



District 35 DEC Meeting

December 16, 2017
Teleconference

Where is the Toastmaster?



Agenda



Topic	Leader	Time	Start
Welcome	Keith	5	9:00
Club Coaching Program update	Judy Bauer	10	9:05
Lead-to-charter process	Rozaline	20	9:15
Monona Terrace and Division TLIs	Ed	10	9:35
District Success Plan - Tracking	Trio, Jason Feucht	15	9:45
Area Director reports Leadership Nominations	Keith	10	10:00
The Great Divide	Kelly Huttelmaier	5	10:10
Other	Keith	5	10:15
Pathways update	Ed	15	10:20
30-60-90 day actions	Keith	15	10:35
Q&A / Wrap up	Keith	10	10:50
Conclude			11:00



Club Coaching

Judy Bauer, DTM, PDG
Club Coach Chair



The Club Coach

D35 DEC Teleconference
December 16, 2017



Who qualifies for a Club Coach?

- ▶ All clubs with 12 members or less



What does a club coach do?

- ▶ Helps club develop & implement a plan for Improvement
- ▶ Helps them to Grow and Revitalize
- ▶ Instills enthusiasm, loyalty, and a sense of responsibility for the club's future.
- ▶ The coach's goal is to help the club become a Distinguished Club.



Clubs we still need to hear from:

Div A		# Members	want a Coach
Area 1 -			
Area 2 -			
Area 3 -			
Div B			
Area 1			
Area 2			
Area 3			
Area 4			
Div C			
Area 1 -	00001457 Risers From The West Club	11	
	03982114 Southwest Area Toastmasters	12	
Area 2 -			
Area 3 -	00001732 Wingra Turning Point Toastmasters	11	
	00002023 Credit Union Center TM Club	8	
Area 04			
Div D			
Area 1 -	05163168 Milwaukee Engineer	8	
Area 2 -			
Area 3 -	02240275 Baird Speaks	10	
Area 4 -			
Div E			
Area 1 -			
Area 2 -			
Area 3 -			

Div F		# Members	want a Coach
Area 1 -	03253329 Oak Creek Toastmasters	11	
Area 2 -			
Area 3 -	00790417 SpeakEasy Toastmasters	10	
DIV N			
Area 1 -			
Area 2 -	00006141 Univ./Wi-Stevens Point Club	11	
Area 3 -	04299987 Toastmasters of the Northwoods	10	
Div W			
Area 1 -	00000411 La Crosse Area Toastmasters Club	12	
Area 2 -	01009891 New Richmond Toastmasters	11	
	05140985 3M Menomonie Toastmasters	12	
Area 03 -	03562546 United Toastmasters	8	

14 clubs, We need Y or N to having a Club Coach



International Speech Contests



Preparing for International Speech Contests

- ▶ Area Contests – February 19-March 25, 2018
- ▶ Choose place & time of Area Contest prior to club visits
- ▶ Start AD Club Visits – January 2018
 - At time of visit remind them
 - to hold their club contest by February 18, 2018
 - Where the Area Contest will be held, date & time
 - ask for 1 (or 2) Judges from each club (take names & emails)
- ▶ Division Contests - March 26 – April 22, 2018



Eligibility: Chief Judge, Voting Judges, Tie-breaking Judge

Have completed six speech projects in the Competent Communication manual or have earned a Certificate of Completion in Levels 1 and 2 of any path

Eligibility: Contestant

Have completed six speech projects in the Competent Communication manual or have earned a Certificate of Completion in Levels 1 and 2 of any path.

However, a charter member of a club chartered less than one year before the club contest is permitted to compete.



Questions?



Lead to Charter process

Rozaline Janci



The District Mission

“We build new clubs and support all clubs in achieving excellence.”



Lead to Charter process





Identifying Your Target Market

- ▶ Communities - population over 10,000
 - Community Centers
 - Libraries
 - Churches
 - Schools
 - Institutions
- ▶ Corporations and Organizations with a base over 300 people (employees)



Sources for Leads

- ▶ Leads from T.I.
 - Via the District New Clubs Chair
 - Prospective Club List
- ▶ Self-Generated Leads
 - Your Own
 - From Area Directors
 - Other District and Club Leaders



Lead Identified





Meeting

- ▶ Face to face or Telephone with Decision Makers
- ▶ Build Rapport
- ▶ Ask Questions – Listen
- ▶ Understand situation
- ▶ Explain process – fill in the gaps
- ▶ Gain commitment – NEXT STEPS
- ▶ Schedule informational meeting – L&L



Lead qualified





Behind the Scenes

- ▶ Keep the process moving forward
- ▶ You need them to pack the room with people!
- ▶ Provide them with ideas for promoting Informational Meeting (T.I. website)
- ▶ Follow through with your commitments
- ▶ Get information to people quickly
- ▶ Start coaching them on the Charter Application



Informational Meeting - Focus

- ▶ Convincing 20 plus people that T.I. is right for them!
- ▶ The Catalyst and Driving Force
- ▶ Keep it Moving - NEXT STEPS!



Informational Meeting

- ▶ Stimulate interest and generate excitement
- ▶ Build credibility and trust
- ▶ Answer important questions:
 - What is Toastmasters?
 - Why is it for you?
- ▶ Ask for show of hands – how many interested?
- ▶ Commitment - Sign Up Sheet – Club Officer Interest
- ▶ Schedule Launch/Demonstration Meeting



Demo meeting





Behind the Scenes

- ▶ Keep the process moving forward
- ▶ If enough people have expressed interest do not lose momentum!
- ▶ Identify and engage those with the highest level of interest – the leaders – transfer ownership
- ▶ Assemble a team for your Launch/Demonstration Meeting
 - Communicate expectations – when and where to assemble



Launch/Demonstration Meeting

Organized by Division New Clubs Chair assistance from Division and Area Director

- ▶ Before the Meeting
- ▶ Why a Demo meeting?
 - Introduce the audience to a typical Toastmasters meeting
 - Role model best practices
- ▶ Planning is critical!
 - Start 7-10 days in advance as a courtesy to your volunteers
- ▶ Who should help?
 - Experienced Toastmasters (mixed group) from your universe



Launch/Demonstration Meeting

At the Meeting

- ▶ Remember, this is the FIRST TIME the audience is witnessing a Toastmasters meeting. Go slow, explain everything.
- ▶ After the meeting, ask “Who wants to join the club?!!!” Always be recruiting!
- ▶ Answer questions, finalize next meeting time & date
- ▶ Complete the agenda for the next meeting! Start with Speakers, Toastmaster and so on...



