



# THE VOICE

DISTRICT 83 NEWSLETTER

April 2015

## District 83 Spring 2015 Conference The World is Better Because of You!



*These conference articles were compiled by members of our Integrated Communications Team, Conference Committee Chairs and District Leaders. Contributors include: Janette Alexander, ACB, ALB, Su Brooks, DTM; Margarita Estrada, ACB, ALB; Anne Gilson, DTM; Bill Hood, DTM; Cathie Ruiterman, ACS, ALS, and Lynda Starr, ACG, ALB.*

### You'll Never Forget Your First Time

For those of us who have attended District Spring and Fall conferences, each conference is a great chance to catch up with fellow Toastmasters, hang out with friends and learn new things. The first conference is especially memorable because everything is new. Emilia Volyand (ACS, ALB), Area 46 Governor and First Timers Committee chair for this year's Spring Conference, explains that a conference "offers the best speakers and a chance to see people from different clubs in District 83. It can also be like a little vacation," she said, "Being in a beautiful hotel and being served meals." Emilia is a big fan of the parade of banners as she met many Toastmasters from other clubs at her first conference, and the power of the parade stayed with her for a long time.

Online registration is the most convenient way to register for the two-day conference, May 30-31 at the Hyatt Regency New Brunswick, the theme for which is "The World is Better Because of You." There is a special Toastmasters rate if you'd like to stay over. You can also print, fill out, and submit a registration form and submit it with a check via mail. Full conference registration is a bargain at only \$145 for registrations received by May 10. After that, the price increases to \$160.

The dress code is business casual, but people come in anything from jeans to suit-and-tie and you won't be turned away based on attire. The main things to wear are a smile and an open mind. If as the day goes by you have questions, feel free to approach anyone with a hospitality armband,



conference committee ribbon or any fellow Toastmaster; it's a great way to meet people while you gain information.



But if it's your first conference, the day can be a bit overwhelming, so it's important to have a game plan in place. When you arrive, the first stop is the registration desk to sign in and receive your badge and conference materials. If you are a club President or VP Education, stop by the Credentials desk to sign in to receive ballots for the business meeting. At the Spring conference, we vote for new district officers so you'll want to have the ballots to fill the quorum. If you brought your club banner for the proud parade of banners, you will receive your banner ribbon and can pin it on. Otherwise, bring your ribbon back to your club. Then take a few minutes to relax and have breakfast, please look for the tables marked for first timers where there will be new friends to be made and you will be warmly greeted by repeat attenders (or offenders, as the joke goes). The first-timers' session kicks off at 9AM where you will find out more information to guide you through the day. The first timer workshop will give you additional information about the conference and you will get great goody bags (gifts) filled with items you'll like.

### Highlights include:

- Keynote speakers Jana and Robert Barnhill (both DTM, AS, PIP)
- Choice of 9 workshops
- Business meeting
- International Speech and Evaluation contests; and
- Parade of Banners

You, like Emilia, will become addicted to conferences and want more of this incredible experience. See you at the conference!

### Workshop Presenters

We have been very hard at work in selecting nine awesome workshops for the spring conference. The auditions have come and gone, and now it's time to announce the presenters! More information will be posted on the district website in the coming

**Spring Conference continued on page 2**

## In this Issue

### Spring Conference

First Time .....	1
Workshop Presenters .....	2
Business Meeting.....	3
International Speech and Evaluation Contests Continue .....	3
Conference Keynote Speakers.....	3
DTM Reception.....	3
Hotel Information .....	3
District Conference Sunday Panel.....	3
A Club for Every Place and a Place for Every Club .....	4
District Realignment Map .....	5
Gratitude and Greetings .....	6
International Director Richard Peck.....	7
High Impact Ad for Attracting New Members .....	8
Advanced Clubs .....	9
Now Leaving – The Comfort Zone .....	10
Speaking Outside of Toastmasters.....	11
Gratitude and Greetings .....	12
Educationally Speaking	
What is an HPL?.....	13
Upcoming Special Events	
TEDxNavesink .....	16
An Evening of Inspiration .....	16
Inspirational Message: Winston Churchill .....	16
Ah, Um, Er, You Know.....	17
Toastmasters Leadership Institute.....	17
District Treasurer’s Message .....	18
Brunswick Toastmasters Anniversary .....	19
Region 9 Advisor: Radhi Spear, DTM, PDG (46).....	20
Club Newsletter Contest .....	21
Credit Where Credit is Due.....	22

## Spring Conference continued from page 1



weeks, however, in the meantime, here are the presenters and their workshop titles to get you excited.

### Professional Development:

#### Casey Carpenter, ACB, CL

“How To Recognize Sneaky Sales Situations & Respond with Confidence & Eloquence”

#### Genevieve Jones, DTM

“The Importance of Story and Play”

#### Lisa Panarello

“Elevate your Career to V.I.P. Status”

### Personal Development:

#### Orly Amor, ACS, ALB

“Close the Deal 98% of the Time Through Profiling”

#### Jeffrey Barbieri, CC, CL

“Internet Security”

#### Dave Chapman, ACB, CL

“When I Get Around Tuit: the Challenge of Overcoming Procrastination”

### Club Development:

#### Mark Gavagan, CC

“How to Give a Great Evaluation”

#### Sharon Kornstein

“Building a Strong Visual Image”

#### Rachel Weiss, DTM

“Your Toastmasters Websites - TI, D83 and FTH Club”

We hope you are looking forward to these workshops as much as we are!

## Spring Conference continued on page 3

## How to reach the District 83 Newsletter Co-Editors

Su Brooks: [subrooksd83@gmail.com](mailto:subrooksd83@gmail.com)

Lynda Starr: [lbstarr@optonline.net](mailto:lbstarr@optonline.net)

*The Voice* will publish online and via email in August, October, December, February, April and June. We welcome your comments, contributions and suggestions. We will assign staggered deadlines prior to publication. **The final deadline for the June 2015 issue is May 23, 2015.**

We have included various flyers in this issue. Please contact [subrooks@verizon.net](mailto:subrooks@verizon.net) if you would like print-quality flyers.

## Spring Conference continued from page 2

### Business Meeting

Many Toastmasters say that their LEAST favorite part of any conference is our semiannual business meeting. But did you know that having the business meeting is a Toastmasters International requirement?

Each district must hold a semi-annual business meeting to conduct district business.

The Spring 2015 Conference business meeting is expected to be of particular interest to all of our members. Why? At this meeting, we plan to accomplish the following:

- Elect our new district officers. If neither your President nor VP Education are attending the conference, make sure that you receive a signed proxy form from them before the conference so you can vote on behalf of your club. Get your proxy form here: <http://toastmasters83.org/district-leadership/proxy-authorization-.html>. Visit the Credentials Desk at the conference to sign in and receive ballots. Remember also that district leader titles are changing; which means that we will be voting for our new District Director, Program Quality Director, Club Growth Director, & Division Directors.
- Vote on our revised district alignment. We believe that the new proposed alignment will allow for greater service to clubs while allowing for more opportunities to grow leaders within our district. We plan to expand to 41 areas within 9 divisions. (See article on page 4 and map on page 5.)
- Hear an update on the Revitalized Educational Program (REP) from our Chief Ambassador, Pam Winter, DTM, PDG.
- Receive updates and information from all district officers.
- Find out which clubs won the Destination Distinguished and Early Finish Challenge awards.

This is your opportunity to become a more informed Toastmaster and to allow your voice to be heard. The business meeting is scheduled for 1 pm on Saturday. If you can't attend the entire conference, but want to attend the business meeting only, plan to arrive at the Hyatt by 12:45 pm to allow yourself time to register at the Credentials desk. The business meeting is free to attend and all members are welcome.

**Remember to bring your club banner to the conference for the parade of banners!**

### Register for the Conference

Full conference registration is a bargain at only \$145 for registrations received by May 10. After that, the price increases

to \$160. You can also register on site. See flyer on page 6.

### Conference Keynote Speakers

Richard Peck, DTM, RA, will give a keynote at Saturday Breakfast.

Robert Barnhill will give a keynote at Saturday Lunch.

Jana Barnhill will give a keynote at Saturday Dinner.

Robert and Jana Barnhill will give a keynote at Sunday Breakfast. (Both Robert and Jana are both DTM, AS, PIP)

### Friday, May 29: DTM Reception 6:30-9:30 pm.

Hyatt Regency New Brunswick. No cost for DTMs. \$20 for guests and those who are not yet DTMs.

### Hotel information

Hyatt Regency rooms available on a first-come, first-serve basis. Rates are good until May 1st.

888-421-1442

Refer to District 83 – Toastmasters to receive the Group Rate.

