

JACK PESTANER

JACK WAS BORN IN OAKLAND, CALIFORNIA WHERE HE WAS ADOPTED AT BIRTH. WHEN HE WAS A YEAR OLD, HIS ADOPTIVE PARENTS DIVORCED, SO HE NEVER REALLY GOT THE CHANCE TO KNOW HIS DAD. HIS MOM, WHO RAISED HIM, WAS AN EDUCATOR ALL HER LIFE. SHE IS NOW 85 YEARS OLD; AND HE DEFINITELY CREDITS HER WITH THE "HEAVY LIFTING" WHEN IT CAME TO ALWAYS BEING THERE FOR HIM. WHEN HE POSED QUESTIONS TO HER ABOUT HIS BIRTH MOTHER, SHE HELPED HIM LOCATE HER. SHE LIVES IN MANHATTAN AND THEY FINALLY MET EACH OTHER ABOUT TWO YEARS AGO. HE WAS TRAVELING THROUGH NEW YORK AND THEY MET FOR A COUPLE OF HOURS IN THE AIRPORT. IT TURNS OUT THAT HE IS PART CHINESE. HIS BIRTH MOTHER WAS BORN IN CHINA AND IS A QUARTER CHINESE. HE IS NOW LEARNING MUCH ABOUT HER HISTORY. SHE IS FROM A FAMILY OF BUSINESS PEOPLE AND MISSIONARIES. THEY HAVE BECOME CLOSE ENOUGH THAT SHE EVEN CAME TO SANTA FE TO ATTEND HIS 50TH BIRTHDAY PARTY. THERE SHE MET THE "MOM" WHO RAISED HIM FOR THE FIRST TIME. JACK SAYS THIS NEW DIMENSION THAT HAS BEEN ADDED TO HIS LIFE HAS BEEN QUITE

INTERESTING AND EXCITING. IN A SENSE HE NOW FEELS LIKE HE HAS TWO MOTHERS.

JACK GREW UP IN OAKLAND UNTIL HE WAS 13. HE AND HIS MOM THEN MOVED TO BEND, OREGON AND LIVED THERE FOR ABOUT 4 YEARS. HIS MOM MARRIED A LONG TIME FRIEND, WHO WAS A WIDOWER. HE MOVED THE FAMILY TO LA PINE, WHICH IS ABOUT 30 MILES SOUTH OF BEND. JACK AND HIS MOM MOVED BACK TO BEND WHEN SHE AND HIS STEP-FATHER DIVORCED. HE WENT TO HIGH SCHOOL THERE AND WENT ON TO OREGON STATE IN CORVALLIS. HE GRADUATED WITH HONORS FROM THERE WITH A BS IN INDUSTRIAL ENGINEERING.

SINCE NO ONE ACTUALLY STAYS IN CORVALLIS, JACK LEFT THERE RIGHT AFTER GRADUATION. AT THE TIME THERE WERE MANY POSITIONS AVAILABLE FOR ENGINEERS, SO HE TOOK A JOB IN DALLAS WITH TEXAS INSTRUMENTS. HE QUICKLY BECAME HOME SICK AND DISILLUSIONED WITH ALL THE PAPERWORK ASSOCIATED WITH HIS POSITION AND LEFT AFTER ONLY SIX MONTHS. LOOKING BACK HE SAYS HE NOW REALIZES HE HAD AN IMMATURE AND IMPATIENT ATTITUDE. HE THOUGHT HE WOULD GO RIGHT INTO ENGINEERING INSTEAD OF HAVING TO DEAL WITH THE PAPERWORK APPROACH FIRST.

HE MOVED BACK TO OREGON AND LIVED IN BEAVERTON, WHERE BECAME A SENIOR MANUFACTURING ENGINEER WITH TEKTRONIX. IT TURNED INTO A WONDERFUL JOB AND HE WAS BLESSED WITH GREAT MENTORS. DURING THIS TIME THEY WERE GOING HEAD TO HEAD WITH JAPAN AND CHINA. HE WAS IN CHARGE OF THE COMPETITIVE PRODUCT LINES. HE HAD A REALLY TOUGH BOSS, WHO, VERY EARLY ON, SAT HIM DOWN AND BROKE DOWN HIS EGO, ALLOWING HIM TO REALLY LEARN. THIS IS SOMETHING HE APPRECIATES EVERY DAY.