Launch/Demonstration Meeting

- ▶ What to do?
 - Create agenda & recruit for all positions
 - Use TI meeting agenda template
 - Make sure functionaries understand roles
- ▶ Supplies needed
 - Ribbons & ballots
 - Timing lights
 - Timer

Steps to Success

- ▶ Identify Club Sponsors: Business or Community
 - (can have up to 2 Toastmaster Sponsors)

- Support for:

Marketing

Assisting during meetings

Assisting with forms

Planning charter presentation





Steps to Success

- ▶ Locate club mentors
 - (up to 2 mentors appointed by District)
 - Governance: 6 months to 1 year
 - 2 Sponsoring Clubs can be listed
 - Locate other experienced Toastmasters
 - Open dialogue
 - Listen/Learn sessions
 - Attend other clubs

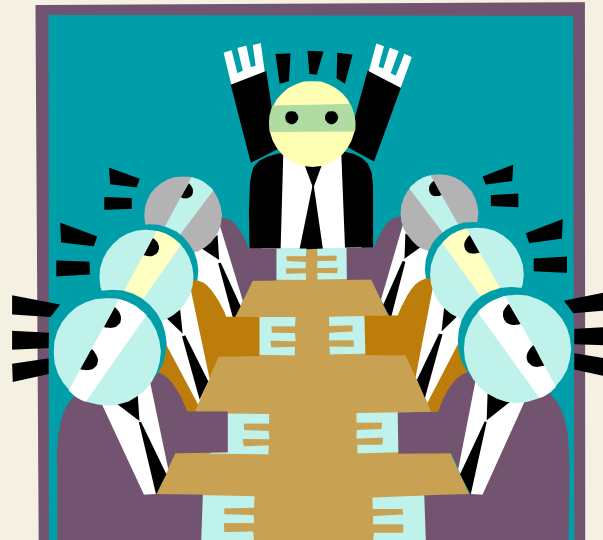




Build it they will come!

► Seek Members

Gain at least 20 members (only 3 may be members of other Toastmaster's Clubs)





How?

► The Demonstration Meeting

Articulate the benefits of Toastmasters

- » (Art of persuasion, Toastmasters magazine, website, Personal testimony)
 - » Demonstrate how to conduct a club meeting
- 45 Minute Toastmaster meeting and 15 minutes for Q & A





Communicate the opportunity!

- ▶ Publicity:
- ▶ Public Service Announcements
- ▶ Personal invitations
- ▶ Post notices
- ▶ Incentives
- ▶ Use Social Media
 - LinkedIn
 - Facebook
 - MeetUp
- ☐ Should have the commitment of at least 30 people to attend the Demo meeting



Step on the Train

- ▶ Utilize company resources
 - HR, Community Relations
 - Training coordinator
 - Education director

- Sell idea
- Define level of company support
- Set up demo meeting
- Demonstrate ----passion, opportunity, process
- Define meeting type (open/closed, location, time, frequency)



Step on the Train

- ▶ Utilize community resources
 - Community Services
 - Training/Job coordinator
 - Universities, Colleges (clubs)

- Sell idea
- Define level of company support
- Set up demo meeting
- Demonstrate ----passion, opportunity, process
- Define meeting type (open/closed, location, time, frequency)



Member Pools

- ▶ Other professional groups
- ▶ Community events and groups
- ▶ Universities, colleges, tech
- ▶ Student groups
- ▶ Church groups
- ▶ Co workers





Establish the Team

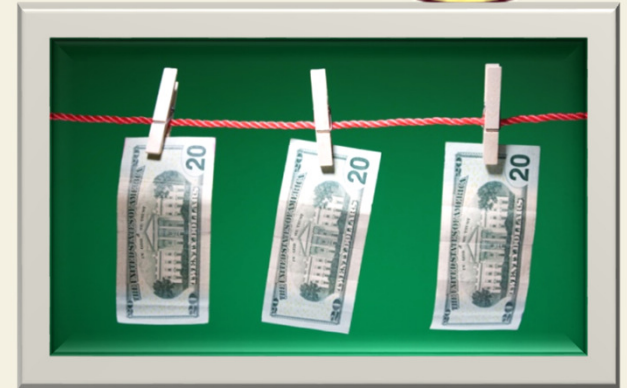
- ▶ Identify volunteers who are interested in
- ▶ leading to make a difference





Finance and Fees

- ▶ The fine print:
 - ▶ \$125: One-time chartering fee
 - ▶ \$20: New-member fee per person
 - ▶ \$45: Six months' membership dues per person
- Each group can charge supplementary dues to help cover expenses, if needed



Ready Set Demo!

- ▶ Show how Toastmasters works!
- ▶ Pique interest
- ▶ Demonstrate Table Topics
- ▶ Invite Questions
- ▶ Talk up Toastmasters Success (personal stories)
- ▶ Explain paperwork, fees and process
- ▶ Keep the meeting fun, show enthusiasm, be sincere





Organizational meeting





After the Demo!

- ▶ Schedule the Organizational meeting for 2 weeks after the Demo meeting
- ▶ Email a survey to everyone attending the Demo meeting on when to meeting, how often, the name of the new Tm club and ask if they are interested in the opportunity to be a Club Officer.
- ▶ Schedule the Organizational meeting for one hour.
- ▶ Then, schedule the 1st “Real” Tm meeting, for 2 weeks after that.
- ▶ Keep the meetings fun and show enthusiasm!

Steps to Success

- ▶ 1. Determine local demographic
 - Demographic drives club model
 - Company or Community

- ▶ 2. Determine resources
 - Resources establish
 - Meeting place
 - Meeting frequency
 - Meeting type





Charter paperwork





Form 1

FORM 1

Application to Organize a Toastmasters Club

Send completed forms and payment to:
23182 Arroyo Vista • Rancho Santa Margarita, CA 92688 USA
PO Box 9052 • Mission Viejo, CA 92690 USA • Phone: 949-858-8255 • Fax: 949-858-1207

The undersigned applicant club hereby applies for membership in Toastmasters International, Section 3, of the Articles of Incorporation and Bylaws of Toastmasters International. The applicant club is in: City _____ State _____ Country _____ Date _____

It is understood that such permission when granted will give this group of Toastmasters International as a provisional club for twelve (12) months. It is agreed that the right to use the Toastmasters emblem, the name, and the right to use the Toastmasters logo, shall be granted by Toastmasters International, conditioned upon permission for such use being granted by Toastmasters International. If not granted, or if applicant club shall be required to do so at any time in the future, the applicant club shall be required to do so at any time in the future. Toastmasters clubs agree they must not use the trademarks and copyright materials or publications. This includes, but is not limited to, use of the Toastmasters logo, name, or any other materials or publications.