<https://resweb.passkey.com/go/district83toastmasters>

Room – one King bed

1 or 2 people \$139

3 people \$164

4 people \$189

Room – two double beds

1 or 2 people \$154

3 people \$179

4 people \$204

### District Conference Sunday Panel

**The event of a decade!!!**

A panel of Past District 83 Governors and our Keynote Speakers; Distinguished Toastmasters All!

Ask anything you want to know about Toastmasters, public speaking and leadership. A unique opportunity to hear unedited answers from our leaders. Get to know them up-close and personal.

**To submit a question for this panel, send the following information to Isaak Gelbinovich at:**

**mail@isaakprospeaker.com**

Your name (optional):

May we mention your name? YES ( ) NO ( )

Your club (optional):

Your question:

## International Speech and Evaluation Contests Continue

Competitors advance to the division level contests in April and early May. Those who win their division titles will compete at the District 83 finals taking place during the Spring Conference. Remember, whoever wins the International Speech Competition will represent District 83 at the Toastmasters International Convention being held in Las Vegas, Nevada in August.

# A Club for Every Place and a Place for Every Club

## Realignment? Yes, Realignment!

By Phyllis K. Goldblatt, DTM

### What is realignment, and why do we do it?

Frequently, realignment refers to voting districts, but in Toastmasters, when we realign, we “put back into proper order or alignment” (The FreeDictionary from American Heritage® Dictionary of the English Language, Fifth Edition. Copyright © 2011 by Houghton Mifflin Harcourt Publishing Company).

Each year, every district in Toastmasters needs to consider whether the clubs are in the appropriate areas and divisions. In District 83, at the very least, new clubs need to be incorporated and areas may need to be adjusted if clubs have closed.

Before we go any further, let's review just what is District 83. We include all or most of 11 counties in New Jersey and 2 counties in New York:

### New Jersey Counties:

Bergen • Essex • Hudson • Hunterdon • Middlesex • Monmouth, except that part lying west of NJ527 and south of US33 • Morris • Passaic • Somerset • Sussex • Union • Warren

### New York Counties:

Rockland • Richmond (Staten Island)

In 2013-2014, we had 6 divisions. It was recognized that we had opened quite a few clubs in and around Jersey City, so a new (7th) division was created for this year, including most of the Hudson County clubs. Since all of those clubs had been in Division A, an area was added to Division A from Division F. Then, some clubs from Division D were moved to Division F, and other changes were made in Division D.

When we looked at the result, while it was workable, it appeared that, with new clubs chartering, we really needed to “press reset” for next year. And that's what we have done!

Last July, I consulted last year's and this year's division and area governors, asking them to tell me about anything that they had become aware of that (1) worked very well, and shouldn't be changed; or, more important, (2) was or is a problem. Comments I received seemed to agree that a major realignment was called for. I assembled my realignment committee by including all of our 7 division governors and asking for volunteers, so that each of our current divisions had at least 2 representatives. In addition, we reached out to others when we found special needs. Altogether, over 30 members have been involved in one way or another. THANK YOU!

We started by essentially ignoring the current alignment. We agreed that we would start with geography to determine most of the area groupings, but that we would apply several rules:

1. All areas would have 4 or 5 clubs, unless there is a special circumstance.
2. All divisions would have 4 or 5 areas.
3. We would attempt to make all areas able to be Distinguished

by shifting a few clubs to give a better balance of strong and weak clubs, as long as the shift(s) made sense geographically, so that the area director can make the club visits.

4. We will name the areas as we always have, so that all areas in Division A will be 11-15, Division B will be 21-25, and so forth.

We started from the edges of our district, assigning clubs to areas. After we had all current clubs assigned to areas, we grouped the 40 areas into 9 divisions. Yes, that's right – 9 divisions! After reconsideration by the realignment committee and the District Executive Committee, we found that we needed to make some adjustments. Also, we added another area as a result of new clubs that are expected. So we now have 41 areas in 9 divisions for next year, instead of the 35 areas in 7 divisions which we have this year.

As we considered naming the divisions, we agreed that we would try to have the new divisions in some logical, geographical order. After considering several possibilities, we decided on a U. As we proceeded, it became a “U, with a tail”. The U starts in Sussex County; moves down to Hunterdon County; comes across; then the “tail” of Monmouth County; and then we proceed north, through Union, Essex, Bergen and Passaic Counties; and ending in Rockland County.

As of this writing, the realignment for next year is not finalized. We have accounted for 177 clubs, omitting two clubs that have already closed, but including 4 clubs that we believe will close or be suspended by September. We have included 6 new clubs that are expected to charter before June 30. There is only one area which has 6 ongoing clubs. Right now, 33 areas have 4 clubs each, and 7 areas have 5 clubs. All 9 divisions have either 4 or 5 areas, and between 16 and 22 clubs. While the final alignment may vary slightly, we hope that it will be close to what we have now. If you would like to see the current arrangement, please contact me. **On page 5, you will find a map created by Ashley Wilson, DTM, to help you understand the locations of the proposed divisions.** Any spaces that are not shaded do not have clubs at this time.

We plan to have another meeting in April, hopefully making final adjustments at that time. The alignment will be voted on at the District Business Meeting at our District Conference on May 30. We intend to send out the final format as soon as it is available, so that everyone will have plenty of time to review it, and make any comments before the Business Meeting, if possible.

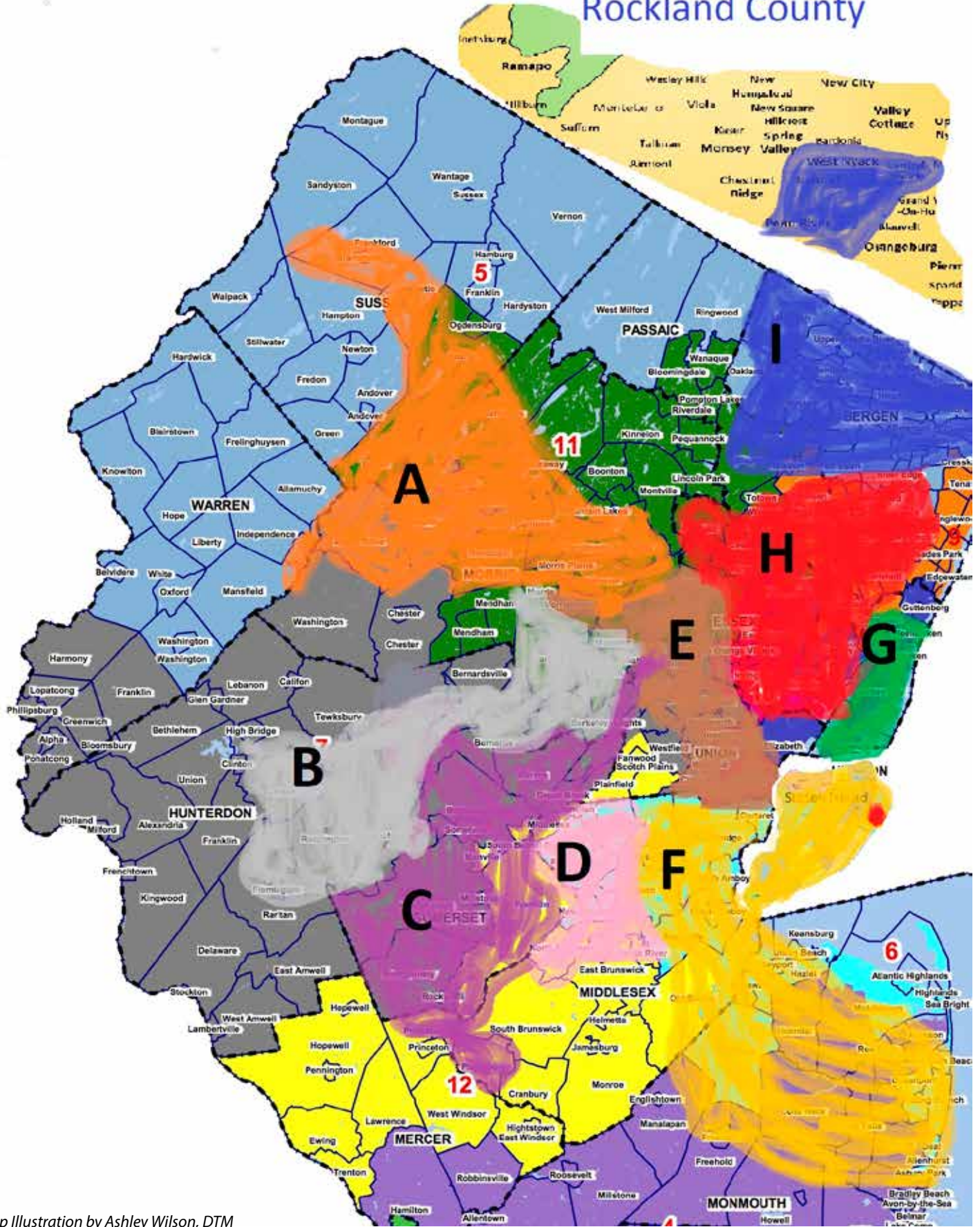
We sincerely hope that District 83 will be “put back into proper order or alignment”!





