



The Founder

www.foundersdistrict.org

WHERE LEADERS ARE MADE

SEPTEMBER 2015



Las Vegas
CONFERENCE

Founder's District
Trio-Messages

The Luckiest
**Guy in the
World**

CLUB
MILESTONES

Marshall
Northcott
Breaks Record

Seven Years of
Perfect Attendance

...and MORE!

**Founder's District:
The Birthplace of Toastmasters**



Marie at the 2015 Emmys with daughter, Ariana, and husband, Jeffrey Isbell

Marie Hulett, DTM Editor in Chief of *The Founder*

I have never been happy doing just one “job” at any moment in life. I always seem to be multitasking in a thousand directions, give or take, simultaneously. Currently—to name a few—I commit to family first and foremost, write a regular column for the Orange County Register, produce and host a radio talkshow, volunteer at a local animal shelter, serve as a board member for the Fountain Valley High School Theatre Booster Club, undertake doctoral studies (yes - I am insane to take this on!), am a Toastmaster, club officer, Founder’s District volunteer, and oh! I almost forgot my “real job,” where I produce educational television and media for Coastline College.

Needless to say, sleep isn’t always an option for me, but I will not go to my grave thinking I didn’t do enough with my life, and that’s a good thing. Case in point—in my “real job,” I have the pleasure of creating educational experiences using video. I have so much fun doing this, it hardly seems like work. Now you’re probably wondering how any of this has even a spattering of a connection to Toastmasters; allow me to explain.

Over the years, a number of the television series I have been involved with have been nominated and received Emmys in the category of Instructional Television (telecourses). Usually, the Executive Producers accept the awards and give the speeches. In 2010, I was caught off guard at the Emmys when our EP didn’t make it, and texted me that if we won, I’d have to give the acceptance speech!

Not that winning is bad, but the thought of giving the acceptance speech nearly killed me! I was a bundle of nerves while I sat in the audience awaiting our category to be called. Consequently, when our show was proclaimed the winner, I was a nervous wreck. Fortunately, my experience with Table Topics kicked in and I made it through my 60 seconds on the stage!

This year, at the 2015 Emmy Awards, our Geology Series won! I already knew that our EPs would not be attending and had prepared a speech so that when our show was named the winner, I did not feel nervous at all.

Toastmasters has really made a difference in my life when it comes to public speaking. Though there are times when I still feel nervous, I just tap into all the things I’ve learned and it’s almost as if an automatic pilot kicks in. I LOVE that; and I know it would not have been possible without participating on a weekly basis in my Toastmasters club.

In this issue, Pan Kao, our District Director encourages YOU to write and submit your own story about how Toastmasters has helped you—personally or professionally. If your story is selected, you will win a \$25 Toastmaster Gift Certificate that can be used on any item in the [Toastmasters Store!](#) If you’ve never shopped there, you will be blown away by all the cool, Toastmaster items that are available. Of course, there are educational manuals, but there is also a line of souvenir apparel, convention memorabilia, home and office supplies, and so much more. I know there are amazing stories to be told so be sure to [submit](#) them for your chance to win this shopping extravaganza!

Speaking of winning, our little mascot, *Founder*, has yet again run off and is hiding in two spots in this issue. The first two people who correctly determine where he is will each win a free ticket to the Fall conference—and that is a spectacular prize! Email me at mhulett@coastline.edu to let me know BOTH of his hiding spots and you may be one of the two readers who SCORES! (And if you have never seen our little pup before, he looks like the picture above.)



Enjoy the search as well as the stories and pictures contained in this publication!