In order to qualify for a charter, a club must have a minimum of 20 members. All Toastmasters clubs must meet the following minimum requirements: members give oral speeches and give and receive oral evaluations; and give leadership skills.

Membership in a Toastmasters club is by invitation only, and is subject to the approval of the club. No one shall be excluded from membership in a Toastmasters club, and no member shall be excluded from membership in a Toastmasters club, because of age (except those persons who are under 18 years of age), or ethnic origin, sexual orientation, or physical or mental disability, so long as they are able to participate in the program.

If granted, the Charter and membership may be revoked by Toastmasters International if the club fails to conduct unbecoming a Toastmasters club; failure to remain in good standing; or failure to comply with the Charter and membership by applicant club.

As club correspondent and on behalf of the applicant club, I agree to the terms and conditions of the Charter and membership by applicant club.

Signed, _____

Please type or print the following information:

Correspondent or President's Name _____

Company Name (if applicable) _____

Address 1 _____

Address 2 _____

City _____ State/Province _____ Country _____ Postal Code _____

Phone _____

Email address _____

*Except in the case of advanced clubs where dual membership is a prerequisite.

Please make 1 copy of this document and mail to World Headquarters. Keep the original in your club's permanent records.

Page 1 of 2 - Both pages are required to process application

HOW TO BUILD A TOASTMASTERS CLUB 13

► If applicable, we recommend to submit this form first because

- **It's a bargain:** With \$125 and this form, you will receive the new club charter kit, which includes 20 copies of CC and CL manuals (\$280 + tax value), and basic club supplies
- **Help you start the club faster:** It's easier to convince interested parties to sign-up with the manuals available. The earlier we get 20+ people signed-up, the earlier the club can kick-off

CHARTER KIT CONTENTS		
Item Number	Description	Quantity
1310	Ballots and Brief Evaluations	250
307	Club Leadership Handbook	7
308	Competent Communication Achievement Chart	1
1111	Competent Leadership Achievement Chart	1
1111C	Distinguished Club Program and Club Success Plan	1
1111C	Distinguished Club Program Goals	1
375	Gavel	1
1312	Master Your Meetings	1
1160	Membership Building Kit	1
401A	Membership cards (set of 50)	1
1162	New Member Orientation Kit for Clubs	1
1315	Think Fast! Table Topics™ Handbook	1
901	Timing Cards	1
	Toastmaster magazine	20
	New Member Kit	20
NEW MEMBER KIT CONTENTS		
Item Number	Description	Quantity
225	Competent Communication	1
265	Competent Leadership	1
1206	New member welcome letter	1



Form 1 (Page 1 of 2)

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PO Box 9052 • Mission Viejo, CA 92690 USA • Phone: 949-858-8255 • Fax: 949-858-1207

1 The undersigned applicant club hereby applies for membership in Toastmasters International in accordance with Article 3, Section 3, of the Articles of Incorporation and Bylaws of Toastmasters International and requests permission to organize a Toastmasters club in: City _____ State/Province _____
Country _____ Date _____

It is understood that such permission when granted will give this group the right to use the name, procedures and materials of Toastmasters International as a provisional club for twelve (12) months from the date received by World Headquarters. It is agreed that the right to use the Toastmasters emblem, the name Toastmaster or Toastmasters International shall be conditioned upon permission for such use being granted by Toastmasters International; such use shall be discontinued if Charter is not granted, or if applicant club shall be required to do so at any time in the future for cause by Toastmasters International. Toastmasters clubs agree they must not use the trademarks and copyrighted materials of other entities in any way without express written permission from the owner. This includes, but is not limited to, use in the club's name, club's domain name or other materials or publications.

In order to qualify for a charter, a club must have a minimum of 20 members, 17 of whom cannot belong to another Toastmasters club.*

All Toastmasters clubs must meet the following minimum requirements: meet at least twelve (12) times per year; have members give oral speeches and give and receive oral evaluations; and give members the opportunity to develop and practice leadership skills.

Membership in a Toastmasters club is by invitation only, and is subject to a vote by the members of the club. No person shall be excluded from membership in a Toastmasters club, and no member shall be deliberately discriminated against, in the conduct of official Toastmasters programs, because of age (except those persons under 18 years of age), race, color, creed, gender, national or ethnic origin, sexual orientation, or physical or mental disability, so long as the individual, through his or her own efforts, is able to participate in the program.

2 If granted, the Charter and membership may be revoked by Toastmasters International for cause including, but not restricted to: conduct unbecoming a Toastmasters club; failure to remain in good standing with Toastmasters International; or abandonment of the Charter and membership by applicant club.

As club correspondent and on behalf of the applicant club, I agree to the terms and conditions listed above.

Signed: _____ Date _____

3 Please type or print the following information:

Correspondent or President's Name _____
Company Name (if applicable) _____
Address 1 _____
Address 2 _____
City _____ State/Province _____ Country _____ Postal Code _____
Phone _____
Email address _____

Except in the case of advanced clubs where dual membership is a prerequisite.

Page 1 of 2 – Both pages are required to process application

Please make 1 copy of this document and mail to World Headquarters.
Keep the original in your club's permanent records.

HOW TO BUILD A TOASTMASTERS CLUB 13

- ▶ 1 – Where the club is expected to be located
- ▶ 3 – The new club charter kit will be sent to the address, therefore please print clearly. The email and phone number will be used for communication purposes about this new club only.



Form 1 (Page 2 of 2)

Payment:

Charter fee of \$125.00(US) is not refundable or transferable. Clubs meeting in the state of California must include sales tax of 8% for a total of \$135.00. Upon receipt of the completed Application to Organize and payment of \$125.00 charter fee, the club will receive their charter kit, which includes club administrative materials and an advance of 20 new member kits.* For a full list of items included in the charter kit please see Appendix.

Club charter fees and membership dues and fees may not be paid from district funds, or a district leader's personal funds, except when that district leader is also a president, vice-president, or treasurer of the club. Club charter fees may be paid by another club, however membership dues and fees may not.

*Distribution of these new member kits should only be to individuals who have paid the new member fee, which will be collected by Toastmasters International at time of charter.

