

Region 8 News

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December, 2002



We Can Not Rest

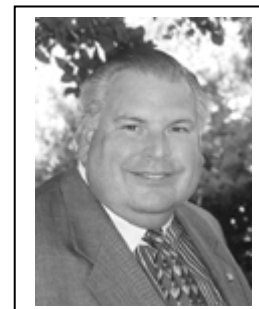
*Frank P. Connelly, DTM,
International Director 2001-2003*

After the euphoria of the October statistics, as a Region we are slipping behind with the November statistics. Only Districts 14 and 58 are exceeding their milestones for the month of November. That is why Districts 14 and 58 are currently #4 and #6 respectively in the world. Congratulations to the District 14 and 58 district teams.

Each district needs to focus on membership and building new clubs. Several districts have a long list of unpaid clubs. Paul Meunier has an excellent article in this newsletter on how you can successfully turn an unpaid club to a paid club.

Congratulations to Districts 14, 47, 48, and 58 for chartering new clubs during the month of November.

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Putting Paid to UnPaid

*Paul Meunier, DTM
International Director 2002-2004*

With the year nearly half over, our Region 8 Districts are racking up some extraordinary stats on their way to Distinguished District. District 14 is setting a pace that can lead us all to the Promised Land (i.e., the stage at the Golden Gavel Luncheon)!

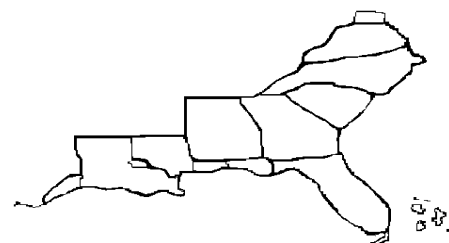
One drag District performance, however, is the number of remaining unpaid Clubs. One of the most effective periods for collecting unpaid club clubs is the last two weeks on December! Here's why: (1) Most people respond to the notion that the matter needs to be cleared prior to year end, in this case calendar year end. (2) Many Toastmasters are able to get a tax deduction for their dues payments and will benefit by paying in December. Companies also like to clear matters prior to year end, particularly if they are on a calendar year fiscal year and have budgeted for the Toastmasters program.

Use the multimedia approach for collecting unpaid

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MID-YEAR MEETING
Sheraton Charlotte Airport Hotel
JANUARY 17-18

Friday, January 17

Top 3 from each district arrive
7:00 PM dinner at nearby restaurant

Saturday, January 18

| | | |
|------------|--|--|
| 7:30 AM | Registration (Continental breakfast) | |
| 8:30 AM | Call to Order Invocation Pledge Welcome Introductions | |
| 8:50 AM | District Governors' Reports/Progress (2 minutes each) toward Distinguished District | |
| 9:15 AM | Update on Toastmasters Policies and District Operations | |
| 9:35 AM | <i>Region 8 Progress and Status</i> | Frank Connelly, DTM ID |
| 10:00 AM | Breakout sessions: Achieving District Goals by Year-End District Governors Lt. Governors Education & Training Lt. Governors Marketing | facilitator: Connelly facilitator: Meunier facilitator: Hamilton |
| 12:00 noon | Working Lunch | |
| 1:30 PM | <i>Prospecting for and building new clubs</i> | Paul Meunier, DTM ID |
| 2:30 PM | <i>Fine Tuning Your District Teams</i> | Mary Hamilton DTM PID |
| 2:55 PM | Breakout by District teams Compare current status with High Performance Plan | |
| 3:30 PM | Break | |
| 3:45 PM | Closing Session (Question and Answer Session; motivational talk) | |
| 4:30 PM | Adjourn | |

The Sheraton Charlotte Airport Hotel is the site of the 2003 Regional Conference.
The address is 3315 Billy Graham, Charlotte, NC 23208.

Please call (704)392-1200 or (800)325-3535 to make reservations. Ask for the toastmasters rate of \$79.00.

District 14 chartered four clubs. District 47 chartered six clubs and Districts 48 and 58 chartered one club each. District 14 continues to lead the pack with the most clubs chartered so far. District 14 has a total of 12 new clubs.

As a region we fell behind in per caps. Only districts 14 and 58 are ahead of the curve. Congratulations to District 14 for having the highest percentage of per caps received based on their year end goal.

CTMs and ATMs continue to do well throughout Region 8. District 14 has the highest percentage of CTMs based on their year-end goal. District 47 has the highest percentage of ATMs based on their year-end goal.