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PRM Team

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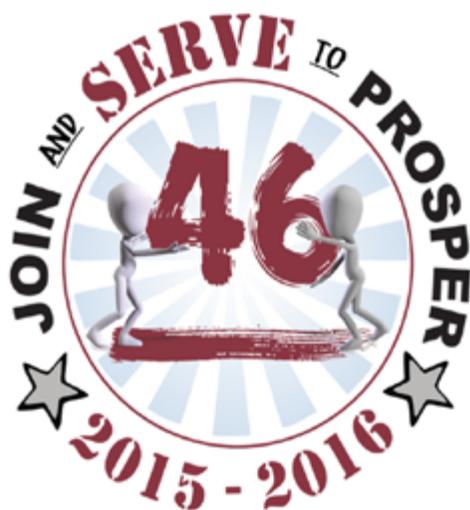
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Our District Trio: Siri Payakapan, DTM, Ph.D., Program Quality Director, Pan Kao, DTM, Ph.D., District Director, and Daniel Cossack, Club Growth Director.



The number "46" in this design represents our goal to create 46 new clubs in Founder's District in the 2015/2016 Toastmasters' Year.

Toastmasters International Mission

We empower individuals to become more effective communicators and leaders.

www.toastmasters.org

Founder's District Mission

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

www.foundersdistrict.org

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Photo Courtesy of Richard Daugherty

Pan Kao, DTM, Ph.D. ***District Director***

Fellow Toastmasters,

How do you benefit from Toastmasters' programs? Do you have a story to share with fellow members in our district? Send an email to dd@foundersdistrict.org if you have a personal story to share. If your article is selected and published on our website or quarterly newsletters, you'll receive a \$25 Toastmasters gift certificate.

By trade, I'm an IT project manager where Leadership and communication are two must-have job skills. Like most of you, I joined a Toastmasters club to learn communication skills. As it turned out, I found that Toastmasters was actually a great place to learn and practice leadership skills. In other words, Toastmasters programs provide a safe environment for us to learn both communication **and** leadership skills.

In Toastmasters, we generally group five clubs together as an Area (approximately 100 members), five areas form one Division (25 clubs, approximately 500 members), and the Founder's District has 8 Divisions (225 clubs,

approximately 4500 members).

To me, volunteering as an Area/Division/District Director is like leading a project with 100/500/4500 team members. Learning how to effectively communicate a vision to team members, motivate others to step up, work with difficult people, and resolve conflicts, can help you to develop your leadership and communication skills. Believe it or not, I actually apply these skill sets that I have learned from Toastmasters into my day job, which makes me a better project manager.

Last year serving as the Lt. Governor Education and Training, I was lucky to have many talented volunteers serve as Conference Co-Chairs, LACE Co-Chairs, Chief Judges, Contest Co-Chairs, and others. As a team, we learned and grew together, motivated each other, and made mistakes together. Along the way, we had ups and downs. But in the end, we all became good friends. Together, we were able to accomplish what we set out to do at the beginning of the year.

If I were to have learned these leadership skills from professional workshops, it would have cost me thousands of dollars. Other than nominal membership dues, I practically learned them for free in Toastmasters.

Fellow Toastmasters, the real learning opportunity in Toastmasters' Programs is to look beyond clubs. Remember, the theme for this year is, "Join and Serve to Prosper." Please contact info@foundersdistrict.org if you have further questions. You may contact volunteers@foundersdistrict.org if you are looking for opportunities to get involved.

Best Regards,

Pan Kao, DTM, Ph.D.

dd@foundersdistrict.org



Photo Courtesy of Richard Daugherty

Siri Payakapan, DTM, Ph.D. **Program Quality Director**

It's now time to plan and act on upcoming Fall speech contests—Tall Tales and Evaluation Speech Contests! If you are unfamiliar with the Tall Tales format, check out these videos of our District Competitors from 2013!



<https://www.youtube.com/watch?v=VxHZgS9tzxg>

<https://www.youtube.com/watch?v=FVMELSsqLII>

<https://www.youtube.com/watch?v=GocfMMwmTU>

Everyone has fun with Tall Tales!

Imagine how much you can refine your skills by competing in either one or both!

- As an evaluation speech contestant you will improve your listening and analytical skills as you prepare your speech evaluation. Then, as you give your opinion on the test speaker's presentation, you are giving your delivery skills a chance to grow even more.
- As a Tall Tales Contestant, you have the opportunity to stretch your imagination outside your usual boundaries and come up with a story that would entertain, provoke, or mesmerize the audience.