Mail Check / Postal Money Order (U.S. funds drawn on a U.S. bank, payable to Toastmasters International) Number _____ Amount \$ _____ Mail or Fax Credit Card ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover Card number _____ Expiration date _____ Name as it appears on Credit Card _____ Signature _____			
MEMBERSHIP CATEGORY ☒ Community ☐ Company ☐ Government Agency ☐ Correctional Institution ☐ College ☐ Church ☐ Advanced Toastmasters ☐ Other	LANGUAGE FOR OFFICER MANUALS ☒ English ☐ Arabic ☐ Simplified Chinese ☐ Traditional Chinese ☐ French ☐ German ☐ Japanese ☐ Spanish ☐ Accessible PDF on CD for the visually impaired (English only)	LANGUAGE FOR NEW MEMBER KITS ☐ English ☐ Arabic ☐ Simplified Chinese ☐ Traditional Chinese ☐ French ☐ German ☐ Japanese ☐ Spanish ☐ Accessible PDF on CD for the visually impaired (English only) Twenty kits will be shipped if only submitting charter fee.	KIT NEW MEMBER KITS _____
Sponsoring Club (up to two): This is an existing Toastmasters club that assists in the formation of the applicant club. Name _____ Member No. _____ Name _____ Member No. _____ Individual Toastmaster Sponsors (up to two): These are individuals who assist in the formation of the club before charter is granted. Name _____ Member No. _____ Name _____ Member No. _____ Individual Toastmaster Mentors (up to two): These are individuals who assist the club for at least six months after charter is granted. Name _____ Member No. _____ Name _____ Member No. _____ New Club Alignment:** District _____ Division _____ Area _____ **If alignment is unknown, please leave this section blank.			

Toastmasters International, the Toastmasters, and the Toastmasters International emblem are trademarks of Toastmasters International registered in the United States, Canada, and many other countries.

- ▶ 1 – The payment information. You may call Toastmasters International at 949-858-8255, asking for “new clubs” to provide the financial information.
- ▶ 2 – The only special category is “Advanced Toastmasters”, but this can be easily changed later, and there’s no significant difference among the categories at this point
- ▶ 3 – Pick one language. The soft copy is available for free download – www.toastmasters.org/clh
- ▶ 4 – Pick one language
- ▶ 5 – You may leave this portion blank. 20 kits will be sent if only this form is submitted. If all forms are submitted together, the kits number can be indicated on form 2
- ▶ 6 – You may leave this portion blank. Your district director can fill-in this information later.



Club chartered





Appreciate Others

- ▶ Thank you to
 - Attendees
 - Sponsors
 - Fellow Toastmasters
 - District Officers
 - Company resources
 - Complete all of the Charter Paperwork in the back of the “How to Build a Tm Club.”
 - Collect membership paperwork and fees and submit to Toastmasters International
 - Set up bank account





TLI Updates

Ed Thelen, DTM
DEC Meeting
December 16, 2017



Division TLI

- ▶ Will be held in January/February – most dates on District 35 calendar
- ▶ Topics will include Pathways, Building a Healthy Club and Success/Leadership modules
- ▶ Attendance at District TLI is **preferred** but given unique situation with Pathways and not everyone will want to travel to Madison



District TLI

- ▶ Saturday, February 3, 2018 – Monona Terrace





TLI Dean – Katie Castern





Keynote Speaker – Gary Schmidt





Other Educational Sessions

- ▶ Pathways Team – Pathways
- ▶ Panel – Advice from Turnaround Clubs
- ▶ Teresa Hutton – Creating a Vision Statement



Other Items

- ▶ Registration now open for officers!
- ▶ Working on buses – more coordinated effort
- ▶ Stay tuned to District 35 page for updates including schedule



District Success Plan update

Jason Feucht
Keith Cumiskey
Ed Thelen
Rozaline Janci



District Success Plan - Overview

- ▶ Roadmap for our year
- ▶ Collective input from all DEC members through your participation at July DEC meeting and ongoing conference calls
- ▶ Supports the District mission and goals and is supported by the District budget



District 35 Finance Update

December 16, 2017

Jason Feucht, District Finance Manager



Reminder

- ▶ All expense reimbursements should be submitted via Concur
- ▶ All expense reimbursements must be submitted within 60 Days of when the expense occurred.
- ▶ All expense reimbursements **MUST** have supporting documentation (Receipts, Map, etc.)
- ▶ To use Eventbrite, contact me to get your event setup on the master account



Financial Summary

Through 11/30/2017 (preliminary)

- ▶ Total Funds Available \$31,026.42
 - (less required reserves)
- ▶ YTD Budgeted Income \$31,948 actual income \$29,779.50
 - Variance under budgeted income by \$2,168.50
- ▶ YTD Budgeted Expenses \$43,301 actual expenses \$31,536.66
 - Variance under budgeted income \$11,764.34



Questions?

► Remember

- Expenses need to be reported within 60 days
 - With the calendar year end approaching please submit any 2017 expenses ASAP if at all possible.
- Questions regarding your budget, if it is ok to spend funds, etc. – Contact Keith
- Questions on Concur, Eventbrite, and other Finance Policies and Procedures - Contact Jason



Paid Clubs

- ▶ Lead to charter incentive
- ▶ Sales Collateral

-4.69% Growth

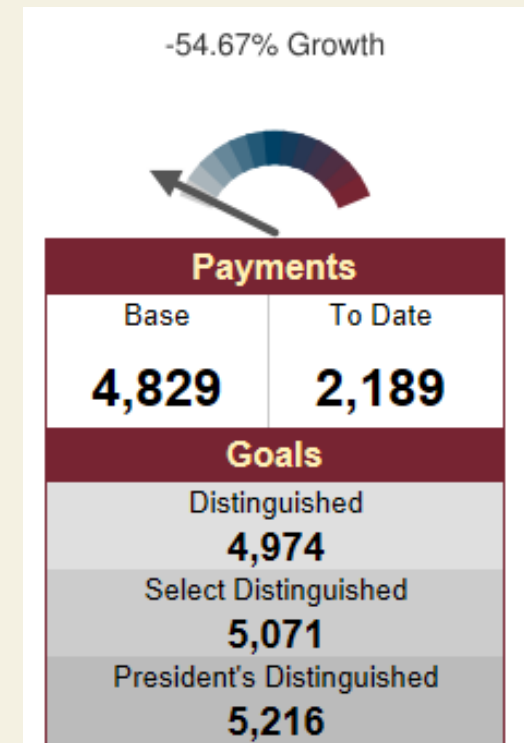


Paid Clubs	
Base	To Date
128	122
Goals	
Distinguished	
132	
Select Distinguished	
135	
President's Distinguished	
139	



Membership Payments

- ▶ Incentive Programs
- ▶ Focused District Newsletter





Distinguished Clubs

- ▶ Tiered incentive programs
- ▶ Timely updates
- ▶ Survey members to determine what motivates them
- ▶ Toolkit for Distinguished Clubs resources
- ▶ Leverage advanced members





Other goals

- ▶ Website 
 - New calendar
 - Forums coming
- ▶ Leadership Pipeline – Cindy Laatsch to lead 
- ▶ Address loss of Fall Conference 
 - About 10% response rate
 - Survey responses being analyzed
- ▶ Document repository



Area Director Reports and Leadership Nominations

Keith Cumiskey



Why visit?