Let's help Region 8 to be 8 for 8 again!!!!!!

How To Develop a Winning Attitude

"Thinking is the hardest work there is, which is the probable reason why so few engage in it." -Henry Ford

Man's ability over all other creatures on this Earth is the ability to think. All successful people use this talent to improve their lives and control their own destiny. Only you can take the initial step toward the unleashing of the power within your own mind. The power is awesome and at times can be frightening. However, man has abilities of the mind that many people can not or would not believe. Anthony Robbins has wrote a book entitled "Unlimited Power" which explains in simple terms the theories of Neuro Linguistic Programming, the power of the mind and how to gain control and use it. NLP was originally developed by John Grinder and Richard Bandler as a communication system using the central nervous system. Through this system Mr. Robbins has put forth a complete outline on how to unleash your "performance power" and achieve goals that before you probably felt were impossible. The first step in using your true mental abilities is understanding what Mr. Robbins refers to as the seven triggering mechanisms that is sure success.

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clubs:

1. Calls to Club President from District Officers. At this late date, that means the District Governor. (You should already have run through the Area, Division and Lieutenant Governors by this time.)
2. A letter to the Club President & Treasurer from the District Governor.
3. A letter to ALL officers from the District Governor. I have even seen a DG letter to all MEMBERS work effectively. You might be surprised how many Club members are unaware that their Club has not paid its dues.
4. At this late stage, a personal visit to the Club or Company by a District Officer is certainly appropriate. By now, the Area Governor has probably exhausted his or her collection effectiveness, so it might take a visit from the Division Governor or a Top 3 officer.
5. Companies respond well to invoices and statements, better than to calls from Area Governors. Work with someone inside the Club to generate an appropriate "invoice" to the Company. Alert Finance at World Headquarters as to what you are doing – they might generate the invoice for you. Note that payment is OVERDUE!
6. A past District officer can be very effective in getting unpaid Clubs paid – particular officers or Toastmasters who helped start the Club.
7. With many company clubs, it is impossible to get paid with an internal champion to push the payment process.
8. Many companies have Cash Management Departments that have a policy of not paying bills until the NOISE reaches a certain decibel level. For these situations, the mere passage of time will not result in payment. The highest form of NOISE is a personal visit to the office of the Controller.

Of course, many Clubs are unpaid because the Club itself is not fully functional. In these cases, it is essential that the Area Governor and Division Governor take personal responsibility for putting a team into action to rejuvenate the Club. January and February are excellent months for rebuilding Clubs. Let's spend some quality time on this topic at Mid-Year!

Our first half in Region 8 has been marked by a number of setbacks and tragedies. My vocabulary is inadequate to describe the admiration and respect I have for you and what you have done in the face of all that has happened. Each one of our Districts has faced challenges and each one is responding wonderfully to our President's imperative: Bringing Out the Best in People!

Soon and very soon, we are going to be in the Promised Land!

1. Passion - All truly successful people such as Lee Iacocca have a driving force within them that sets them apart from others. A desire, an energy that gives them the fuel to reach their true potential, this force is a part of them 24 hours a day, seven days a week. It never subsides. Their total existence is sustained for the fulfillment of their goals. The passion within this individual to achieve has been so deeply implanted, that their mental power is driven by this force and will not let them do anything other than achieve.

2. Belief - "They can because they think they can"-Virgil. You will only make \$100,000 this year if you first believe you can. If you do not believe you can you are telling yourself you want it, but it is truly not obtainable. The truth of life is that man's limits are self imposed by what the mind is given to believe. If you expand your belief of your own abilities, you will also expand your true realm of accomplishment. A man of whom all are aware, lived his life with adversity, but he constantly believed he could achieve.

- * Failed in business at age 31
- * Was defeated in a legislative race at age 32
- * Failed again in business at age 34
- * Overcome death of sweetheart at age 35
- * Had a nervous breakdown at age 36
- * Lost an election at age 38
- * Lost a congressional race at age 43
- * Lost a congressional race at age 46
- * Lost a congressional race at age 48
- * Lost a Senatorial race at age 55
- * Failed to become Vice President at age 56
- * Lost a Senatorial race at age 58
- * Was elected President of the United States at age 60

With all the adversity that faced him, President Abraham Lincoln had no reason to continually try other than the fact that he believed it was his destiny and measure of success to accomplish this task.