This is a win-win situation--the audience gets to learn and enjoy good speeches and contestants gain stage time.

If you're not ready to complete, consider enhancing your leadership skills by volunteering at contests—from your own club, to area, division, and even district. There are many roles for you to get involved as part of the contest itself, from contest chair, evaluation contest toastmaster, tall tales toastmaster, judge, timer, teller, or sergeant at arms. You can also help design a contest flyer; search for a venue; coordinate food for the event; or serve as a registrar. The list is long. Take the role that fits you and allows you to grow as a leader.

Winners from the Club Contests will compete at the Area Contests. Area winners will then compete at Division Contests. Winners from Division Contests will compete at the Fall District Conference on November 7 at Knott's Berry Farm Hotel in Buena Park. Come early for continental breakfast and be a part of Opening Ceremony at 8 AM.

The Opening Ceremony will start with a parade across the stage, with each division carrying their banner, in the order of 2014-2015 Distinguished status. (Continued)

The Division with the most all-day RSVPs will be rewarded with reserved table(s) at the Hall of Fame lunch.

The Area Governor with the most club members in attendance will receive the Roy D. Graham Award. The Area Governor must be present to win the trophy to keep until the next conference with their name engraved plus a plaque.

District Conference Chair Linda Robinson, ACB, ALB (robinson.linda@ymail.com) will provide more detailed information shortly.

Questions regarding speech contests can be directed to your area or division contest chairs. At the district level, you can reach out to Chief Judges Michael Alexander, DTM (urban@leprechaun.com) and Marsha DeGon, DTM (MarshaDeGon@att.net), and Contest Chairs Jim Raney, DTM (jraneysurf@sbcglobal.net) and Vincent Vo, ACS, ALB (ThieuVo@sbcglobal.net).



**Daniel
Cossack,
DTM**

***Club Growth
Director***

*Photo Courtesy of
Richard Daugherty*

The Importance of a Success Plan

When you are a club officer or a district officer in Toastmasters, your term will begin with leadership training. For club officers, this happens at our district's LACE event. For area and division officers, this

happens at a special training session right around the same time as LACE. But for the top three district officers, their training happens at the Toastmasters International Convention along with all of the top three district officers of every district in the world. If you love meeting people from different countries, being a district officer in Toastmasters is a great place to do that. This year, the Toastmasters International Convention was in Las Vegas, Nevada, just a short drive from Los Angeles or Orange Counties.



The most important item that is covered in every Toastmasters leadership training session, whether it is the club officer, area or division directors, or any of the district directors, is the success plan. The concept is very simple: establish your goals and then make a plan to reach your goals during your term. In fact, Toastmasters makes it very easy for you by providing a choice of recommended goals that will ensure your success. You may recognize the names of these goals as "Distinguished," "Select Distinguished," and "President's Distinguished." We may all have the same goals but your success plan

will be unique to your situation. The success plan is critical to accomplishing your club, area, division, and district goals and is the means by which Toastmasters International delivers on its brand promise to empower individuals to become more effective communicators and leaders.

If you are a club officer, you should be meeting with your other club officers on setting attainable goals this year for the success of your club, and developing your success plan to achieving those goals. Aligning your club goals with the goals of the Distinguished Club Program is the best way to ensure your club is meeting your members' needs in all areas of education, membership strength, training, and administration. If you have not already done so, download the Distinguished Club Program form from <http://www.foundersdistrict.org/resources/education/distinguished-club-program>, develop your plan, and send a copy to the Founder's District DCP chair at the address on page 2.

Toastmasters International includes a template for creating your club success plan located in the Distinguished Club Program handbook. You can download the Distinguished Club Program handbook at <https://www.toastmasters.org/~media/549134EFA75548B6928C43B6BAAFE433.ashx>.