# District 83 Preliminary Proposed Divisions

## Rockland County



Map Illustration by Ashley Wilson, DTM



**First Timer!**  
**Repeat Attendee!**  
**Distinguished Toastmaster!**  
**Workshop Presenter!**  
**Keynote Speaker!**  
**You are a Toastmasters Success Story!**  
  
**The World is Better  
 Because of You!**



## District 83 Spring 2015 Conference

May 30-31, 2015

Hyatt Regency

2 Albany Street, New Brunswick, NJ 08901

For \$145\* you get:

- Keynote Speakers **Robert** and **Jana Barnhill\*\***
- District Finals for **International Speech** and **Evaluation** Contests
- Choice of **9 Workshops**
- **4 meals** (Saturday: breakfast, lunch and dinner; Sunday: breakfast)
- **Networking**

\* \$145: March 1- May 10, 2015  
 \$160: After May 10, 2015

\*\* Both Robert and Jana are Past International Presidents (PIP) Distinguished Toastmasters (DTM) and Accredited Speakers (AS)



WHERE LEADERS ARE MADE

**Two ways to pay!**  
 Download registration form and pay via check, or Pay Online!  
[www.toastmasters83.org](http://www.toastmasters83.org)  
 Registration Chair  
 Lynda Starr, ACG, ALB  
 lbstarr@optonline.net  
 (973) 386-5949

For More Information, contact your Conference Co-Chairs!

Isaak Gelbinovich, DTM  
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 (201) 741-2227

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 (917) 803-4356



# A Conversation with Richard Peck, DTM, International Director and Presenter at District 83's Spring Conference

**Q:** What are your thoughts on our conference theme, "The World Is Better Because of You!"?

**A:** I think this a wonderful conference theme and something that I truly believe. As individuals we all make an impact on the world around us...on the people around us. A simple smile, thank you, or hello can change someone's day. As Toastmasters we continuously encourage and support each other as we work to develop our communication and leadership skills, skills that become more important as the "size" of the world decreases and barriers continue to be broken down. Ironically, when I was campaigning for International Director my theme was "Changing The World One Member At A Time," a message that is similar in nature to your conference theme. We don't always realize the impact that we make on the world around us... especially if can not see it. We all throw a pebble in the pond of life but where the ripples end and the impact they make we may never know. I think everyone should reflect on this quote when they question whether or not they can make an impact: "To the world you may be just one person, but to one person you may be the world."

**Q:** What can we expect in your presentation?

**A:** I am still in the process of developing my District 83 presentation, but I can tell you that it will be in alignment with your conference theme.

**Q:** Tell us about your experience as International Director. What are your greatest challenges?

**A:** Serving as International Director has been an unbelievable journey. Having the ability to work with such a diverse group of individuals who are passionate about our organization and the success of our members is a truly rewarding experience. Words alone can not express the rewarding feeling of knowing that I have had the opportunity, in some small way, to contribute to, and shape, the future of our organization and the success of our members. The greatest challenges, and joys, come from understanding how our decisions impact our members and clubs around the world. A change that on the surface seems minor may indeed have a major impact when you look at it from a global perspective. It is for this same reason that it can appear to take a long time for a project to roll out.

**Q:** How has Toastmasters impacted your life?

**A:** My involvement in Toastmasters has provided numerous unique opportunities and opened many doors for me. I have developed friendships with members around the world, friendships that go beyond Toastmasters. In my corporate life, after learning that I'm involved with Toastmasters, I've been asked to conduct leadership summits and training programs. I've been asked to evaluate speeches and provide coaching

for candidates in local politics and other non-profit organizations. One of the most rewarding experiences was being involved in a Youth Leadership Program (YLP) for some local at-risk youths. Although my involvement was limited due to other commitments, it was obvious that this program had a positive impact on the youth that attended. The list goes on and it was all made possible because of Toastmasters.



**Q:** What does leadership mean to you, and what role does it play in your life?

**A:** To me leadership is a three-legged stool, "The 3 B's of Leadership" – Leg 1: a leader must stand before their team and offer guidance. Leg 2: a leader must stand beside their team and offer encouragement. Leg 3: a leader must stand behind their team and offer support.

I use this philosophy whenever I take on a leadership role in Toastmasters as well as my personal and corporate life. In my personal life, beyond Toastmasters, one of my hobbies is drag racing. I own and drive my own car and work with a team of like-minded individuals. This is a high-speed, high-pressure sport in which strong leadership skills and a dedicated team are essential for both success and safety. In my corporate life I often serve as a project manager on various types of projects involving virtual teams. Virtual teams offer a unique set of challenges; distance, cultural, language, etc., and by employing the 3 B's it becomes easier build trust and support amongst the various teams and team members.

**Q:** What advice do you have for fellow Toastmasters?

**A:** Never be afraid to try something new, to reach for those things that are just beyond your grasp, to believe in yourself. We often hear individuals say that they don't want to try something new because they are afraid of failure. The only "true" failure is not trying. It is unlikely that you will always achieve 100% success in what you try but that does not mean that you failed. If you've learned something along the way then you've achieved some level of success. Thomas Edison was once questioned about his 10,000 failed attempts at inventing the light bulb before he finally succeeded to which he responded, "I've not failed. I've just found 10,000 ways that won't work." Think of this quote when the fear of failure prevents you from trying something new.

**Q:** If you were to define your life in one word, what would it be?

**A:** Rewarding.

# High Impact Ad for Attracting New Members

By Dave Cragin, ACG, ALB

Most clubs struggle at times to attract new members. At the November 2014 Fall District conference, Dave Cragin, ACG, ALB, and Jaclyn Lee, CC, CL, ran a session on “High Impact Skills for Marketing your Club and Retaining Members.” A big part of the discussion was how to write an advertisement that motivates members to join. Here are highlights of the workshop.

Dave’s part of the talk focused on his experience with corporate clubs and an extremely successful ad. It was so successful, three members sent their dues before attending a meeting and the club attracted so many new members, it had to temporarily delay new member enrollment for two years in a row. Plus, the club had an effective, but simple, on-boarding process that ensured that new members rapidly became active in the club.

Here is some of the content from the actual advertisement and specifically why it was effective.

Subject line: There was space for short subject line that would be sent to all NJ employees via a company email newsletter. Every word mattered. The following subject line was very effective in getting people to click through for more information:

## Build High-Impact Speaking Skills

Do you want to learn how to run effective meetings? Improve your ability to give constructive feedback? Dramatically reduce your speech preparation time? Read more. *(Read more included additional information available through the company website.)*

Why was it effective?

1. Used questions, not statements. Questions tend to be much more engaging than statements. Questions make you think.
2. Doesn’t mention Toastmasters(!!!). While any Toastmaster knows the deep value of the organization, for outsiders, the name may not mean anything.
3. Concisely communicates key skills that members need in corporate environments (and others) need.

The above subject line clicked through to the main ad, which began:

Do you want to?

- Learn how to run effective meetings?
- Improve your ability to give constructive feedback?
- Dramatically reduce your speech preparation time?
- Increase your ability to communicate in cross-cultural settings?
- Run videoconferences with aplomb?

If you answered **yes** to any of these questions, then Toastmasters at Merck is for you.

Whether you are an inexperienced speaker wishing to build your self-confidence or a seasoned individual looking to enhance your skills, you will find Toastmasters the most time-efficient way to do so. All it takes is two lunch hours per month to give you skills that will make you more effective at work.

The key aspects of the text are:

1. Shows that Toastmasters offers valuable skills for the corporate work environment.
2. Targets **both** experienced and in-experienced speakers. An early draft of the ad focused only on nervous speakers. While it’s common to have new members who want to control their nerves, it’s actually bad for the club to focus only on nervous speakers because it suggests that all members are nervous. Current members don’t want this association (**I don’t!**). Plus, it’s beneficial to the club to attract new members with **all** skill levels.



For example, one new member came in with excellent speaking skills and good poise. In addition, she presented the best of herself with many of the characteristics of an accomplished speaker. In mid-career she decided she wanted to become a stand-up comedian, so she joined the club to polish her already accomplished skills. Getting someone like her helps elevate the status of the club and added a new dimension.