"Man is what believes" -Anton Checkhov

3. Strategy - A strategy is your game plan of life. The road map you will use to accomplish your goals, ambitions and desires. Just to believe you can earn \$100,000 a year is not enough, you must design a strategy that gives your life direction and navigates you toward success. The key to strategy is to design a proper strategy to achieve your success without the detours of life, to find the shortest

distance between two points.

4. Clarity of Values - Man must first determine which things in life are most valuable to him. He must determine his feeling about such things as patriotism, pride, love, freedom, excellence, ownership and tolerance. These are values in society, the moral, ethical and fundamental judgments that we, as individuals, deem important. Without a clear system of values for ourselves, it is impossible to believe in something with a passion that has no value to us. Once we have established our individual value system we are then able to determine how we can achieve success based on our priority of values. What must we give up in one hand to accomplish what we desire on the other. Without a value system we can never move forward for we may be trading without increasing our potential for success.

5. Energy - Without the physical vitality to take action, nothing would ever come of our system to this point. The passion could build, our belief of accomplishment could be overwhelming, we could have the best strategy or map to achieve the ultimate value for our own life, but if not for taking the first step, nothing could ever be accomplished. Great success cannot be separated from physical, spiritual and mental energy that allows us, compels us, to accomplish the most with what we have to work with. Physical energy comes from the strength of the body itself fueled by our intake of nourishment. It is therefore important that we fuel our engine with premium fuel (good eating habits), not low grade regular (junk food). Our spiritual and intellectual energy evolves from our environment and it is therefore important that we assess our own personal environment to maximize the energy that we can obtain.

6. Bonding Power - We have all known people that have exhibited the ability to get along with anyone and everyone. The ability to be a chameleon is truly the ability to connect with and bond with others. One needs the ability to build rapport with others. Being able to deal with others as Mr. Robbins says "To effectively communicate, we must realize that we are all different in the way we perceive the world and use this understanding as a guide to our communication with others."

7. Mastery of Communication - One needs to take charge and run your own mind. To learn the techniques of NLP

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and no longer allow our mind to run our lives, but rather take charge of our own mental abilities and cause them to work for our own accomplishment of success.

"There is only one Success - to be able to spend your life in your own way." - Christopher Morley

December Calendar

Distinguished Division and Area Programs

Area Governors begin second round of Club visits.

Distinguished Club Program Deadlines and Club Officer Training

District conducts Club Officer Training. Club Officer Training must be conducted in December, January, or February for Clubs to receive Distinguished Club Program credit. Officer training reports must be submitted to World Headquarters postmarked on or before March 31 in order for Clubs to receive credit in the Distinguished Club Program.

Clubs must submit Club Officer lists and these lists must be received at World Headquarters on or before December 31 for Distinguished Club Program Credit.

Financial Deadlines

Treasurer's report for July 1 - October 31 period must be submitted to District Governor and Lt. Governors by December 15.

District Treasurer begins preparing for midyear audit (due at World Headquarters by February 15).

Membership and Club Growth

Follow up on semiannual reports.

Promote Toastmasters International's Annual Membership Program. Individual members receive recognition for sponsoring 5, 10, or 15 members during the year. Recognition is given to Clubs beginning the year under charter strength and ending the year with 20 or more members. Clubs which demonstrate net growth of 5 members also receive recognition.

Mission-Focused Meetings

Plan for next District Conference.

Nominations and Elections of District Officers

December/January: Publish a call for candidates in the District Newsletter. Include a description of the qualifications and responsibilities for each officer position and a form for submitting candidate names.

December/January: Appoint a Nominating Committee. See the District Nominating Committee Procedural Rules distributed to District Governors and printed in the District Leadership Handbook

November 2002 - Region 8 Accomplishments

What percentage to Expect for Per Capitas Each Month, based on past history:

| Month | Semi | Non-Semi | Total for Month | Total to Date |
|-----------|------|----------|-----------------|---------------|
| July | | 2.083 | 2.083 | 2.083 |
| August | | 2.083 | 2.083 | 4.166 |
| September | | 2.083 | 2.083 | 6.249 |
| October | 25 | 2.083 | 27.083 | 33.332 |
| November | 12.5 | 2.083 | 14.583 | 47.915 |
| December | | 2.083 | 2.083 | 49.998 |
| January | | 2.083 | 2.083 | 52.081 |
| February | | 2.083 | 2.083 | 54.164 |
| March | | 2.083 | 2.083 | 56.247 |
| April | 25 | 2.083 | 27.083 | 83.33 |
| May | 12.5 | 2.083 | 14.583 | 97.913 |
| June | | 2.083 | 2.083 | 100 |