- ▶ Personal contact, build rapport
- ▶ Assist
- ▶ Organize
- ▶ Inform
- ▶ Cheerlead
- ▶ **Observe**, provide feedback



Identifying future leaders

- ▶ During your visit(s) don't just ask "who wants to be a district officer"
 - Many (most) members won't know what that is or why they would want that
 - Those that are interested will likely be proactive
 - Look for potential leadership traits
- ▶ Look for future leaders and approach them



Nominations for District Leadership

- ▶ Now being accepted through January 20th
- ▶ All **elected** and **appointed** positions
 - **Area** and **Division** directors
 - **District Director, Program Quality Director and Club Growth Director**
 - **District Finance, Administration and Public Relations** managers
 - Note ... some positions have prerequisites
- ▶ Email forms to **Jim Hughes**, District Leadership Committee Chair
- ▶ More details on **District website**



The Great Divide

Kelly Huttelmaier, ACB, ALB
Division B Director

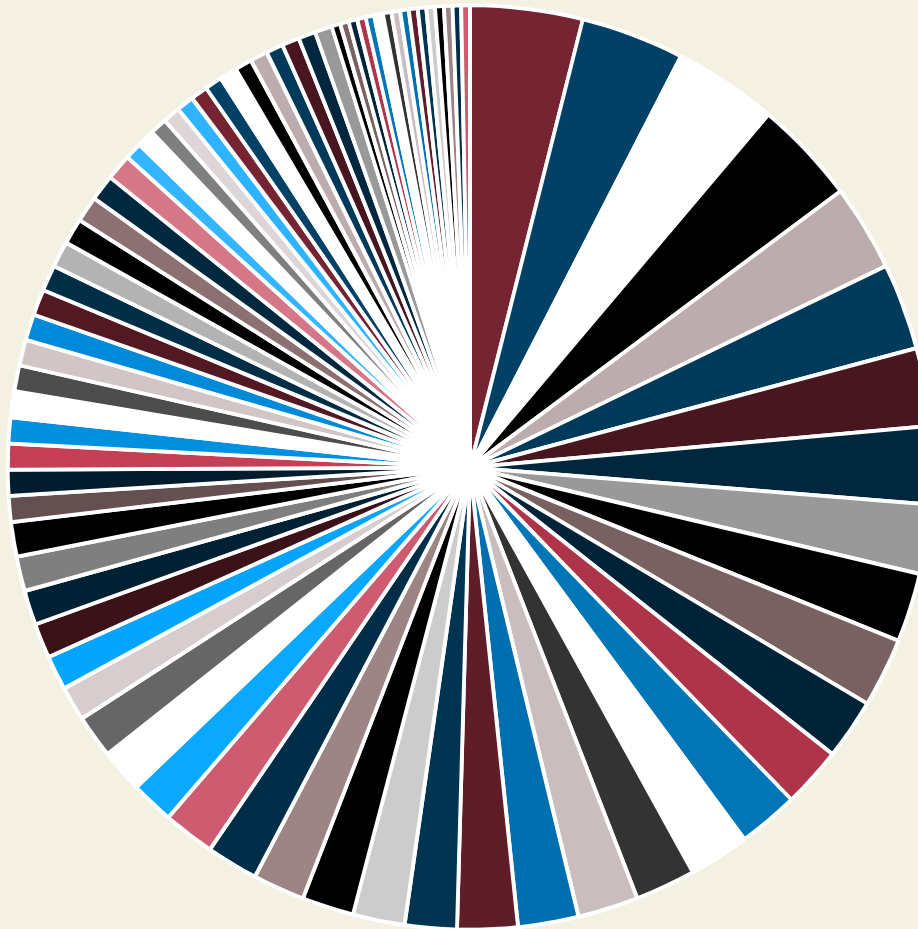


Toastmasters Conference Fall 2017

The Great Divide

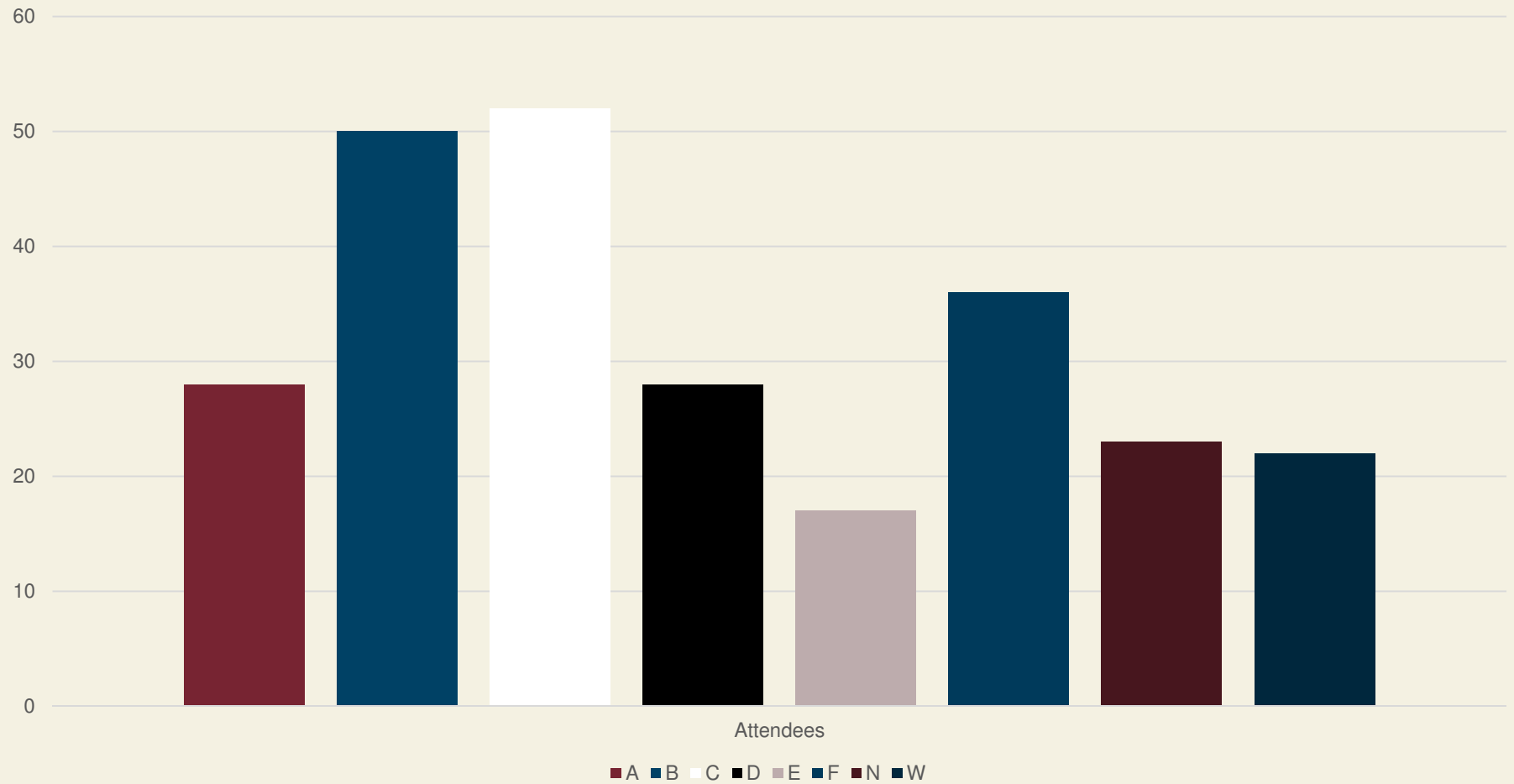


Attendance Per Club



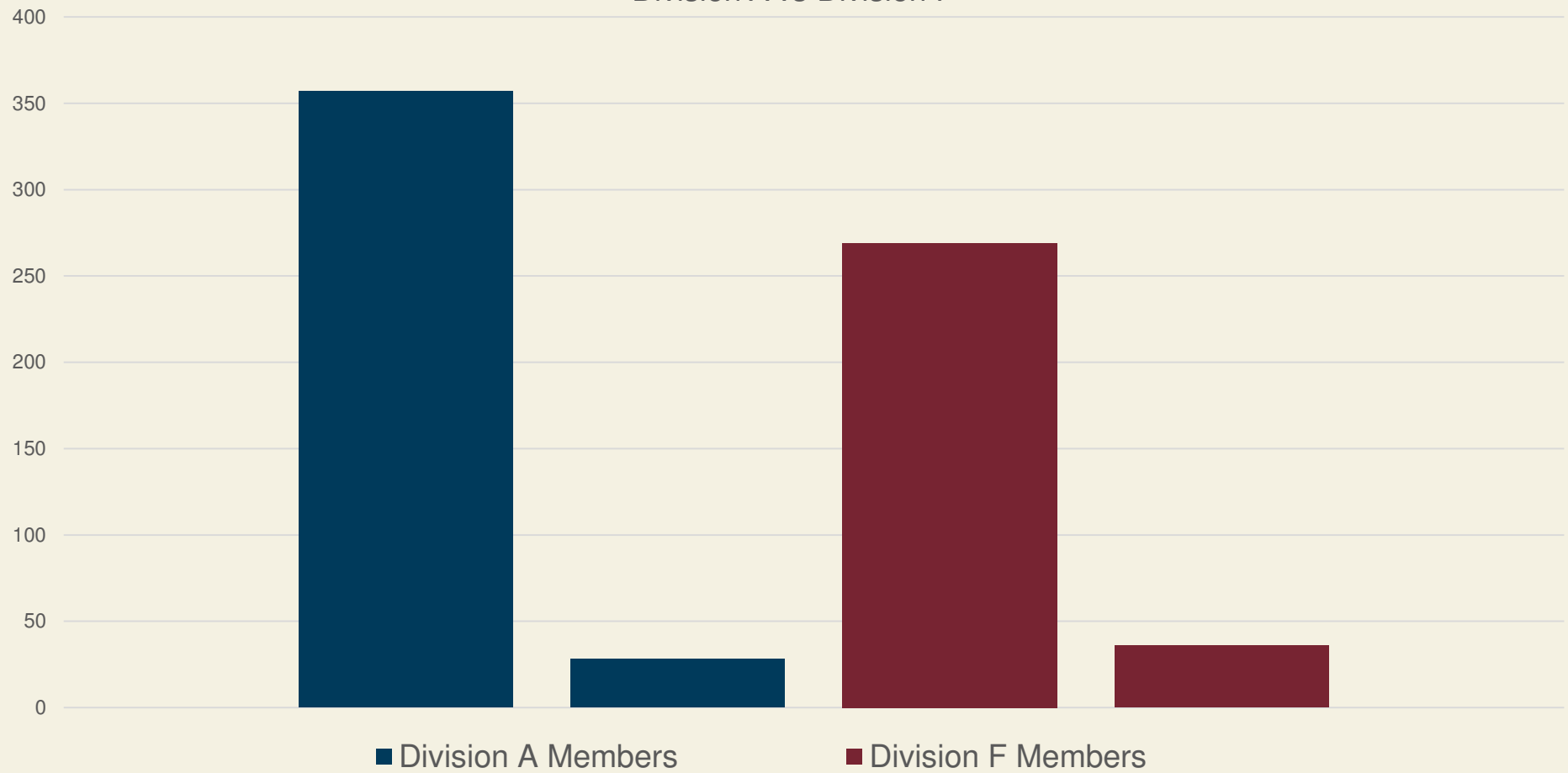


Attendees by Division



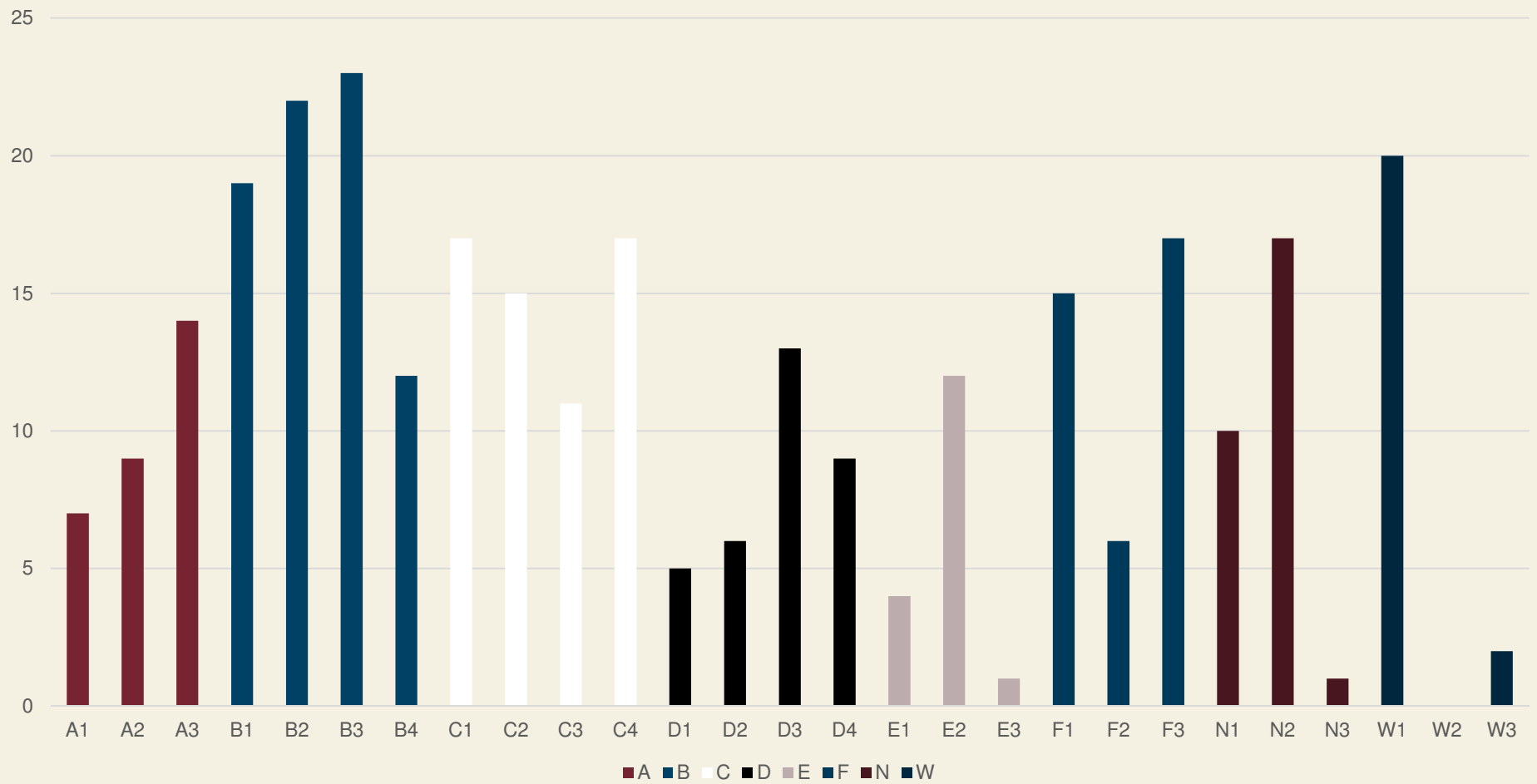


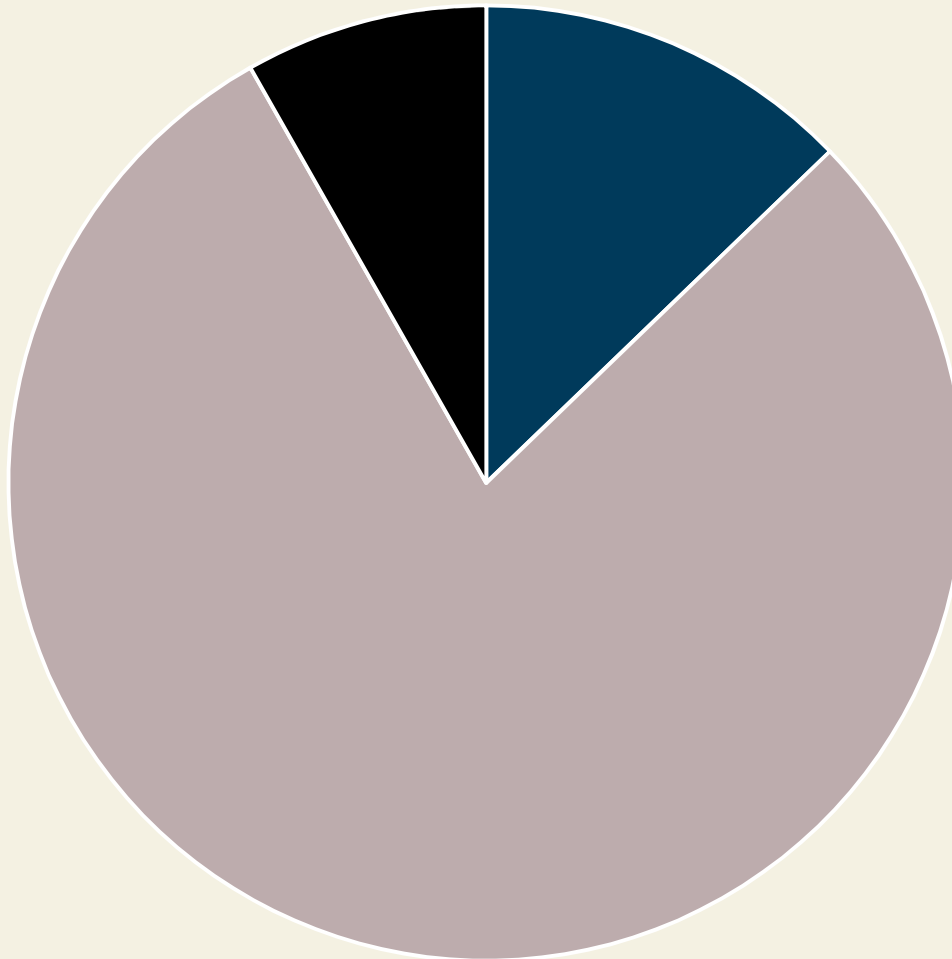
Division A vs Division F





Attendees by Area





- Members only in Corporate
- Members only in Non-Corporate
- Members in Both



Other

Keith Cumiskey



Other

- ▶ Tony Cooper, Western Division Director, has resigned effective immediately. No replacement.
- ▶ Susan O'Malley-Larson has been replaced by Craig Mosey as Area A2 Director.
- ▶ Email communications
 - Set a response expectation – date, content
 - Keep it succinct
 - When no response, use the phone ☺



Pathways Update

Ed Thelen, DTM
DEC Meeting
December 16, 2017



Calendar of Events So Far

- ▶ Mid-October – Notification of moving District Pathways Launch up to February 2017
- ▶ October 31 – Pathways Guides/Ambassadors assigned and list sent to TI for District 35
- ▶ Mid-November – Guides and Ambassadors assigned by TI
- ▶ November 19 – Weekly calls for Guides/Ambassadors begin
- ▶ December – Pathways Guides presentations begin