ONE OF THE PRODUCTS MANUFACTURED BY TEKTRONIX IS THEIR OSCILLOSCOPE. MANY MY AGE REMEMBER THAT IT WAS THE BEST AVAILABLE. TEKTRONIX IS STILL AROUND, BUT WOULD BE CONSIDERED A SMALL COMPANY, COMPARED TO HEWLETT-PACKARD AND OTHER SUCH COMPANIES.

IN 1989 A FRIEND OF HIS, MIKE, ASKED HIM TO COME AND WORK FOR HIM. SINCE IT APPEARED THAT TEKTRONIX WAS NOT GOING TO BE ABLE TO OFFER JACK ANY FURTHER OPPORTUNITIES TO GROW AND PROGRESS IN HIS CAREER, HE LEFT AND TOOK THE JOB. MIKE WAS A DEVELOPER, WHO HAD ABOUT 250 ACRES ADJACENT TO THE COLLEGE. HE HAD A VISION OF CREATING A RESEARCH CENTER MUCH LIKE RESEARCH TRIANGLE PARK IN NORTH CAROLINA, WHICH IS ONE OF THE

U.S.'S PREMIER RESEARCH AND DEVELOPMENT CENTERS. MIKE WANTED HIM TO RUN THE TELEPHONE PART OF THE PROJECT, OGI TELECOM.

AS GENERAL MANAGER OF OGI, JACK WORKED CLOSELY WITH THE VICE PRESIDENT OF FINANCE FOR THE COLLEGE. THEY GOT THE COMPANY TURNED IN A POSITIVE DIRECTION. IT WAS A GOOD TIME FOR GROWTH AND MANY PEOPLE WERE MOVING INTO THE PARK. THE COLLEGE WAS VERY INVOLVED IN DEVELOPING THE INTERNET - SEE, IT WASN'T AL GORE AFTER ALL. THERE WAS SO MUCH GOING ON AT THE TIME THAT HE FEELS HE MISSED SOME OPPORTUNITIES, BUT WE ALL FEEL THAT WAY WHEN WE LOOK BACK ON OUR LIVES. THIS PERIOD IS WHEN HE FEELS HE REALLY LEARNED TO BE A BUSINESSMAN. HE HAD THE RESPONSIBILITY OF MEETING BUDGETS, CREATING CASH FLOW, HIRING AND FIRING PERSONNEL, AND ALL THE OTHER ASPECTS OF HELPING CUSTOMERS MAKE GOOD BUSINESS DECISIONS THAT WOULD KEEP THEM IN BUSINESS. IMAGINE, IF ONE IS IN A BUSINESS AND LOSES TELEPHONE OR OTHER COMMUNICATIONS WITH CUSTOMERS, IT IS FELT IMMEDIATELY. HE LEARNED THAT HE LIKED TO BE IN CHARGE AND HE ENJOYED THE FREEDOM TO MAKE DECISIONS. HE REALIZED THAT HE COULD NEVER GO BACK TO BEING AN EMPLOYEE OF A LARGE CORPORATION.

THE TELECOMMUNICATIONS ACT OF 1996 BROKE UP THE LARGE COMPANIES AND OPENED UP THE MARKETPLACE FOR SMALLER BUSINESSES TO COMPETE. JACK DEVELOPED A BUSINESS PLAN FOR CLEC (COMPETITIVE LOCAL EXCHANGE CARRIER), WHICH IS WHERE A NEW CARRIER CAN LEASE SERVICES FROM AN ALREADY ESTABLISHED CARRIER AND SELL TO THEIR OWN CUSTOMERS, OFTEN AT A LOWER RATE. THE DEVELOPMENT OF HIS PLAN EVENTUALLY RESULTED IN A FRIENDLY ACQUISITION OF OGI BY INTEGRA TELECOM IN 1997. THEY HAD ABOUT 2000 EMPLOYEES AND PROVIDED SERVICE THROUGHOUT THE WEST. HE REMAINED WITH THEM AS VICE-PRESIDENT OF NETWORKING UNTIL 2001.

