈愛心。
- Invite Rotary Peace Fellows to speak at Zone Institutes
- include discussion of the Rotary Centers Initiative at Foundation Seminars
- participate in donor cultivation events such as major donor receptions at Peace Center annual seminars, the World Peace Symposium, and "million dollar dinners" hosted by Rotary Senior Leaders
- **identify new potential donors – (at this point in the initiative, this is our top priority)**
- open doors with major gift prospects so that we can explore how the Rotary Centers can fit into their philanthropy

合作和聯合作業是必要的。而交流和分享資訊在這個層級是最重要的。

Cooperation and teamwork are essential. Communicating and sharing information at this level is of prime importance.

在這個義工結構網絡裡，核心領導人是地域扶輪基金協調人們 RRFCs。

**In this volunteer structured network the Core leaders are the RRFCs.**

根據 2001 年 10 月保管委員會決議，「地域扶輪基金協調人有全面協調所有義工募款的努力成果以對地帶層級的扶輪基金會有所助益。」

In accordance with the October 2001 Trustee decision, "Regional Rotary Foundation Coordinators have overall coordination of all volunteer fundraising efforts benefiting The Rotary Foundation at the zone level."



資深扶輪領導人為促進此次募款的努力並且延伸到地區和扶輪社，而在地帶層級和在上一層級擔任核心網絡。Senior Rotary Leaders at the zone level and above will serve in the core network for promoting this fundraising effort and reaching into the districts and clubs.

核心領導人是地域扶輪基金協調人。地域扶輪基金協調人是扶輪中心巨額捐獻行動、保管委員會以及全世界地區內的扶輪社員們——必要的連結(核心領導人)。

The Core leaders are the RRFs. The RRFs are the essential links (the CORE LEADERS) -- the conduits for the Rotary Centers Major Gifts Initiative, the Board of Trustees and Rotarians in districts around the world. 如果每位資深領導人尋找出 10 位巨額捐獻準捐贈人，我們將超過所需的 1,800 位準捐贈人。資深扶輪領導人包括：現任和前國際扶輪社長與保管委員、地域扶輪基金協調人、巨額捐獻顧問、年度計劃基金策略顧問與扶輪基金前受獎人協調人。

If each senior leader identifies 10 major gift prospects, we will surpass the 1,800 prospects necessary right there. Senior Rotary Leaders include: current and past RI Presidents and Trustees, Regional Rotary Foundation Coordinators, Major Gift Advisors, Annual Programs Fund Strategic Advisors and Rotary Foundation Alumni Coordinators.

然而當一項最初的任務是尋找需要的巨額捐獻準捐贈人的同時，則發展培養與懇求策略將緊緊跟隨其後。

While an initial task will be to identify the major gift prospects needed, developing cultivation and solicitation strategies will follow closely behind.

使這個義工架構增大也會幫助消除在規畫確保項扶輪中心與年度計畫基金的支援之間任何可察覺或者真正的競爭。當扶輪社員對年度計畫基金重大的巨額捐獻時，被鼓勵中止他們的“每位扶輪社員，每年”的支持或將這些捐獻轉到扶輪中心，這對扶輪基金會來說並未實質獲益。



Building upon this volunteer structure also helps eliminate any perceived or real competition between the plan to secure endowed support of the Rotary Centers and the Annual Programs Fund. The Foundation does not gain when Rotarians who make substantial major gifts to the Annual Programs Fund are encouraged to suspend their support of “Every Rotarian, Every Year” or redirect those gifts to the Rotary Centers.

我們必須敏感到這個問題。

We must be sensitive to this issue.

我希望強調這點，尋找與懇求這個準捐贈人精英群的正面益處是更加了解和對於有關希望支援扶輪基金的其他計畫特別興趣的肯定回答。因為，與許多最高層級巨額捐獻準捐贈人開始一種有關捐獻的選擇和優先順序的對話將會正面提升對扶輪基金會整體的捐獻與計畫的支持。

I wish to stress the point that **a positive benefit of identifying and soliciting this elite group of prospects** is learning more about and responding positively to the special interests of these supporters who may wish to support other programs of the Foundation. Because, beginning a dialogue about gift options and priorities with many top-level major gift prospects will positively enhance overall giving and program support for TRF.