3. Tells any boss who reads it, “your employee will be doing this during their lunch hour and it won’t detract from their workday.” For a corporate club, this is a subtle, but important message. Notably, many who joined were recommended by their bosses. This increases the likelihood of getting dedicated members because they want to meet their boss’s expectations.

The ad included meeting times, locations, contact information and had the following concluding paragraph:

By joining Merck Toastmasters, you’ll develop a network of colleagues across sites, whose backgrounds range from regulatory to IT, health to chemistry, and business to compliance. Be part of Toastmasters to help you adapt Merck’s ever-changing business environment.

The important aspects of the above are:

1. Communicates that it contributes to the company’s success.
  - a. This engenders management support for recommending employee involvement.
  - b. Helps current members whose bosses might question their involvement.
2. Shows that Toastmasters contributes towards a company priority, i.e., effective communication across the divisions of Merck.
3. Lets members know that the club will help them deal with changes at Merck and lets Merck know this as well.

In summary, when developing an ad:

- Be concise
- Focus on the skills the audience wants
- Use questions to increase impact
- Think about the image the ad gives the club, i.e., a club of diverse skills from expert to inexperienced.
- In a corporate environment, think about both the employee and their bosses

By doing the above, you’ll bring success to your club and spread the benefits of Toastmasters to many.



# Advanced Toastmasters Clubs in District 83

By Su Brooks, DTM

Did you ever wonder about joining an advanced Toastmasters club? District 83 currently has five advanced clubs and is planning to charter three additional advanced clubs soon in order to meet the growing demand of Toastmasters who are seeking new challenges. At this time we are looking at Newark, in Essex County, Tinton Falls, in Monmouth County as well as a location in northern Division E.

## Advanced Clubs

- Provide additional opportunities for strong feedback from other advanced speakers outside of your home club to help take your skills to the next level.
- Create an environment where members may choose to work on longer speech projects from advanced manuals.
- Enable members to work with and network with other advanced speakers for fresh perspectives and new ideas.
- Many Toastmasters express a desire to engage professionally in public speaking. Toastmasters has rigorous screening criteria for selecting Accredited Speakers. For those who'd like to apply for this status, or who'd simply like to be challenged, an advanced club would be useful.

Each Toastmaster would have to maintain a membership in at least one other club in addition to the advanced club. Members of the advanced club need to have earned at least a CC.

## Tinton Falls, Monmouth County Club

District Governor Anne Gilson, Area 41 Governor Rebecca Marzec and I would like to determine if there is interest in starting an advanced club in Monmouth County. We need a minimum of 20 interested Toastmasters to charter a new club. At this point we are determining interest and the club does not have a particular theme or focus.

The club could meet in the community room at the **Tinton Falls municipal complex, 556 Tinton Ave., Tinton Falls, NJ 07724.** (The location is near the Garden State Parkway and Route 18.) To get started, the club could meet one evening a month. The

evening may vary at first but we would avoid Tuesday evenings so that this club meeting would not conflict with the meeting times of other clubs in the area (for example: second Wednesday, third Monday, fifth Thursday, etc.).

*Please contact me (subrooks83@gmail.com) if you are interested in participating or want more information as the club is formed.*

## Newark Area Club

Terence Pyle, ACG, ALB, Division A Governor, has set an informational meeting for **Friday, April 17th at 5:30 pm** to explore chartering a club in the Newark area. The address for this meeting is: **Room 210, Rutgers University, 65 Bergen Street, Newark, NJ.** The original idea was to have this club open to all advanced level Toastmasters in Division A. This changed based on the proposed District Realignment. There are many reasons for an advanced club in this area (whether you live in Newark or work there) and the pros of chartering one far outnumber the cons. If you can't attend the meeting but would like more information, Terry will be happy to keep you in the loop.

*Please RSVP by April 14, 2015 to 347-219-4643 or terrygy@gmail.com*

## Northern Division E

Rachel Weiss, DTM, is working on starting an advanced club in northern Division E.

*Contact Rachel: D83RachelW@gmail.com if you are interested in joining an advanced club in northern Division E.*

## Interested in joining an Advanced Club, but don't live near Newark, Monmouth County or northern Division E? Explore these advanced clubs in District 83:

### ACES

Iselin, NJ  
6:45 pm, 2nd/4th Monday  
Contact: Tom Somers at somertm@yahoo.com

### Brunswick Advanced

North Brunswick, NJ  
6:45 pm, 1st/3rd Wednesday  
Contact: Bala Balaguru at balagurut@gmail.com

### Northern Stars Advanced

Basking Ridge, NJ  
7 pm, 1st/3rd/5th Wednesday  
Contact: Pam Winter at pamela.l.winter@verizon.com

### Smedley's Speakers Advanced

Staten Island, NY  
7 pm, last Tuesday  
Contact: Fran Okeson at frantotten@verizon.net

### SpeakAbility

Roselle, NJ  
7:45 pm, 3rd Wednesday  
Contact: Michelle Tropper at michelletropper@verizon.net

## Now Leaving – The Comfort Zone

By Sherri Rase, ACB, ALB

*When was the last time you did something that you've never done, never even tried before? Chances are, it was long ago, in a galaxy far away when you were a risk-taking child, under 20 years old. Unless that's where you are now, you may not remember the thrill of trying, whether or not you succeed. It's time to leave The Comfort Zone!*

Toastmasters is full of opportunities to step out and step up, but how can we move beyond what's familiar? A great beginning is the Competent Communication manual. The skills that are built there challenge us in smaller ways and prepare us to take on the big leadership aspects that are to come in the educational process. For instance, it would be nearly impossible to do a great job presenting a section of the Successful Club Series or the Better Speaker Series, required for advanced speaking degrees, if you haven't yet mastered the basics like Speech 5, Your Body Speaks or Speech 6, Vocal Variety much less the mission-critical Speech 8 – Get Comfortable with Visual Aids. And the lessons learned in stepping out of what's comfortable carry over into all the other aspects of our lives in an infinity loop of competence.

Last fall, a colleague of mine and I decided to offer our Effective Communication and Leadership workshop to a large national conference called Creating Change, held in Denver, Colorado. The conference is dedicated to equality for everyone and drew attendees from the United States and beyond, with one person coming from Taiwan! 4000 attendees at this conference meant that we would have 20 times or so the visibility than we had before. We typically volunteer our services to non-profit and charitable organizations. Despite our trepidation, we forged ahead and applied for inclusion.

There were 800 applicants who were offering workshops, including people who present as their paid employment. We were notified after a few nail-biting weeks that we were successful in landing a spot. Now what?!

In the early part of the last century, Lev Vygotsky was a Russian psychologist who studied why people who don't have certain skills follow others who do and are ultimately able to achieve success on their own. While this type of learning has been done with parents and children, master crafters and apprentices, it was Vygotsky who linked this to standardized education. It was Vygotsky who began developing the idea that the purpose of education was to meet people where they can achieve with assistance, what he termed the "zone of proximal development," and provide practice, reinforcement and motivation to foster future solo achievement. There have been refinements since Vygotsky's time, and tragically his life was cut short by tuberculosis in 1937. His theories about learning and the role of experimentation and play in building skills and understanding were controversial during his lifetime. His work gained prominence outside the Soviet Union in the 1970s and many educators have since used his work to create curricula. Perhaps such educators established the foundations of the



Photo source: <http://atom.smasher.org/construction>

Competent Communication and Competent Leader manuals, as well as advanced Toastmasters work.

Autumn 2014 passed and soon it was February and time to go out to Denver. While the Northeast was snowed in and frigid, the Mile High City was mild and we wandered around in shirtsleeves. My colleague and I arrived on Thursday afternoon, made sure we had enough of our metrics and handouts and Saturday, when our presentation time arrived we were all set! We had our projector and a backup and a room so full that people were turned away. When all was said and done, the attendee evaluations told the story – we were rewarded with our step out of familiar territory into a larger venue!

As we get ready to take on the new education program, we will all face the challenge of something new. As we migrate from the existing program, we will make a gradual exit from the Known via tiny steps into the pool of knowledge. Bahá'í scripture states, "Be lions roaring in the forests of knowledge, whales swimming in the oceans of life" and after my experience in Denver, I'm ready for a stroll and a swim.

Will YOU take that next small step?

# Speaking Outside the Club for the First Time

By Rebecca Marzec, ACB, ALB

I used my Toastmasters skills for the first time outside of the club setting on February 10th, 2015 when I spoke at the Career Choices Roundtable at Monmouth University (<http://www.monmouth.edu/academics/schools/science/careerroundtable.asp>).