JACK FOUNDED ACCURATUS CONSULTING IN MARCH OF 2001. MOST OF US REMEMBER THAT IT WAS 2000 WHEN THE HITECH CRASH HAPPENED. BACK THEN IF A HITECH COMPANY HAD NO CASH THEY COULD NOT SURVIVE. NOW WE ARE SEEING THE SAME WITH ALL BUSINESSES. THIS NEW BUSINESS AFTER THE CRASH WAS BORNE OUT OF THE NEED THAT SMALL COMPANIES HAD AFTER THEY EMERGED FROM THE ENVIRONMENT CAUSED BY THE HITECH CRASH. HE STARTED THIS BUSINESS IN FLORIDA NEAR FT. LAUDERDALE, AND STAYED IN THE AREA FOR 4 YEARS. HE HAD WANTED TO GET OUT OF THE

RAIN IN OREGON AND LIVE IN THE SUN FOR A WHILE. ONE OF HIS VERY GOOD CLIENTS WAS LOCATED IN SANTA FE, LAS VEGAS AND TEXAS. HE LOVED SANTA FE AND SINCE HE WAS GUARANTEED LOTS OF WORK HE RELOCATED THERE. THE MOVE ENABLED HIM TO BE CLOSE TO WHERE THE MAJORITY OF HIS WORK WAS TAKING PLACE. HE LIVED THERE UNTIL FEBRUARY 2008, WHEN HE MOVED TO LAS VEGAS. HE STILL HAS A HOME IN SANTA FE - IT'S NOT A GOOD TIME TO SELL THERE EITHER.

WHEN JACK MOVED TO SANTA FE HE MADE A COMMITMENT TO GET INVOLVED WITH THE COMMUNITY AND IT WORKED OUT VERY WELL. WHEN HIS CLIENT WITH THE LAS VEGAS BUSINESS DECIDED TO SELL, HE BOUGHT THE BUSINESS AND DECIDED TO RELOCATE HERE. HE BROUGHT WITH HIM THAT STRONG DESIRE TO GET CONNECTED WITH OUR COMMUNITY. WHILE HE HAS BEEN LEARNING MORE ABOUT LAS VEGAS HE HAS BECOME A MEMBER OF OUR CHAMBER OF COMMERCE, AND HAS FOUND A CHURCH HE ENJOYS (TRINITY UNITED METHODIST), WHERE HE IS NOW A TRUSTEE. HE MET BILL GOFF AT A CEO ROUNDTABLE AND BILL INVITED HIM TO ONE OF OUR MEETINGS.

ALONG THE WAY JACK WAS MARRIED IN OREGON FOR 10 YEARS FROM 1987 TO 1997. HE REMAINS FRIENDLY WITH HIS EX;

THEY HAD NO KIDS. SHE IS A STOCK BROKER AND HELPED HIM MANAGE HIS ASSETS AND RETIREMENT PROGRAM. HE CREDITS HER WITH HELPING DEVELOP HIS ASSET BASE, WHICH ENABLED HIM TO BUY HIS BUSINESS, EXCELLA COMMUNICATIONS.

JACK IS ENJOYING LIFE IN THE LAS VEGAS AREA. HE'S LOOKING FORWARD TO SPENDING MORE TIME DOING OUTDOOR ACTIVITIES, SUCH AS SNOW BOARDING, HIKING, BIKING AND CAMPING. HE LIKES THE FACT THAT OUR LOCATION OFFERS ALL THESE ACTIVITIES CLOSE BY. HE IS ALSO ENJOYING HIS WORKOUT ROUTINE AND HAS LOST 20 POUNDS IN THE LAST 6 MONTHS. HE SAYS HE IS GLAD TO BE ABLE TO FIT BACK IN HIS WARDROBE.

JACK ACKNOWLEDGES THAT HE COMES ACROSS AS SOMEWHAT RESERVED WHEN HE FIRST MEETS SOMEONE, BUT HE HAS A GOOD SENSE OF HUMOR AND TAKES PLEASURE IN THE FUN OF LIFE. HE LIKES THE IDEA OF BEING PART OF AN ORGANIZATION THAT STANDS FOR A GREATER PURPOSE, LIKE ROTARY.