許多有用的資源——以及特別而且立即地——扶輪基金會專門職員。

Many resources, are available – and especially and immediately - TRFs dedicated staff.

簡報用的數位視訊影碟、國際扶輪網站、扶輪中心通訊與小冊子。



PowerPoint's, DVDs, RI website, Rotary Centers Newsletters and brochures.

並且請注意.....在猶他州鹽湖城 6 月 14 日到 16 日安排了有史以來的第一次超過 200 位現任和前世界和平獎學生參加的世界和平討論會。

And please note ... that scheduled from 14 to 16 June at Salt Lake City, Utah will be the first ever WORLD PEACE SUMPOSIUM with over 200 present and past WPF attending.

依照在規劃和巨額捐獻階段當中我們已經知道捐獻能以各種方式——現金、股票、多年承諾保證、遺贈和在北美洲透過各式各樣規畫捐贈的工具。As we've heard during the Planned and Major Gifts section, gifts can be made in a variety of ways – cash, stock, multi-year pledges, bequests and in North America through various planned giving vehicles.

自 2007 年 2 月 28 日，到目前為止業已收到超過 1,500 萬美元的巨額捐獻和承諾用來支持扶輪中心這次努力的成果。

As of 28 February 2007, over US\$15 million in major gifts and commitments have been received thus far to support this effort for the Rotary Centers.

我要感謝那些扶輪社員，他們藉由捐贈他們自己的財務的支持或者去幫助鼓勵其他人去捐贈.....和坐下在這裡你們中的一些人業已親自支持我們的扶輪中心巨額捐獻行動的努力成就。

I would like to thank those Rotarians who have already personally supported our RCMGI effort by giving their own financial support or helped encourage others to give... and some of you seated right here have already done that.

最近非常新的捐贈而沒被列在這裡。除在螢幕上的名字之外，我深表謝意的是從第 23 地帶艾爾·Jubitz 那裡新近的承諾，台北的理事提名人謝三連 Jackson Hsieh 和來自肯塔基的一對非扶輪社員的夫婦的。

There have been very recent gifts that are not listed yet listed here. In addition to the names on the screen, I would like to acknowledge recent commitments from Al Jubitz, from Zone 23, Director-nominee Jackson Hsieh of Taipei and a non-Rotarian couple from Kentucky.

所有這些慷慨捐獻人支持著這個計畫的決定將會鼓勵其他人去追隨他們。

The decisions of all of these generous donors to support this program will encourage others to follow their lead.

看到在螢幕上這個目錄。如同讓我們分享了和平中心和我們對和平的承諾的重要性——這個目錄肯定會增長。有什麼比扶輪服務導致世界和平還要好的地方以及有什麼比扶輪基金會在那裡使這個募款的計畫得以實現還要好之處。

Look at this list on the screen. As we share the importance of the Peace Centers and our commitment to Peace -- this list surely will grow. What better place is there than Rotary to serve the cause of world peace and what better place than TRF is there to bring this fundraising plan to fruition.

我們的任務是發現並且詢問其他人加入在尋求和平中的他們與扶輪。這是一種持續捐贈的捐獻——一代又一代。

Our task is to find and ask others to join them and Rotary in this quest for Peace. This is a gift that keeps on giving – generation after generation.

地域扶輪基金協調人你是團隊的最前線以及扶輪基金會的核心領導人。

RRFCs you are the front line troops and the CORE LEADERS of The Rotary Foundation.

**WHERE DO WE GO FROM HERE?**  
Reaching the Phase I Goal of US \$ 55 Million

<b>GIFTS PLEDGED</b>	2006 to 28 FEB 2007	\$15M
	March to June 2007	+ \$2M
	2007 - 2008	\$9M
	2008 - 2009	\$13M
	2009 - 2010	\$16M
<b>GRAND TOTAL</b>	<b>PHASE I 2010</b>	<b>US \$ 55M</b>