I spoke at the Biology section of the roundtable, in order to discuss my convoluted career path. After earning my B.S. in Marine Science with a concentration in Biology at Richard Stockton College (now Stockton University), I graduated with my M.S. in Marine and Atmospheric Science from Stony Brook University. My first job was at the Haskin Shellfish Research Laboratory in Port Norris, NJ, one of Rutgers University's off-campus field stations. During my time at the field station, I participated in research cruises to sample finfish, surf clams, and oysters. The data collected was used to set fishery quotas. I told the students that being at sea felt like being on TV—but the cameras on *The Deadliest Catch* don't show the seasick parts. My typical day varied depending on the season and projects. Some days, I'd just work on data analysis in my office with my earbuds in, and yell at my office mates to turn down their music. On other days, I'd wake up before dawn to catch a boat. If I was already on a boat, the first net tow went out at dawn, and the winches deploying the net made an effective alarm clock.

After several years, the laboratory lost funding, and my job as well. I looked for other occupations, and considered teaching. I was scared stiff about getting up in front of a room full of high school students, and joined Speak-EZ Toastmasters in Millville, NJ. When I moved to Monmouth County, I joined Red Bank Toastmasters.

I soon had another job within Rutgers, at the Rutgers University Cell and DNA Repository. Because the job that had lost funding was a Rutgers union job, I got first picks at any other positions that were posted. I currently extract DNA from human blood using automated platforms, or robots. My workdays now are not so varied, and there is no field time. Every day, my team



receives blood samples, removes some of the plasma, and then extracts the samples using these platforms. I also use the robots for RNA extraction from cultured cell pellets, and enjoy performing the related quality control on them. The RNA work is my own project and I enjoy the opportunity to work independently.

If I could offer one piece of advice to my undergraduate self, I would tell myself not to write off my Cells and Molecules class

*I also worked hard on speaking English rather than Science, and felt that I was successful in that, having presented a number of scientific speeches at my club over the years. I hope to be able to communicate scientific topics in an understandable way, and feel that I achieved that goal.*

requirement. At the time, I was far more interested in ecology and invertebrates. The fact that the class was at 8:30 every morning dampened any enthusiasm that I may have had for the material. However, I appreciate the irony that now I use it every day. I had quite a learning curve when I started at the RUCDR. It was mitigated somewhat by the fact that I had to review all of the Cells

and Molecules material for the Praxis tests to qualify for teacher certification, only a couple of months before my new job.

I saw the roundtable as a learning experience. My section was actually not well attended, as I was competing against the keynote speaker in another room. I also thought that I could have prepared better, although I had a lot of material ready going in. Some of it was like Table Topics, which I don't always consider to be my strength. However, I still managed to get a few laughs from the audience, in contrast to my fellow panelists. I also worked hard on speaking English rather than Science, and felt that I was successful in that, having presented a number of scientific speeches at my club over the years. I hope to be able to communicate scientific topics in an understandable way, and feel that I achieved that goal. I hope to speak at future events at the University, and to encourage some of the people I met to explore Toastmasters.

*Rebecca Marzec, ACB, ALB serves as the Area 41 Governor for 2014-2015.*





# DISTRICT 83 YEAR-END CELEBRATION

Join your Fellow Toastmasters! • Celebrate our success!  
**Gratitude and Greetings!**  
**2014-2015**

- **Enjoy** a delicious **lunch**
- **Roast** our outgoing District Governor – **Anne Gilson**
- **Presentation** of Individual, Club, Area, and Division **Awards**
- **Say thank you** to our exiting District 83 **Officers**
- **Welcome** and Install new **Officers**

**Saturday, July 25, 2015**  
**11:30am to 3:00pm**

Crowne Plaza Edison  
2055 Lincoln Highway, Edison NJ, 08817

\$40 per person (if paid by July 20, 2015)  
\$50 per person at the door



WHERE LEADERS ARE MADE  
[www.toastmasters.org](http://www.toastmasters.org)

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## Registration Form

Name: \_\_\_\_\_

Phone No.: \_\_\_\_\_ Email: \_\_\_\_\_

Club you belong to: \_\_\_\_\_

Cash: \_\_\_\_\_ Check No.: \_\_\_\_\_ Amount: \_\_\_\_\_

Reservations by July 20, 2015 to:

Olga Berejnaia, [OlgaBDTM@gmail.com](mailto:OlgaBDTM@gmail.com)

Payments can be made online: [www.toastmasters83.org](http://www.toastmasters83.org) or mailed: 6 Fawn Lane, Warren, NJ 07059

## Educationally Speaking

In this edition, Fran Okeson provides us with two flyers on pages 14 and 15. You may use these flyers or the content in your Toastmasters educational programs. Please credit Fran Okeson for her contribution.

### What is an HPL?

*By Fran Okeson, DTM 17, PDG (46)*

Believe it or not, I asked myself that very question way back in 1993 when Toastmasters International brought those three letters into our Toasties' lives! HPL: High Performance Leadership. But what is it? We were told that it was a PROJECT, but what kind of a project?

I'm the kind of person who sees a challenge and wants to meet that challenge head on. I ordered the new HPL manual (the first step in any new venture.) Then I read the manual. That's the important part of anything we want to accomplish. Immediately, I knew what I wanted to do for my project. I'd plan a high school senior speech contest on Staten Island. WOW!!! How easy that would be! The manual said I had to form a committee. I did that – eight of my closest Toastmasters "buddies."

I had to give my committee five ideas for my project and they would tell me which one they thought would be the best. I gave them silly things, picking up litter all over Staten Island, "No", they said. How about returning soda cans to the store? "No", they said. I forget the other two, but then I explained my idea to increase membership in our new Staten Island Toastmasters club. They approved it and the die was cast.

We met a few times and then bad weather set in and we couldn't meet. Did we stop? No! That would have been too easy. I called my late friend, Dolores Okulewicz, and we talked about the project. Then she called the next committee member and so on until everyone was heard. By the time the last member called me back with all the opinions and advice, we settled down and then re-grouped.

It was time for the Toastmasters Regional Conference and I was told to talk to Joe Jarzombek who, I believe was an International Director at the time. With his advice under my belt, I gathered my committee and proceeded with our high school senior speech contest. I mailed letters to nineteen schools on Staten Island, Catholic, private and church sponsored. No replies. I was devastated. I called St. Peter's Boy's High School and asked my friend, principal John Peters why he, at least, didn't respond. He told me that the American Legion on Staten Island had an annual high school speech contest, so the schools were committed to that each year. He also told me to write letters again, directed directly to the principals so the secretaries wouldn't toss them.

I received phone calls from several schools explaining why they weren't interested. One said their students were more interested in forensics contests than regular speech contests.

One teacher said he had a junior who could speak better than the seniors so he wanted to send him. It was getting so pathetic that it was funny! I ended up with nine contestants and as the days passed, I started losing them. One by one. By the day of the contest, I had three contestants. I was happy!!

When I asked them where their parents were, they told me that as seniors, their parents didn't drive them to events. Oh great, I thought. I had prepared information packages and *Toastmaster* magazines that went home with the students.

The *Staten Island Advance* photographer came and set up the photo showing the three winners with Mark LaVergne, PD46G, Jean Cramer and me as the functionaries for the contest. It looked pretty good. You'd never know that there were no parents present. The HPL manual says to show your appreciation to the members of your committee. Since I was the only one doing a project, I decided to take my team out to my favorite Chinese restaurant. Later, I was told I only had to recognize them in public! Who knew?

The next part of this story is priceless: My son Peter and I went to the International Convention in Kentucky because Richmond County Toastmasters was receiving an award for coming in one of the five top clubs in the world. Mark LaVergne sat with us and pointed out a man across the room and said, "see that man?" I said, "yes, what about him?" He said, "He got number three and any time a new award comes out, it's good to get a single digit on your certificate." I said, "how did he get a number?" Now, I'll tell you why I read everything...I never saw the application at the back of the HPL manual. I had it signed and mailed, thinking what a fool I was. When my completion certificate arrived, I got NUMBER 9!! (single digit!) I completed the first HPL project in District 46. PDG Amelia Abad earned hers two years later.

I was asked by the forensics coach to bring a team to St. John's University and proctor/time the annual contest. Eight of us went and it was very different from the Toastmasters speech contests. Liam Gill was in the classroom with me and we were both very impressed with the whole idea of forensics. On Saturday, March 7th, I completed my 30th HPL project on our No Limits Toastmasters "Toastmasters in the Community" CTV show. That will be a story for another issue.