INDUCTION CEREMONY

BY

MARION B. EARL

MEMBER LAS VEGAS ROTARY CLUB, 1933-1987

YOU HAVE BEEN CHOSEN AND ELECTED TO MEMBERSHIP IN THE *ROTARY CLUB OF LAS VEGAS-SOUTHWEST* BECAUSE WE FEEL THAT YOU ARE AN EXCELLENT REPRESENTATIVE OF YOUR BUSINESS PROFESSION IN THIS COMMUNITY AND THAT YOU HAVE THE CHARACTER QUALIFICATIONS OF A GOOD *ROTARIAN*. OUR INVITATION FOR YOU TO JOIN US IN *ROTARY* IS AN EXPRESSION OF OUR GOOD WILL TOWARDS YOU AND OUR DESIRE FOR A CLOSER FRIENDSHIP.

NOW THAT YOU ARE A *ROTARIAN*, YOU ARE LINKED NOT ONLY WITH THE MEMBERS OF THIS CLUB, SOME 60 IN NUMBER, YOU ARE ALSO LINKED WITH MORE THAN 1.3 MILLION OTHER

BUSINESS AND PROFESSIONAL MEN AND WOMEN IN OVER 31,000 OTHER *ROTARY CLUBS* IN 167 DIFFERENT COUNTRIES AROUND THE WORLD. THIS GREAT WORLD GROUP OF *ROTARIANS* DIFFER IN NATIONALITY, IN LANGUAGE, IN CUSTOM, RELIGION, AND HISTORICAL AND CULTURAL BACKGROUNDS, AND YET, THEY ARE ALL ALIKE IN ONE RESPECT: ALL *ROTARIANS*, ALL OVER THE WORLD, ARE BOUND TOGETHER BY COMMON IDEALS – THE IDEAL OF WHOLESOME GOOD FELLOWSHIP AND THE IDEAL OF UNSELFISH SERVICE.

AS YOU LEARN MORE OF THE AIMS AND OBJECTS OF *ROTARY*, YOU WILL READ AND HEAR THIS EXPRESSION, “*SERVICE ABOVE SELF.*” THIS IS THE CORE, THIS IS THE MOTTO, THIS IS THE VERY HEART AND SOUL OF *ROTARY*.

MOST OF THE PEOPLE IN THE WORLD FEEL THAT THEY HAVE ACHIEVED SUCCESS, WHEN, THROUGH WEALTH OR POSITION, THEY CAN COMMAND THE SERVICES OF OTHERS; BUT THE

ROTARY IDEAL IS THAT REAL SUCCESS AND TRUE HAPPINESS CAN BEST BE FOUND IN UNSELFISH SERVICE RENDERED TO OTHERS. *ROTARY* ENCOURAGES HIGH ETHICAL STANDARDS IN PROFESSIONAL AND BUSINESS LIFE. IN THIS CONNECTION, *ROTARY* HAS ADOPTED WHAT IS CALLED THE *FOUR WAY TEST*. THIS TEST IS TO BE APPLIED TO ALL BUSINESS TRANSACTIONS AND ALL PROFESSIONAL WORK. THE *FOUR WAY TEST* IS VERY SIMPLE. IT IS THIS:

FIRST: IS IT THE TRUTH?

SECOND: IS IT FAIR TO ALL CONCERNED?

THIRD: WILL IT BUILD GOOD WILL AND BETTER FRIENDSHIPS?

FOURTH: WILL IT BE BENEFICIAL TO ALL CONCERNED?

ROTARY CLUBS DO NOT ENGAGE IN POLITICAL DEBATES, OR ENDORSE PARTISAN MEASURES OR CANDIDATES FOR PUBLIC OFFICE. IT IS A FINE TRADITION OF THIS GROUP THAT MEN AND WOMEN OF ALL RELIGIOUS FAITHS, ALL POLITICAL PARTIES, AND ALL NATIONALITIES CAN FIND COMMON GROUND IN *ROTARY*. HERE WE CAN MEET, BECOME BETTER FRIENDS, ENJOY GOOD FELLOWSHIP AND FIND OPPORTUNITIES TO RENDER SERVICE UNTO OTHERS WITHOUT THOUGHT THAT OUR POLITICAL, RELIGIOUS, OR NATIONAL BELIEFS MAY BE DIFFERENT.

ONE OF THE IMPORTANT REQUIREMENTS OF MEMBERSHIP IN *ROTARY* IS FAITHFUL ATTENDANCE AT THESE WEEKLY MEETINGS, OR, IF YOU MISS A MEETING, THAT YOU MAKE UP AT SOME OTHER *ROTARY CLUB*. THE REASON FOR THIS STRONG EMPHASIS ON ATTENDANCE IS THIS: UNDER OUR CLASSIFICATION SYSTEM OF MEMBERSHIP, A *ROTARY CLUB* IS SUPPOSED TO BE A FINE

MOSIAC OR PATTERN OF THE VERY BEST IN THE BUSINESS OR PROFESSIONAL LIFE OF OUR COMMUNITY.