**Endowments for Rotary Centers**

- Hartley B. and Ruth B. Barker, Zone 25, USA
- Edward and M. Patricia Bender, Zone 25, USA
- Paul G. and Jean Elder, Zone 28, USA
- Masahiro and Hiromi Fukui, Zone 3, Japan
- Gerald L. and Vicki Harp, Zone 29, USA
- Bill Hamley, Zone 17, UK
- Charles C. Kiefer, Zone 28, USA
- Noboru and Yuzuko Okubo, Zone 3, Japan
- Kyu Hang Lee and Hee Sung Park, Zone 9, Korea
- A. R. Ramachandra and Suresha Reddy, Zone 22, Canada
- Paul F. and Carolyn C. Rizza, Zone 28, USA
- Rajendra K. Saini, Zone 3, India
- Philip J. and Kathleen M. Simes, Zone 25, USA
- Shigeo and Marjumi Takayama, Zone 2, Japan
- Sakuji and Kyoko Tanaka, Zone 2, Japan
- Marilyn and William P. Tenney, Zone 24, USA
- Anonymous, Zone 4B, Hong Kong

你是核心領導人需要去教導、訓練並且領導你的年度計劃基金策略顧問和巨額捐獻顧問從事“扶輪中心巨額捐獻行動 RCMGI”。

You are the CORE LEADERS needed to teach, to train and to lead your team of Strategic and Major Gifts Advisors to this ROTARY CENTERS MAJOR GIFTS INTIATIVE.

你是核心領導人要能尋找出哪些人有

財務能力、關連和承諾去捐獻於這個非常重要的扶輪計畫行動

You are the CORE LEADERS who will can identify those who have

the financial capability, connection and commitment to contribute to this so very important Rotary Program Initiative

我的扶輪社員夥伴們，我告訴你們——由於你的領導……

我們一起工作就能使它發生！

和平是可能的！

My fellow Rotarians I say to you -- with your leadership ...

Working together we can make it happen!

Peace Is Possible!



美國第 25 地帶 RRFC Tony 與 Eddie Blender



美國第 25 地帶 RFAC Eddie Blender、第 22 & 23 地帶 RFAC Judy Harcourt 與 RRFC Leigh Higinbotham



RCMGI Chair Eddie Blender 與第 4 地帶 RRFC Dens





## 有關扶輪中心經常被提的疑問

### The Rotary Centers Frequently Asked Questions

#### 1. 為什麼追求和平？

平均起來，任何一個時候有 20 到 30 件武裝紛爭在世界各地發生。僅在過去 15 年中，近 360 萬的性命喪失在內戰或種族間衝突的手下。喪命者中的百分之四十五是小孩。由於這些衝突變形，對付衝突的手段也須隨之而變。為此，除了傳統的維持和平的方法之外，世界各國依賴交涉和防止衝突的手段來拯救生命。較以往世界急需接受了專業訓練的調停者 Mediator 來處理解決衝突的根源以及開發有效的合作模式 Models of Cooperation。扶輪基金會透過扶輪和平及解決衝突國際研究中心計劃回應這種迫切的需求。

#### 2. 每年有多少候選人獲選參加這個計劃？

分設世界各地的扶輪中心每年新迎接以 60 名為上限的扶輪世界和平獎學生。這些來自不同國家及文化背景的研究生攻讀國際關係、公共衛生、國際法、公共政策、新聞學、政治學、和平和解決衝突，以及其他不同的科系。

#### 3. 扶輪世界和平獎助金受獎人的平均年齡幾歲？

前五期的扶輪世界和平獎學生的平均年齡都不同。但自扶輪中心計劃開始以來，研究生的平均年齡是 28 歲到 31 歲之間。2007-09 年期的研究生的平均年齡是 30 歲。

#### 4. 扶輪世界和平獎學生大多是來自美國嗎？

前五期的扶輪世界和平獎學生所代表的國籍人數各自不同。自扶輪中心計劃開始以來，每一年的研究生代表 25 到 33 個不同的國家。到目前為止，大約有百分之三十的獎學生是來自美國。

#### 5. 有百分之幾的獎學生在學業完成時就即刻就業？

大約有百分之十的獎學生在學業完成時即刻就業。百分之六十的受獎人在六個月以內就業。一年之內有百

#### 1. Why Peace?

On average, 20 to 30 armed conflicts are going on in the world at any given time. In the last 15 years alone, 3.6 million people have died as the result of civil wars and ethnic violence, more than 45 percent of them children. As these conflicts change, so must the approach to them. In addition to traditional peacekeeping methods, the world is looking toward negotiation and conflict prevention as a way to save lives. More than ever, professionally trained mediators are sorely needed to address the root causes of conflict and develop effective models of cooperation. The Rotary Foundation is meeting this critical need through the Rotary Centers for International Studies in peace and conflict resolution.