*Fran Okeson, DTM 17, is a Past District Governor of District 46. She currently serves as President of No Limits Toastmasters Club, Area 13 Governor 2014-2015 and has served as District 83's High Performance Leadership Advisor since 2008.*

# High Performance Leadership

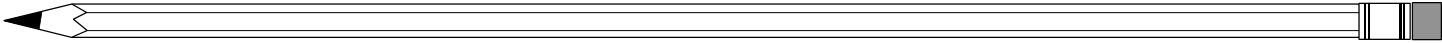
*Here are some ideas for those members who are contemplating completing a High Performance Leadership project:*

1. Organize a fund-raiser to benefit a local charity
2. Base your project on your year as a club officer
3. Organize a church committee to renovate your house of worship
4. Conduct a special project at your workplace
5. Conduct a community project (set up a reading program at the local public library, conduct a speech contest for young people in your neighborhood, research your town's history in a unique way, etc.)
6. Sponsor a new Toastmasters Club
7. Serve on a District Conference Committee
8. Serve as a District Conference Chairman
9. Serve as an Area Governor
10. Serve as a Division Governor

If you have any questions, contact:

PDG (46) Fran Okeson DTM , District 83 HPL Advisor for assistance at:  
(E) [frantotten@verizon.net](mailto:frantotten@verizon.net) or (H) 718 - 984 - 1339





Do you have **H**igh personal standards?

Are you looking for **P**ersonal growth?

Do you want to develop your **L**eadership skills?

If you are ready to move forward, then...

## **HIGH PERFORMANCE LEADERSHIP** is for you !!!

*This five-project program offers instruction and practice in such vital leadership skills and activities as developing a mission and vision, goal - setting and planning, identifying values and building a team.*

- Recruit a Guidance Committee to meet with you at the completion of each of the five phases of this program and provide you with helpful feedback and suggestions for improvement.
- Study the learning materials in the HPL manual carefully and apply them to your own situation.
- Select a worthwhile project which you intend to complete by working with other people in a leadership capacity, either formal or informal.
- Work with your team to accomplish the goal or at least to make enough progress so that you can show the results of your learning process.
- Make a presentation about your project to your club and get helpful feedback from the members; then submit the results to Toastmasters International to receive the “**LEADERSHIP EXCELLENCE**” award certificate.

For assistance or questions, contact...  
District 83 Area 13 Governor Fran Okeson DTM , PDG (46)  
District 83 HPL Advisor 2008 - 2015  
(E) [frantotten@verizon.net](mailto:frantotten@verizon.net) Or (H) 718-984-1339

# Upcoming Special Events



## TEDxNavesink: Mark Your Calendars for Saturday, April 11

By Su Brooks, DTM

Brian Reynolds presents several talks for work. He's a member of AT&T Middletown Toastmasters and a prior district-level competitor in the evaluation contest. Now he has a much more difficult speech to give: for TEDxNavesink, taking place on Saturday, April 11, 2015 at Monmouth University in West Long Branch, NJ. Brian has honed his skills during weekly club meetings and is grateful for the support, feedback and encouragement he receives as he prepares to present: "Race: Climate Change vs. Smart Money." TED and the TEDx events are non-profit conferences that feature an unusual format. They bring together speakers from all walks of life to advance "Ideas Worth Spreading."

Brian wants to share the TEDx experience with other Toastmasters and has provided a discount code for 25% off (**code: Speakers25BR**) so anyone who has an interest can save on the cost of admission. The March issue of *Toastmaster* magazine has a feature article comparing and contrasting Toastmasters speeches and TED talks. TED talks carry a maximum time of 18 minutes, they're organized almost universally as informative or persuasive and tend to organize around a 20/20/60 format. That is, they spend 20% of their time on credentialing the speaker, 20% of the time making an argument or explanation (often with data and visuals) and 60% of their time working an emotional connection with the audience. For more information and to register, visit: <http://tedxnavesink.com/>.

TOASTMASTERS SPEECH	VS.	TED TALK
15-18 minutes	Time	18 minutes or less
1-2 main points	Content	1 idea
Performance	Style	Conciseness
Signs present	Delivery	Powerful message
Maximum 10 slides (maximum of 100 words per slide, including all text on slide)	Outcome	Key takeaway or insight
The speaker owns the content	Ownership	The speaker is the intellectual author of the content
There is a goal	Method	Delivery is key

Source: *Toastmaster* magazine, March 2015

## An Evening of Inspiration

Hosted by Freehold Phrasers Toastmasters

On May 7, 2015, Freehold Phrasers Toastmasters will present "An Evening of Inspiration" with keynote speaker Chief Dan Daly and inspirational speeches from local Toastmasters groups including an award for best inspirational speech. Chief Dan is a 24-year veteran of the New York City Fire Department and a recipient of the New York State Senate Liberty Medal. On September 11, 2001, he responded to ground zero. He is a longtime Toastmaster and has spoken to audiences around the world. Come hear Chief Dan's moving story and witness how he turned a negative event into a positive experience.

The event takes place from 6:00-9:00 pm at the Red Oak Diner & Lounge, 2973 NJ-35, Hazlet, NJ 07730.

Enjoy beverages and hors d'oeuvres for \$28 per person. Payment can be made via PayPal at <https://www.paypal.com/myaccount/transfer/send> by sending it to mendez.toastmasters@gmail.com OR mail a check to Anne Breen, 136 Orchard Court, Toms River, NJ 08753, payable to "Freehold Phrasers Toastmasters."

*"To improve is to change, so to be perfect is to have changed often."*

– Winston Churchill

This quote refers to the process through which one passes to achieve success and can be simplified to "practice makes perfect." Toastmasters are dedicated to improving speaking and leadership skills. One sets the goal—I am going to compete and do well in the speech contest—and then sets a process of completing the task that ranges from writing the speech and practicing delivery to asking for feedback from others and refining the speech until it is perfect. On the leadership side, an area governor may first visit a club thinking, "that's not how my club does it," to then realizing that as long as requirements are met, each club can customize the agenda and on the next club visit, suggest options to the club to improve rather than to criticize.

No one achieves success the first time, but with each tweak and revision, one moves a step closer.

# Ah, Um, Er, You Know

By Lynda Starr, ACG, ALB

Unlike when we go to the doctor's office and are told to stick out our tongues and say "ah," Toastmasters are told to eliminate any ahs, ums, ers and other "filler" words that add little to the discourse. According to Toastmasters, "the purpose of the Ah-Counter is to note any overused words or filler sounds used as a crutch by anyone who speaks during the meeting. Words may be inappropriate interjections, such as and, well, but, so and you know. Sounds may be ah, um or er.

## As Ah-Counter you:

- Request a copy of the Ah-Counter's log from your Sergeant at Arms. If a log is not available, be prepared to take notes.
- When introduced during the club meeting, explain the role of the Ah-Counter.
- In the Ah-Counter's log, record overlong pauses, overused words and filler sounds relied upon too often by all speakers. Examples include: and, but, so, you know, ah, um.
- During the evaluation portion of the meeting, report your observations when called upon.

Why are Toastmasters so concerned with ahs? New Toastmasters and other speakers may not know how to pause or may feel that a pause is a signal to the audience that the speaker does not know what to say. We often have a need to fill silence in case someone will interrupt (even if this is not likely in Toastmasters or a public speaking situation), fearing the "awkward pause." Pauses do not have to be awkward and do not need vocalization via filler words.

Filler words are often a sign of nervousness. As with so many other things in life and speaking, they can be overcome with practice. A pause can be used to collect one's thoughts or to stress a particular point; the latter of which can be covered

in another article. Filler words can be reduced if one is comfortable with the content, excited by the topic, has prepared and practiced the speech, Inspiration, etc., in advance so you feel comfortable in front of the audience. Often when we speak too quickly, we use the filler word to give our voice a chance to catch up with our thoughts. If we slow down and purposely pause between each sentence, we may eliminate filler words.

Because Table Topics, evaluations and role reports are more impromptu, by definition there is little time to practice and the result is filler words are likely to pop up. Again with practice, one learns how to gather thoughts before speaking and pause to collect thoughts during the presentation.

We may not be aware of our use of filler words until the Ah-Counter points them out. The goal, in true Toastmasters' fashion, is to point them out in a kind manner. Many clubs will cap the count at 10 or announce "Jane is the Queen of the filler words tonight." Other clubs may have the Ah-Counter ring a bell or buzzer at each occurrence, which is not recommended because it may rattle the speaker and make the person nervous, which results in an increase in filler words..

Filler words can be overcome with practice and it is important to do so in order for the audience to appreciate your words fully and not be distracted by the fillers. Toastmasters are very supportive and your evaluator and mentor can help to alleviate your nervousness and ahs. Now take a deep breath, say ah and start your speech.



## Toastmasters Leadership Institute (TLI) Returns in June

By Su Brooks, DTM

Lieutenant Governor of Education and Training Bill Hood, DTM, announced that District 83's summer officer training kickoff will take place either on Saturday, June 13 or 20, so save the dates. Clubs should ideally plan to elect their officers in May, submit the officer lists to Toastmasters International and plan to attend the training sessions.