If you are an area or division director, the district may have certain expectations for your success in addition to the goals which are part of the Distinguished Area and Distinguished Division Programs. You should be meeting with your staff to review your success plan and have your success plan submitted to the District Director by September 15. You can find the area and division success plans in the Toastmasters District Recognition Program manual at <http://www.toastmasters.org/~media/6FB8D2C17AE24DE7A31255CF5B4F270D.ashx>.



Tima Ovcharenko, Division H Director (and previous B1 Area Governor), installed the incoming Parsons Club Officers: Michelle Bender, Sonja-Sophie Loeffler, Rose Abbott, Karen Gibson and Chris Hung. Parsons Club won the most open ended-DCP goals in 2014-15 under Rose Abbott's leadership (shown with gavel).

The purpose of this exercise is to learn important project planning skills that you can use in your personal or professional life outside of Toastmasters. The success plan is a critical component in accomplishing the goals set for a large project. Creating the plan at the beginning of the project greatly increases your chances of success. Completing your success plans benefits everyone all around. When all is said and done, the end result of everyone at each level executing their success plans is a positive experience for the individual member in every club in the district.



Founder's District Fall Public Relations Update

*by Jill Briscoe,
PRM, DTM*

The Public Relations Manager—formerly known as the Public Relations Officer—is in charge of all of the public relations for Founder's District. Of special importance, we manage the District website; so if you have a newsworthy article or something that you want to celebrate, please send it to me at PRM@FoundersDistrict.org or David Penrose so we can include it on the Founder's District website. David Penrose can be reached at DPenrose@gmail.com.

We also have a Photography Team led by Vernon Budinger and team members Chris Collins and Roger Hamilton. They will take pictures at L.A.C.E., Division Contests, the Fall and Spring Conferences, and the DEC meetings. Our videographer is Lourdes Ortiz; she is amazing and you will see her work on Founder's District TV, where Dan Cossack is our Executive Producer.

To view some of the excellent programming on our Founder's District TV "channel", visit <http://www.foundersdistrict.tv/>.

We are doing great work on Social Media, with Stephanie Hotchkin as our Social Media Chair. She and I have been working together to get

our Instagram page established and it can now be found at [founders_district_toastmasters](#).

We are also on Twitter at FoundersTM and our [Instagram](#) and [Twitter](#) are linked together. So stop by and visit our Twitter and Instagram pages. Use #foundersdistrict, #LACE, #DECmeeting, #fallconference2015, #springconference2016, #mikestorkeyvisit, #fritzcoleman when you're tagging us on Twitter and Instagram. We're also on Facebook at Founder's District Toastmasters.

This amazing Founder's District newsletter is put together by Marie Hulett who does such a fantastic job. If you would like to submit articles and pictures, please send to Marie Hulett at mhulett@coastline.edu. Our newsletter is issued 4 times a year. Deadlines for the 2015/2016 publication year are November 15, February 15, and May 15. Be sure to include photographs with any story you submit, as well as a "headshot" of yourself.

Additionally, we have the Speakers Bureau for those of you who are interested and want to become a professional speaker; I encourage you to contact Victor Broski for more information at speechpro@aol.com.

If you are interested in judging outside of Toastmasters, talk to the lovely Avis French; she is our Judges Bureau/Community Relations Chair. She can be reached at eavisf@cox.net.

We have a great team and are looking forward to a successful year ahead!

Photos From The Convention





DEC Meeting Recap- August 2015

by Michelle Bender, DTM, Division B Director

The DEC meeting was held on August 26, 2015 at the tropical and beautiful hotel, Radisson Suites in Buena Park.

Pan Kao, DTM presided over the meeting and the awards presentation for 2014-15 year.



Deborah Reisdorph gave an educational presentation about "Pay it Forward with New Clubs." She encouraged us to reach out to help other Toastmasters and the importance of mentoring.

The Spirit of Excellence was given to Donald F. Foss, Sr., DTM, PDG who was there to accept the prestigious award.



Each Division Director gave a quick 1-2 minute update and the best presentation award was given to David Moore of Division F, who entertained us with a juggling act!