#### 2. How many candidates are selected per year to participate?

The Rotary Centers welcome up to 60 new Rotary World Peace Fellows each year. These graduate students come from various cultures and study international relations, public health, international law, public policy, journalism, political science, and peace and conflict resolution, among other subjects.

#### 3. What is the average age of a Rotary World Peace Fellow?

The average age of a Rotary World Peace Fellow has varied with each of the first five classes, but since the inception of the Rotary Centers, the average age has been between 28 and 31 years old. The average age of the 2007-2009 Rotary Centers class is 30 years old.

#### 4. Are most of the Rotary World Peace Fellows from the United States?

The number of countries represented in a Rotary Centers class has varied with each of the first five classes, but since the inception of the program, between 25 and 33 countries have been represented each year. The 2007-2009 Rotary Centers class has representatives from 33 countries, and roughly 30 percent of total Fellows to date are from the United States.

#### 5. What percentages of Fellows have jobs upon completion of their fellowship?

It is estimated that 10 percent of Fellows have jobs upon completion of their Fellowship, while 60 percent have jobs within six months. Within one year, 90 percent have jobs,

分之九十的受獎人就業。大概有百分之十的獎學生選擇繼續攻讀研究所。

6. 杜克大學及北卡洛萊納大學教堂崗分校算是一個扶輪中心或兩個扶輪中心？

杜克大學及北卡洛萊納大學的計劃是兩所大學共享一個扶輪中心。每年有 10 名受獎人被選為杜克-北卡洛萊納扶輪中心的研究生。其中五名在杜克大學攻讀，另五名在北卡洛萊納大學攻讀。杜克-北卡洛萊納扶輪中心為扶輪世界和平獎學生設了四門必修課程。

7. 聽說扶輪中心巨金捐獻籌款活動的意旨是讓扶輪基金會每年提供資金給 120 名受獎人，將此計劃擴展兩倍，這是真的嗎？

雖然每一年有近 120 名的研究生在各中心攻讀，其中 60 名是第一年的研究生，60 名是第二年的研究生。所謂 120 名並不表示研究生的人數增加，因為，每年有 60 名新的受獎人領取獎助金。這個籌款活動的目標是要每年提供獎助金基金給新的 60 名受獎人，讓他們能完成碩士學位。

8. 現在支持扶輪世界和平獎學生的情況如何？

現在的扶輪世界和平獎學生接受來自捐贈基金、冠名捐獻、遺贈、地區指定用途基金，以及世界基金等不同的資金來源。

9. 何謂冠名扶輪世界和平獎助金？

一個人或一對夫妻可以以 60,000 美金的一次立即捐獻設立**冠名獎學金 Named Fellowship**。扶輪世界和平獎學生將在兩年的獎學金期間來利用這筆資金。**冠名獎學金**不影響篩選過程。接受**冠名獎學金**的受獎人是在獲選每年的評比篩選後才和**冠名獎學金**產生關係。捐獻者可以表示他們願意支持的獎學生。譬如，捐獻者可以表明如果他/她的地區的候選人獲選，這位受獎人將成為捐獻者的**冠名獎助金獎學生**。許多捐獻者在設立**冠名獎助金**時冠以自己的名字，或者冠以他人的名字作為紀念或表示愛念之情。捐獻者亦可保持匿名。設立**冠名扶輪世界和平獎學生**的捐獻者可獲指定用途捐獻表彰點數，它可獲保羅·哈理斯之友的表

and an estimated 10 percent choose to go on to graduate school.

6. Does the program at Duke and the University of North Carolina count as one Rotary Center or two Rotary Centers?

The program at Duke and the University of North Carolina counts as one Rotary Center that is shared by two universities. Each year, 10 Rotary World Peace Fellows will be selected to study at the Duke-UNC Rotary Center; five will enroll at Duke and five will enroll at UNC. Four core courses have been designed specifically for Rotary World Peace Fellows and will serve as the foundation for the Rotary Center's curriculum at Duke-UNC.