YOU ARE SUPPOSED TO EXEMPLIFY AND BRING TO *ROTARY* THE VERY BEST OF YOUR BUSINESS OR PROFESSION, AND YOU ARE SUPPOSED TO TAKE BACK TO YOUR BUSINESS OR PROFESSION THE VERY BEST OF *ROTARY*, WHICH WE FEEL IS ITS IDEAL OF *UNSELFISH SERVICE* AND THE *FOUR WAY TEST*.

HOW CAN YOU DO THAT IF YOU ARE NOT HERE? WHEN YOU MISS THESE WEEKLY MEETINGS, YOUR PART OF THE PATTERN OF *ROTARY* IS MISSING. ALSO, FELLOWSHIP IS A VERY IMPORTANT PART OF *ROTARY*, AND WE CANNOT GET MUCH FELLOWSHIP FROM YOUR EMPTY CHAIR.

AS THE YEARS GO ON, YOU MAY FORGET MANY OF THE THINGS THAT YOU HEAR IN ROTARY PROGRAMS, OR THAT YOU LEARN WHEN YOU READ ABOUT ROTARY, BUT IF YOU BECOME A DEDICATED *ROTARIAN*, AND WE FIRMLY BELIEVE THAT YOU WILL,

YOU WILL NEVER FORGET THE MANY FINE FRIENDS THAT YOU WILL MEET IN THIS CLUB AND THROUGHOUT THE *ROTARY WORLD*. WE ALSO FEEL THAT YOU WILL NEVER FORGET THE MOTTO OF *ROTARY* - "*SERVICE ABOVE SELF*" - AND THAT YOU WILL PUT IT INTO PRACTICE IN YOUR BUSINESS, YOUR PROFESSION AND YOUR DAILY LIFE.

IT IS A REAL PLEASURE FOR ME, THEN, ON BEHALF OF ALL THE MEMBERS OF THIS CLUB, TO FORMALLY WELCOME YOU INTO OUR MIDST. IT IS OUR SINCERE HOPE THAT YOUR MEMBERSHIP IN *ROTARY* WILL BE ONE OF THE MOST PLEASANT EXPERIENCES IN YOUR LIFE.

WE EXTEND TO YOU A SINCERE AND HEARTY WELCOME TO THE WORLD WIDE FELLOWSHIP OF *ROTARY INTERNATIONAL*.

RAJENDA K. SABOO, R.I. PRESIDENT, 1991-1992

(AT THE INTERNATIONAL CONVENTION, ORLANDO, FL, JUNE
1992)

“POOR INDEED IS HE OR SHE WHO HAS NOTHING TO GIVE.
YOU AND I HAVE SO MUCH TO OFFER; TO A FRIEND, OUR
SINCERITY; TO CHILDREN, OUR EXAMPLE; TO PARENTS, OUR
CONDUCT, TO MAKE THEM PROUD; TO OURSELVES, CONVICTION
AND COURAGE; TO ALL MEN AND WOMEN, DIGNITY.”

“GIVING IS LIVING. WHAT IS IMPORTANT IS HOW MUCH OF
OURSELVES WE PUT INTO THE GIVING.”

JACK LOOKS FORWARD TO FURTHERING HIS CONNECTION
WITH OUR COMMUNITY AS HE GROWS HIS BUSINESS AND
DEVELOPS SOME LONG LASTING RELATIONSHIPS. HE REALIZES
THAT BALANCE IN LIFE BECOMES MORE IMPORTANT TO US AS WE
LOOK AT WHAT MATTERS MOST. OUR SERVICE TO OTHERS IS A
MAJOR PART OF THAT BALANCE WE ARE ALL SEEKING. WE WANT

TO THANK BILL GOFF FOR BRINGING HIM AND PROPOSING HIM
FOR MEMBERSHIP. LET'S NOW WELCOME JACK TO THE BEST
CLUB IN ROTARY, THE LAS VEGAS SOUTHWEST ROTARY CLUB!