| District | Per Capita Goal | Actual | Percentage | Variance |
|----------|-----------------|--------|------------|----------|
| 14 | 9078 | 4548 | 50.10 | 2.18 |
| 29 | 1250 | 570 | 45.60 | -2.32 |
| 37 | 5127 | 2312 | 45.09 | -2.82 |
| 47 | 13186 | 6158 | 46.70 | -1.21 |
| 48 | 2007 | 958 | 47.73 | -0.18 |
| 58 | 3450 | 1721 | 49.88 | 1.97 |
| 66 | 3922 | 1812 | 46.20 | -1.71 |
| 68 | 2967 | 1201 | 40.48 | -7.44 |

What Percentage to Expect for CTM/ATM, Each Month,
based on past history:

| Month | Semi | Total |
|-----------|------|-------------|
| July | 6.36 | 6.36 |
| August | 6.36 | 12.72 |
| September | 6.36 | 19.08 |
| October | 6.36 | 25.44 |
| November | 6.36 | 31.8 |
| December | 6.36 | 38.16 |
| January | 6.36 | 44.52 |
| February | 6.36 | 50.88 |
| March | 6.36 | 57.24 |
| April | 6.36 | 63.6 |
| May | 6.36 | 69.96 |
| June | 30 | 100 |

| District | CTM Goal | Actual | Percentage | Variance From Target |
|----------|----------|--------|------------|----------------------|
| 14 | 311 | 155 | 49.84 | 18.04 |
| 29 | 42 | 19 | 45.24 | 13.44 |
| 37 | 175 | 76 | 43.43 | 11.63 |
| 47 | 452 | 220 | 48.67 | 16.87 |
| 48 | 68 | 28 | 41.18 | 9.38 |
| 58 | 118 | 58 | 49.15 | 17.35 |
| 66 | 134 | 58 | 43.28 | 11.48 |
| 68 | 101 | 45 | 44.55 | 12.75 |

| District | ATM Goal | Actual | Percentage | Variance From Target |
|----------|----------|--------|------------|----------------------|
| 14 | 89 | 43 | 48.31 | 16.51 |
| 29 | 12 | 1 | 8.33 | -23.47 |
| 37 | 50 | 21 | 42.00 | 10.20 |
| 47 | 129 | 107 | 82.95 | 51.15 |
| 48 | 19 | 10 | 52.63 | 20.83 |
| 58 | 33 | 19 | 57.58 | 25.78 |
| 66 | 38 | 16 | 42.11 | 10.31 |
| 68 | 29 | 25 | 86.21 | 54.41 |

| District | Total Clubs | Clubs Chartered | Paid Clubs to Date | Club Goal |
|----------|-------------|-----------------|--------------------|-----------|
| 14 | 191 | 12 | 191 | 196 |
| 29 | 35 | 1 | 31 | 36 |
| 37 | 123 | 4 | 105 | 126 |
| 47 | 276 | 10 | 262 | 284 |
| 48 | 54 | 1 | 50 | 55 |
| 58 | 91 | 4 | 89 | 93 |
| 66 | 96 | 1 | 93 | 98 |
| 68 | 76 | 1 | 64 | 78 |

Region 8 Leaders

DISTRICT 14

GOVERNOR GEORGE KAN, DTM
LGET JOHN LEWALLEN, DTM
LGM STEVE WILLIAMS, DTM

DISTRICT 29

GOVERNOR NORM CYR, ATM-G
LGET JOAN WELDY, DTM
LGM FRANK KENNEDY, CTM

DISTRICT 37

GOVERNOR SARARUTH BARGER, DTM
LGET HAROLD BARGER, DTM
LGM BOB MICK, ATM-B

DISTRICT 47

GOVERNOR EILEEN SARRIS, DTM
LGET MARGARET WAN, DTM
LGM JIM OCQUE, DTM

DISTRICT 48

GOVERNOR PENNY PIERCE, DTM
LGET KRISTIE PICKELL, ATM-B
LGM LINDA HILL, CTM-CL

DISTRICT 58

GOVERNOR WILL MAY, DTM
LGET BILL MAY, DTM
LGM FRED MALONE, DTM

DISTRICT 66

GOVERNOR MARLON HASKELL, DTM
LGET JANET GEISLER, DTM
LGM JOHN HARMAN, DTM

DISTRICT 68

GOVERNOR JIM CHANDLER, DTM
LGET BOBBY DONLON, DTM
LGM RANDY CONLEY, ATM