7. Is it true that the Rotary Centers Major Gifts Initiative will allow The Rotary Foundation to fund 120 new Fellows each year, thus doubling the size of the program?

While there will be approximately 120 Fellows studying during the course of any given year, this represents 60 Fellows in their first year and 60 Fellows in their second year. This is not an increase, as each year there will be funding for 60 new Fellows. The goal of the initiative is to endow 60 new Fellows each year so that they can complete their two-year master's degree program.

8. How are the current Rotary World Peace Fellows being supported?

The current Rotary World Peace Fellows receive funds from numerous sources including endowments, named gifts, bequests, district designated funds, and the World Fund.

9. What is a Named Rotary World Peace Fellowship?

A Named Fellowship may be established by an individual or couple with a one-time current gift of \$60,000. The donated funds are spent by the Rotary World Peace Fellow during the two year term of the Fellowship. Named Fellowships do not influence the selection process. Recipients of Named Fellowships are associated with donors after being chosen as Rotary World Peace Fellows through the annual world-competitive selection. Donors establishing Named Fellowships may indicate general preferences concerning the Rotary World Peace Fellow who will be associated with their gift. For example, a donor may request that if a candidate from their district is selected, that that Fellow be identified as their named Fellow. Many donors use their own names, or honor the names of loved ones, when establishing Named Fellowships. They may also choose to remain anonymous. Donors establishing Named Rotary World Peace Fellowships receive credit for a restricted gift, which generates PHF credit.

彰點數。

10. 何謂捐贈扶輪世界和平獎學金？

捐獻50萬或以上美元給永久基金可以設立捐贈的扶輪世界和平獎學金。這個捐獻每年生可使用的利息所得。當收入達足夠的款額時（目前是60,000美元），則可提供一筆獎助金。上述所提之冠名獎學金的冠名與所採用之指南也使用於**捐贈扶獎學金**。如同所有的永久基金的捐贈，捐贈的本金是不會花用掉。捐獻額繼續生利息，當利息收入足夠時則將送出另一名獎學生。捐贈人能透過扶輪基金會已建構和平來垂青萬世。捐獻人設立**捐贈扶輪世界和平獎學金**可以得到永久基金捐贈的適當表彰。

11. 每年、每隔一年諸如此類，捐贈一位獎學生款額是多少？

• **1,500,000 美元—扶輪世界和平獎學生**

大約**每年**可捐助一名在扶輪中心研讀的扶輪世界和平獎學生。

• **750,000 美元—扶輪世界和平獎學生**

大約**每隔一年**可捐助一名在扶輪中心研讀的扶輪世界和平獎學生。

• **500,000 美元—扶輪世界和平獎學金**

大約**每3或4年**可捐助一名在扶輪中心研讀的扶輪世界和平獎學生。

• **250,000 美元—現場實習經驗的申請**

捐贈至多 10 件申請現場實習生的職務或一個扶輪中心一屆獎學生的研究計畫。

捐贈人會收到有關獎學生他們的實習生職務或者研究計畫和他們的研究機構的年度報告。

• **1,000,000 美元—扶輪中心客座講師**

支援邀請在聯合國機構或其他關係和平和解決衝突的團體組織有外交經驗者在某一扶輪中心授課並擔任指導獎學生的客座講師。

• **100,000 美元—扶輪中心年度研討會**

捐贈在扶輪中心所舉行的年度研習會議。

• **50,000 美元—扶輪中心的一般性支援**

捐贈一個冠有捐獻人名的基金，並提供該計劃的一般性支援。

請注意，捐贈捐獻要遵從保管委員會的永久基金支出

10. What is an Endowed Rotary World Peace Fellowship?

An Endowed Rotary World Peace Fellowship may be established with a gift of \$500,000 or more to the Permanent Fund. Spendable earnings accrue on the gift annually. When sufficient earnings accrue (currently \$60,000) an Endowed Fellowship becomes available. The naming and preference guidelines described above for Named Fellowships also apply for Endowed Fellowships. As with all Permanent Fund gifts, the gift itself is not spent. The gift will continue accruing earnings in perpetuity, and each time sufficient spendable earnings accrue, another Fellow will be sent. This option allows donors to establish a legacy of peace building through The Rotary Foundation. Donors establishing Endowed Rotary World Peace Fellowships receive the appropriate recognition associated with their Permanent Fund gift.