Pathways Guides

- ▶ Judy Bauer
- ▶ Craig Carpenter
- ▶ Lori Geddes
- ▶ Tom Gust
- ▶ Jeff McRaven
- ▶ Kris Pool
- ▶ Kimberly Thomas
- ▶ Tom Carlson
- ▶ Jesse Franklin
- ▶ Angela Graham
- ▶ Kelly Huttelmaier
- ▶ Tina Palmgren
- ▶ Kathy Shine
- ▶ Stephen Wittmann

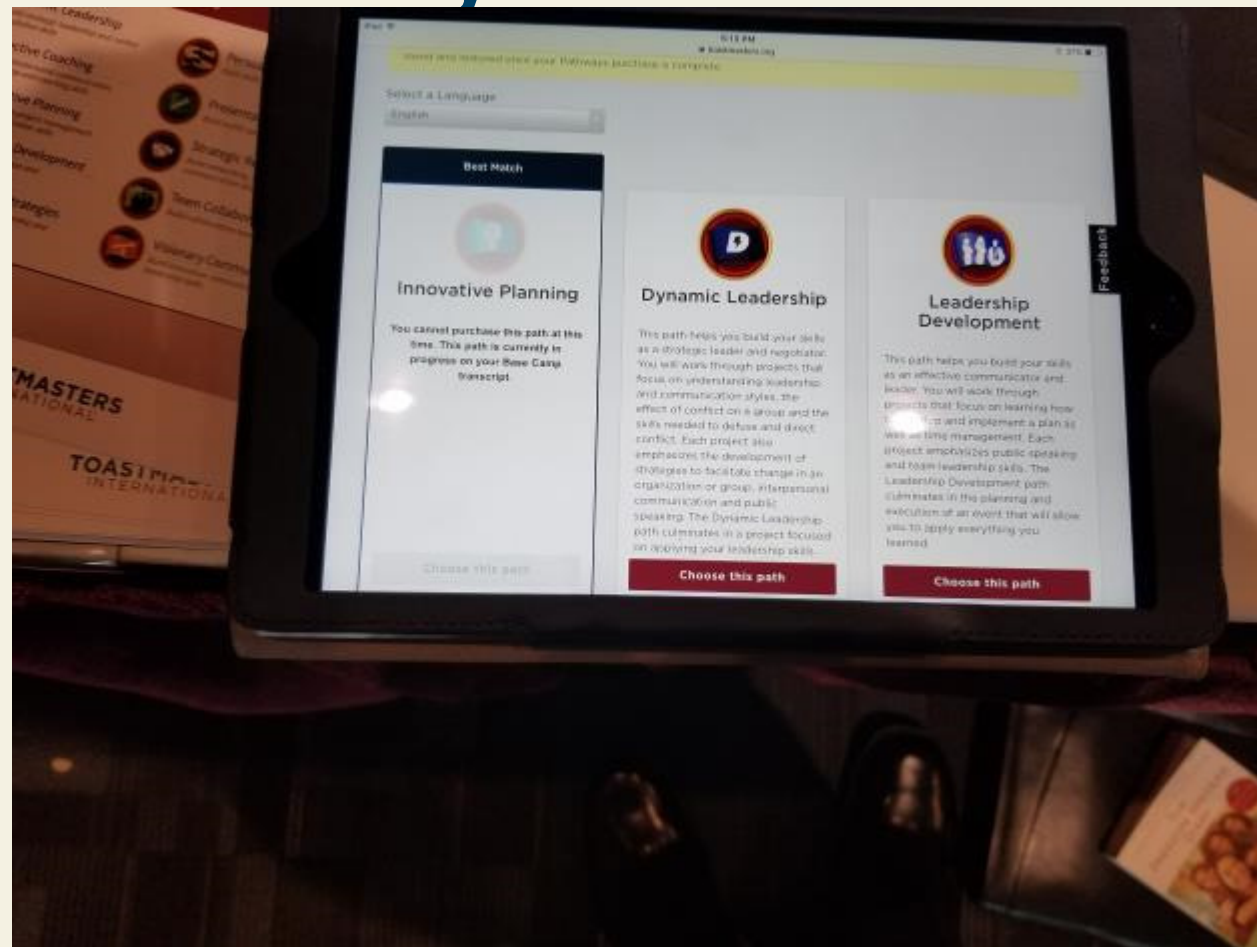


Pathways Ambassadors

- ▶ Wendy Benkowski
- ▶ Theresa Flynn
- ▶ Scott Kazin
- ▶ Sierk Oudemans
- ▶ Kathy Shine
- ▶ Kyna Shnayderman
- ▶ The Skrauss



Pathways Assessment





Upcoming Items

- ▶ December-January – Pathways Guide/Ambassador Visits
- ▶ February – Launch of Pathways
- ▶ Ongoing – Pathways Guide virtual sessions
- ▶ Ongoing – Ambassador Touchpoints



30-60-90 Days



Your next 30 days (mid January)



- ▶ Area/Division Councils ... a good way to kick off the second half of the Toastmaster year
- ▶ Club contests should be scheduled or conducted (through Feb 18)
- ▶ Area contests
 - Schedule, plan, promote
 - Build on success and improvements from Fall contests
- ▶ Begin 2nd round of club visits (and file reports)
 - Review resource material from Toastmasters International
 - Identify struggling clubs (earlier is better)
 - Identify next year's leaders
- ▶ Pathways club training underway
- ▶ Division TLIs
 - All should be scheduled at this time
 - Plan and promote
- ▶ Promote Monona Terrace TLI
 - Register yourself
- ▶ Remind potential leaders of nomination deadline – January 20

Your next 60 days (mid February)



- ▶ Insure club contests complete by February 18
- ▶ Continue area and division councils
- ▶ Plan area contests
- ▶ Continue club visits – focus on ...
 - Identifying struggling clubs (earlier is better)
 - Identifying next year's leaders
- ▶ Conclude Division TLIs (by end of February)
- ▶ Pathways rollout ... date TBD

Your next 90 days (mid March)



- ▶ Conduct area contests (February 19 – March 25)
- ▶ Continue your club visits
 - Include your deputy area directors
 - Focus on dues payments
- ▶ Plan Division contests
- ▶ Begin promotion of Spring Convention



Q & A



Next DEC Meeting

- ▶ Date: Saturday, January 13, 2018
(note, this date was changed and announced in October)
- ▶ Time: 10:00 am – 2:00 pm
- ▶ Location: Rockwell Automation, Mequon, WI
- ▶ Hosted by Division B
- ▶ As always, lunch provided