Not sure if you want to run for an office? Serving as a club officer can help you along the path toward your Advanced Leader Bronze (ALB) award.

Submitting your officer list promptly helps your club earn part of a DCP point and having a minimum of four officers trained in the summer helps your club with another part of another DCP point.

But it's not just about earning those DCP points. Trained officers are better equipped to serve the members of their clubs. At summer officer training, participants learn what their jobs

involve and have the opportunity to learn from and network with other Toastmasters in the same officer positions.

Another great way enhance your summer TLI experience is to encourage or suggest your fellow officers travel with each other or meet up at the training session.

Tom Somers, DTM, PDG, will serve as Chair for this event. This is the first TLI in memory of Sandy Scharf, DTM, which was a recommendation from the floor at the Fall 2014 business meeting. We're looking to have at least 400 attendees! If anyone would like to volunteer to serve on the committee, please contact Tom Somers at somertm@yahoo.com.

**District Officer training: 9:00 am-12:00 pm**  
**Special Event(s): 12:00 pm-1:00 pm**  
**(Special presentation by Paul Scharf, DTM 5, PDG)**  
**Club Officer training: 1:00 pm-4:00 pm**





## Fellow Toastmasters,

Last summer, I was appointed the District 83 treasurer by our District 83 governor, Anne Gilson, DTM. I knew it would be a busy position and was happy to accept the appointment. It gave me the chance to apply my accounting background to the organization I love and that has helped me

and thousands of others with their public speaking and leadership skills. I currently oversee the District's finances and make sure recordkeeping is up-to-date. The main responsibilities are paying bills, processing voucher requests, making deposits, analyzing budgets, preparing financial reports and working with the District 83 auditors. I enjoy the position and like working with numbers and computers. I'm also involved with the District conference committee. I was the Budget Committee chair for the Fall Conference and now for the Spring Conference.

## Paying Your Dues

One of the most important things that a club must do is collect and submit its club members' dues to Toastmasters International (TMI) on time. Dues are collected twice a year—in March and in September. Does that stop your club from notifying members early? No! It's best to send out an initial notice prior to March 1 and September 1 to let members know that the collection will be coming up. Ordinarily, your club treasurer would make announcements and send out emails about the amount owed and how to pay the dues. Some clubs only accept payment by check, while others accept all forms of payment, even PayPal. The treasurer should submit dues by April 1 and October 1 respectively. Unfortunately, if your dues are sent in late you run the risk of not being able to participate in contests and not receiving educational awards. Late dues payments could even result in your being dropped from the club roster and in having to resubmit a membership application to be reinstated. Your monthly Toastmaster magazine may be discontinued as well.

Toastmasters International's dues are \$36.00 every six months. Quite frankly, I don't know where you can get the same level of education, support, materials, networking and personal growth for that cost. You may even want to consider joining more than one club and becoming a dual member. However, you are still responsible for at least \$36.00 TMI dues for each club you belong to plus each club's own dues.

## Help Your Club Become a Distinguished Club!

Another important reason to pay your dues on time is to help your club become at least a Distinguished Club. Part of one of the 10 goals of the Distinguished Club Program (DCP) is to have at least the on-time payment of dues renewals for

one renewal period. This sounds like an easy enough goal, but if members pay their dues late it may prevent this goal from being accomplished.

## Club Dues: Dos and Don'ts

Most clubs also collect club dues to pay for the club's expenses in addition to Toastmaster's International dues and these are paid at the same time. Club costs can be for websites, newsletters, supplies, postage, refreshments for club meetings and meeting spaces. Occasionally, if you're a member in more than one club, the second club may waive all or part of their club dues, but not your \$36.00 Toastmasters International dues which is required for each club you belong to.

Keep in mind that club funds may not be used for "parties, social gatherings, scholarships, payments for members' dues and for donations to causes or individuals" as stated on Club Constitution: Article XI.

## Club Fundraising

Sometimes a club has additional expenses and will want to hold a fundraiser. This is allowed by Toastmasters International if held on an infrequent and irregular basis. The rules are specifically addressed in Policies and Protocol under Protocol 8.2: Fundraising. Example of some types of fundraisers allowed are raffles, sales of donated goods, advertising to offset production costs and holding a Speechcraft event by charging a materials fee.

No one may benefit financially and services provided must be voluntary though. Any profit obtained may only be used for Toastmaster International's tax exempt purposes. Also, your club must have at least one-third of its support from members' dues. Kindly see this link on the Toastmasters International website for additional information: <http://www.toastmasters.org/Leadership-Central/General-Finance/Use-of-Club-Funds>. Clubs are responsible for checking legal and tax requirements, so if in doubt, make sure to verify the rules, lest your club run the risk of losing its charter.

I hope I've been able to explain the importance of paying your membership dues on time, to provide more information on club dues and on fundraising for your club. If further information is needed on what's been addressed here or on other issues, don't hesitate to contact me.

This has been a very busy Toastmasters year for me! I've learned a lot about dealing with people during the tenure of this appointment and it's been a wonderful, educational experience so far. I hope to see everyone on May 30 and 31st at the Spring conference.

**Monica Helsel, ACS**  
**District 83 Treasurer**  
**2014-2015**

# Celebrating the 20th Anniversary of Brunswick Toastmasters



*By Emilia Volyand, ACS, ALB*

March 5, 2015 was a very interesting day. Our area got about a foot of snow. It was also the 20th Anniversary of the Brunswick Toastmasters Club. Our club is really special, and it's because the members work hard on progressing in their communication and leadership skills. We earned a Perfect 10 (better than President's Distinguished) again. Every year we celebrate and have an awards party; this year it was special because of our club's 20th Anniversary.

Our club lost a very special and dedicated member, Sandy Scharf, DTM, and we decided that it would be a good idea to celebrate her life.

The foot of snow did not ruin our celebration, we just had it a week later. Our members and guests enjoyed the grand Japanese buffet in Ichi Umi restaurant. After a great dinner, I served as Toastmaster and started the meeting.

We had a great speech presented by Paul Scharf, DTM 5, continuing with a video of our beloved Sandy Scharf doing a humorous speech. It was a great opportunity for the newer members to get to know her, and the older members learned a few things. Pamma Agrawal, CC, gave a tribute to Sandy Scharf as well.

Our sergeant at arms, Bob Zembrowski, presented a speech about presidents, since we had six Brunswick Toastmasters presidents in attendance at the celebration.

Alex Volyand ACS, ALB, Spring Conference Co-Chair, delivered a speech about the Conference and made sure to promote this wonderful event.

Then Paul Scharf conducted the Awards Ceremony. He gave out pins, ribbons and certificates for several good things, including awards for the shortest and longest distances to travel to our meeting, and, of course, members that got new nominations.

The meeting ended with remarks from Paula Markert, DTM, LGM, who enjoyed our celebration and mentioned a couple of things that she learned from our members.

Isn't that what Toastmasters all about it? Meeting new people, learning new things, and celebrating life!

*Emilia Volyand, ACS, ALB, currently serves as Area 46 Governor.*

*Photography by Felix Volyand, ACS, ALB*



## Region 9 Advisor Radhi Spear, DTM, PDG (46)

*Radhi Spear has been a member and officer of AT&T Middletown Toastmasters since the club chartered in June 2000. As Lieutenant Governor of Marketing, she was awarded the "Excellence in Marketing" award from Toastmasters International. She is a Distinguished Past District Governor of District 46. District 46 at the time included present day District 83 and was one of the largest districts in the world with over 250 clubs and over 6000 members. Toastmasters International president Jana Barnhill awarded her a Presidential Citation in August 2009 for her work in Toastmasters. She is an electrical engineer, mother of two daughters and lives with her husband in Piscataway, NJ.*

**Q.** What does the position of Region Advisor involve?

**A.** The region advisor's role is to **support district leaders in fulfilling the district mission to build new clubs and support all clubs in achieving excellence.** As mentioned on the TI website the Region Advisors serve as mentors to guide and support the districts while helping increase their marketing capacity to build membership and new clubs. They are also **an essential link between the districts and World Headquarters.**

**Q.** How did you decide to apply for the Region Advisor position? Were you elected or appointed?

**A.** My Toastmasters journey has been very satisfying and I have grown and learned a lot. I am a true believer in the program and I would like to spread the benefits of Toastmasters. After I was district governor I was appointed to the very first International Leadership Committee and I served on that committee for two years; it was a great experience. Then my younger daughter started high school so Toastmasters took a back seat for a few years, but now she has been accepted into several colleges and starts college this fall. I felt I had the time now, to continue my journey in Toastmasters.