Division A Director, Vijay Chidambaram, ACB, ALB

Division B Director, Michelle Bender, DTM

Division C Director, JonClaud Pinto, DTM

Division D Director, Anna Shcherbak, ACB, ALB

Division E Director, Lionel Yamantou Ndzogoue, ACS, ALS

Division F Director, David Moore, ACS, ALB

Division G Director, Marie-Noelle Palermo, ACB, ALB

Division H Director, Timofey "Tima" Ovcharenko, ACS, ALB

The new Division E Director was announced: Lionel Yamentou Ndzogoue, ACS, ALS – we look forward to seeing great things from Division E.

Division B won Leader of the Pack award which is a special award given by Pan Kao to the Director with the best statistics for new members, club officer training, educational awards, new clubs, etc. Division B leads the District now with 92% of club officers trained and had the most new members of any Division.

The vision for each of the top 3 officers and the PRM was given:

Public Relations Manager, Jill Briscoe, DTM
 Club Growth Director, Dan Cossack, DTM
 Quality Program Director, Siri Payakapan, DTM
 District Director, Pan Kao, DTM

Awards Presentation

PRO Awards – Presented by Chris Collins, ACB, CL for Robert Kelleman, DTM

Richard Daugherty, DTM, Photography Co-Chair

Linda Daugherty, Photography Co-Chair

Linda Ulrich, DTM, PR and Leadership

Michelle Bender, DTM, Writing Champion

Avis French, CTM, CL, PR Award for Judges Bureau & Community Relations

Marie Hulett, DTM, PR Award for Founder’s District Newsletter

Marketing Awards – Presented by Siri Payakapan, DTM

New Club Awards: Customized banner, \$100 or lectern + meeting sign

SCIF Santa Ana Toastmasters	A5
ALN San Gabriel Valley Toastmasters	B6
Community Bank Toastmasters	B7
Kingston Toastmasters	C5
DPSS Training Academy	E2
Spirited Toastmasters	E5
Dialogue by Design	G1
9400 Toastmasters Club	G5

Club Retention from 14 or less and a net gain of 5

Zingers Toastmasters	A4
OC Civic Center Toastmasters Club	A5
HDR Pasadena	B3
Seal Beach Speech Bums	C3
Seal Beach Wordmasters	C3
Tongues-A-Flame Club	D6

ev3 Toastmasters	G5
Power Speakers	H1
Words of Hope Toastmasters	H2
Speaking of Glory	H2

New Club Launch Meeting Functionary Awards

Harry Yan, DTM

Lori Shapiro, DTM

John Foley, ACB, CL

Open House Awards

Lideres de Alcance Toastmasters	A1
Ingram Microphones Club	A7
San Gabriel Valley Wine & Dine	B2
Pasadena Presbyterian Church	B2
ACTS Toastmasters Club	B2
Speaking of Glory	H2

Youth Leadership Awards

San Gabriel Valley Wine & Dine	B2
Pan Pacific Toastmasters Club	F5

Most New Members Awards

Division G Governor, Marshall Northcott, DTM
 Area G-4 Governor, Marie-Noelle Palermo, ACB, ALB

Club Coach Awards

HDR Pasadena, B3, Daniel Bruce Parks, ACS, ALS
 HDR Pasadena, B3, Meline Ovsan Talarian, DTM
 Monterey Park Club, B6, Hector Mascorro, DTM
 Speaking of Glory, H2, Aaron Nakamura, ACS, ALB

Division 20-Plus Award (Clubs that started with fewer than 12 and moved up to at least 20 members)

Div. G Governor, Marshall Northcott, DTM,

Area 20-Plus Awards

Area A2 Governor, Charlotte Drake, ACG, ALB
 Area B7 Governor, Hector Mascorro, DTM
 Area F6 Governor, David Moore, ACS, ALB