11. What is the size of a gift needed to endow a Fellow each year, every other year and so on?

**\$1,500,000—Rotary World Peace Fellows**

Endows one Rotary World Peace Fellow at a Rotary Center approximately every year.

**\$750,000—Rotary World Peace Fellows**

Endows one Rotary World Peace Fellow at a Rotary Center approximately every other year.

**\$500,000—Rotary World Peace Fellows**

Endows one Rotary World Peace Fellow at a Rotary Center approximately every three to four years.

**\$250,000—Applied Field Experience**

Endows up to 10 applied field internships or research projects for a class of fellows at a Rotary Center.

Donors who choose to support one of the above programs will receive annual reports on the fellows, their internships or research projects, and their study institution.

**\$1,000,000—Rotary Center Visiting Lecturer**

Endows a visiting lecturer who has diplomatic experience, either with a United Nations agency or in some other aspect of peace and conflict resolution, to teach courses and serve as a mentor for fellows at one Rotary Center.

**\$100,000—Rotary Center Annual Seminars**

Endows annual seminars at a Rotary Center.

**\$50,000—Rotary Center General Support**

Endows a fund bearing the donor's name and provides general support to the program.

Please note that endowed gifts are subject to the Trustees' Permanent Fund spending policy, which can fluctuate and

政策，因此，在捐贈獎學金可用之時，會因利率波動有所變動而遭到影響。所有的金額是以美元來表示。

affect the rate at which endowed fellowships become available. All amounts are shown in U.S. dollars.

12. 這個籌款計劃不會影響目前扶輪基金會的其他募款活動嗎？

不會。因為，「每一位扶輪社員，每年」以及根除小兒麻痺等疾病計劃的募款活動是以大批的小額捐獻為對象的。而扶輪中心巨金捐獻籌款活動則將焦點對象放在有能力一大筆巨額捐獻來支持扶輪中心計劃的人士。

12. Isn't this program going to detract from the existing foundation fundraising efforts?

No. Unlike the Every Rotarian, Every Year and PolioPlus campaigns, the Rotary Centers Major Gifts Initiative is not seeking a large number of relatively small gifts. Instead, the initiative is focusing on a very select group of Rotarians who have the capacity to make a major gift in support of the Rotary Centers program.

13. 在某些地帶是否有顯著的巨額捐獻潛在者？

如果我們能在世界各國確保 360 名巨額捐獻，或者能在每一個地帶確實獲得 10 名巨金捐獻，這個籌款活動會成功。雖然某些地帶可能有較多的巨金捐獻，但是，每一個地帶大概不難找到 10 位有捐獻巨金的可能性的人士。

13. Are there significant major gift prospects in certain zones?

The Initiative will be successful if we are able to secure 360 major gifts world-wide, or only 10 major gifts per zone. While it is anticipated that there may be more significant major gift prospects in certain zones, it is likely that each zone has the capacity to secure 10 major gifts.

14. 為什麼地域扶輪基金協調人需要關注扶輪中心巨金捐獻活動？

扶輪中心是保管委員會主委當選人和保管委員指定的優先教育計劃。扶輪的資深領導人需要瞭解這個新的教育計劃和籌款活動才能積極的推行籌款活動並向人解釋扶輪中心的重要性。此外，扶輪中心巨金捐獻活動潛在人士的尋找將同樣有助於獲得其它計劃的支援。

14. Why should the RRFC's focus on the Rotary Centers Major Gifts Initiative?

The Rotary Centers have been named a top educational priority by the Chairman-elect and the Board of Trustees. Rotary Senior Leaders need to know about this important new educational program and initiative to enable them to speak knowledgeably about the Rotary Centers and to actively promote the major gifts initiative. Additionally, the prospect identification process for the Rotary Centers Major Gifts Initiative will be useful to garner support for other programs as well.

和平是可能的！