The application for the RA position is online. As part of this year's Region Advisor selection process, each applicant completed a competency-based self-assessment. Applicant competencies were also assessed by leaders who served with the applicant in previous Toastmasters leadership positions. The RA selection committee used these results along with past performance results and interviews the committee conducted. I went through two rounds of interviews and was then appointed by the board of directors. I was informed by President-Elect Jim Kokocki.

**Q.** Which geographical areas and districts comprise Region 9?

**A.** Region 9 is comprised of 6 Districts and over 1200 clubs in

- District 45 (Prince Edward Island, Nova Scotia, New Brunswick in Canada; ME, NH, VT in the USA)
- District 31 (Eastern MA, RI)
- District 53 (CT, Western MA, Eastern NY)
- District 65 (Central and Western NY)
- District 46 (NY, Westchester, Nassau and Suffolk)
- District 83 (NJ, Rockland County and Staten Island, NY)

**Q.** Please explain how important it is to have a mentor.

**A.** As World Champion of Public Speaking (WCPS) Craig Valentine said at our last District conference, it is very important to have a mentor. Mentors have gone on this journey before you and have gained knowledge and experience that can benefit you. When I was elected Lieutenant Governor of Marketing (LGM), I spoke to so many LGMs before me to learn from their experiences. When I was a district governor, I had so many mentors including Bibi Haddad, Fran Okeson, Tony Figueroa and Nick LoBue to mention a few. I would ask every Toastmaster to get a mentor in whatever goal they are currently pursuing.



**Q.** As you begin your term, what messages would you like to communicate to the members of District 83?

**A.** Johnny Uy our past International President once said, "We are a group of people brought together to do things we could not do alone." For each and every one of us to be successful we need to help each other. We can be successful if we work hard to achieve our goals and in turn our clubs, areas, divisions and district will be successful.

**Q.** What are your current goals as a Toastmaster at the club level?

**A.** My current and pre-existing goal for the past 15 years is to ensure that my home club is President's Distinguished! The Toastmasters method of measuring club success truly reflects how well a club is functioning, so if we provide a supportive, nurturing environment for our members, we should be able to be a successful club.

**Q.** What impact has Toastmasters had on your life?

**A.** It has had a huge impact on my life. Toastmasters has made me more confident and given me insights on how to deal with people. My non-Toastmasters friends seem perplexed that one would want a non-paying job, but I see it as a win-win situation. I am helping the members by taking on these positions and in turn I am growing from the experience.

**Q.** What advice would you offer other Toastmasters and those who are not yet Toastmasters?

**A.** I would urge them to check out all that Toastmasters has to offer. I truly believe Toastmasters is one of the best-kept secrets; there is treasure to be found here! For existing Toastmasters, I would ask them to try new roles and take on new responsibilities. While it may seem like hard work, in return they will grow and benefit from the experience. This is such a safe and nurturing environment and you make many friends and widen your horizons. With anything you do, you reap what you sow. The more you put into it, the more you get out of it.

**Read more about Region Advisors here:**

<http://www.toastmasters.org/~media/>

[C568E42F22814CB79741FB55B8F4CB83.ashx](http://www.toastmasters.org/C568E42F22814CB79741FB55B8F4CB83.ashx)

<http://www.toastmasters.org/Footer/FAQ/Region%20Advisor>

# Club Newsletter Contest

**Does your Club have a newsletter? If so, consider entering our Newsletter Contest! If not, consider creating one. You and your team may earn credit towards goals in the Competent Leader manual.**

Criteria: Must use current TI logo.

May use TI templates from Brand Portal or create your own layouts.

Club must be in good standing with April 2015 dues paid to TI on time.

Issues dated between July 1, 2014 and March 1, 2015 are eligible.

**Deadline for submissions: April 15, 2015.**

**Submit in pdf format to [d83newsletter@gmail.com](mailto:d83newsletter@gmail.com)**

Include correct Toastmasters branding standards (colors, use of logo, fonts, images, design devices)

Minimum of 2 pages; no maximum number of pages.

One club winner will be announced at the District 83 Spring 2015 Conference. \$50 in TI Gift Certificates will be awarded.

**Your club cannot enter a club newsletter in 2014/2015 if:**

- A member of the club is a contest newsletter judge
- A member of the club is one of the top six District Officers:

District Governor

Lt. Governor Education and Training

Lt. Governor Marketing

District Public Relations Officer

District Treasurer

District Secretary



# Credit Where Credit is Due

By Lynda Starr, ACG, ALB

Yes, Toastmasters is a public speaking organization, but to focus only on speeches and the manuals is to shortchange the program and the benefits that can be reaped from it. After all, in 2011, the organization adopted the new motto, "Where Leaders are Made." A leader is one who sets direction and then guides others through encouragement and by setting a good example and therein lies the rub.

Picture a club meeting, you hold the position of VP Education or President. There are open roles and at the last minute you agree to be an evaluator. Also, at the meeting, your area governor is there and suggests that it would be good for the club to have a newsletter and you agree to take that on because you are a photographer by trade. How exciting, a new member and since you were sitting right next to the person and chatted during the meeting, you agree to be his mentor. You leave the meeting happy to have had the chance to help fellow Toastmasters and thinking about your tasks before the next meeting.

All of the above are well and good and offer opportunity for you to grow as a Toastmaster, show members that it is important to be willing to jump in and to be prepared; however, you missed one important item—taking credit for all you do via the Competent Leadership manual or other program. The Competent Leadership manual however gives the Toastmaster the ability to take on meeting roles that they enjoy, help the club to put on successful meetings and programs and gain credit for those roles. Leadership roles include toastmaster, Table Topics master, evaluator, grammarian and timer. Once you take on the role, have a

written evaluation done. Some clubs have a CL coordinator who handles the evaluations or assigns them; other clubs may have the person above evaluate the person below him/her on the agenda. This plan put together by District 72 explains how taking roles can easily lead to a CL. District 83 also has its own CL in a Year plan, which can be found here: [http://toastmasters83.org/acrobat/leadership/cl\\_in\\_a\\_year.pdf](http://toastmasters83.org/acrobat/leadership/cl_in_a_year.pdf).

Activities outside the club can be used for manual credit. For example, your area governor asks you to be the test speaker at the Evaluation contest. While the judges and contestants cannot evaluate your speech as a manual speech, another member of the audience can, perhaps a buddy you bring with you can privately give you the oral feedback and fill out the information in your manual.

The district may ask you to take part in a committee such as the Realignment committee or a special project such as a survey or district conference committee chair. These roles can be used for HPL projects (see article on page 13), which is needed to earn an Advanced Leadership Silver designation.

While Toastmasters is about being mutually supportive, mentoring and helping others achieve goals, we must keep in mind that it's important to keep our own goals in mind and the importance of keeping on our own tracks. It is easy for the VP-Ed or club president to think, "I can wait on my speech, CL so others may have a chance," but there is no reason why both cannot happen at once. Keep your eye on your goals and always look for ways to get the credit you need to help you progress.

Meeting	Description	Action	Project
1	First meeting attended	Gave a table topic	Project 1, Task 1/3
2		Listening Post	
3		Ah-Counter	Project 1, Task 2/3
4		Time Keeper	Project 4, Task 1/2
5	Gave Ice Breaker	Speaker	
6		Grammarian	Project 2, Task 1/2
7	Missed Meeting		
8	Bob visits meeting	Behind a Guest	Project 7, Task 1/2
9	Gave Speech Two	Speaker	Project 5, Task 1/3
10		Asst. Sgt at Arms	
11	AGM	Volunteered to Edit Newsletter	Project 10 Complete
12	First Evaluation	Evaluator	Project 1 Complete
13	Gave Speech Three	Speaker	
14		Table Topics Master	Project 5, Task 2/3
15		Evaluator	Project 2 Complete
16		Grammarian	Project 3, Task 1/3
17	Gave Speech Four	Speaker	Project 4 Complete
18	Club Contest Night	Contest Chair	Project 8, Task 1/3
19		Evaluator	Project 8, Task 2/3
20		General Evaluator	Project 5 Complete
21	Gave Speech Five	Speaker	
22		Evaluator	Project 3, Task 2/3
23	Your Meeting	Toastmaster	Project 8 Complete
24	Christmas Party	Organised Food	Project 6 Complete
<b>*** CHRISTMAS HOLIDAYS ***</b>			
25	Gave Speech Six	Speaker	
26		General Evaluator	Project 3 Complete
27		Table Topics Master	Project 7 Complete
28		VP Ed congratulates you on progress, assigns a mentor.	Final Project Complete Consistent Leader achieved!

Source: *COMPETENT LEADERSHIP IN A NUTSHELL A TOASTMASTER'S GUIDE* by Mark Cross, District 72