Division Extension Award

Div. G Governor, Marshall Northcott, DTM

Div. G New Club Chair, John Barry, DTM

Div. A Governor, Lori Shapiro, DTM

Area Extension Award

Area A2 Governor, Charlotte Drake, ACG, ALB

Area G2 Governor, Linda Robinson, ACB, ALB

Area G5 Governor, Susan de la Portilla, CC, CL

LGM Leader Awards

LGM Advisor, Harry Yan, DTM, PDG

New Club Chair

Norm Stein, DTM and Frannie Stein, DTM

Low Members Chair, Cindy Liebeck, DTM

Awards Chair

Ligia I. Molina, DTM

Member Retention Chairs

Jenny Dang, ACG, ALS and Jack Schmidt, DTM

Marketing Chairs

Jason Brady, CC, ALS and Claudia Kabot, ACS, ALB

Launch Team Leaders

Diane Dee, DTM

Edward Hill, DTM

Hector Mascorro, DTM

Chris Christman, DTM

Marsha DeGon, DTM

Amy Jaffke, ACS, ALB

Les Hawthorne, CC

Reg Weide, ACB, ALB

Club Mentors and Coach Chairs

Ryan Matsunaga, ACS, ALS and Naga Net, ACB, ALB

Networking Chairs

Della Mahone, DTM and Vincent Vo, ACS, ALB

Youth Leadership Program

Sushma Rajput, ACS, ALS

Speechcraft Program

Mary Berg, DTM

Data Chair

Trisha Ly, CC, ALB

LGET Awards - Presented by Pan Kao, DTM

Co-Chairs of District Conference

Ursula Bell, ACG, ALB and Brian Hsu, ACS, ALS

LACE Coordinators

Deborah Reisdorph, ACB

John Barry, DTM

DCP Chairs/Education & Training

Norman Stein, DTM and Frannie Stein, DTM

District Governor Awards – Presented by Linda Ulrich, DTM

District Toastmaster of the Year

John Barry, DTM

Division Governor of the Year

Marshall Northcott, DTM

Area Governor of the Year

Charlotte Drake, ACG, ALB

Previous Committee Chairs and Division Governors were recognized as well:

Past District Governor, Harry Yan, DTM, PDG

LGET, Pan Kao, DTM

LGM, Siri Payakapan, DTM

PRO Officer, Robert Kelleman, DTM

Treasurer, Diane Beall, DTM

Secretary, Gwen Earle, DTM

Data Chair, John Angiolillo, DTM, PDG

Alignment Chair, Bob Hudack, DTM, PDG

Advisor, Alanda Dyer, DTM, PDG

Speaker for Launch Meetings, Cindy Carpenter

Division A Governor, Lori Shapiro, DTM

Division B Governor, Jill Briscoe, DTM

Division C Governor, Della Mahone, DTM

Division D Governor, Donald Herrera, ACS, ALS

Division E Governor, Chris Collins, ACB, CL

Division F Governor, Sawarnjit Singh ACG, CL

Division G Governor, Marshall Northcott, DTM

Division H Governor, Karen Baumgartner, ACS, ALB



Imagine What Could Happen to You

By
*David S. Moore, ACS,
ALB*

There I was sitting in the Octavius Ballroom at Caesar's Palace, Las Vegas on Saturday August 15th as the Contest Chair announced, "Contestant number one...Gill Michelini...*The Reward of Hard Work...The Reward of Hard Work...Gill Michelini.*"

This was the start of the finals of the 2015 World Championship of Public Speaking.

Thirty thousand contestants from around the world had competed in the International Speech contest this past spring dreaming of making it to this point. Now it was down to the final ten competitors. Although we were in Vegas, surprisingly none of the sports books were taking bets on the finals.

There is something unique and exciting about attending the World Championship of Public Speaking. There was anticipation and tension in the air...and that was just waiting for the doors to open before the start of the contest. Then there was a mass stampede of over 2,000 Toastmasters all trying to find a seat as close as possible to the stage. The excitement only built from there. This was the main reason that I had come to the 2015 Toastmasters International Convention, and I could hardly wait.

It had begun on Thursday with the semi-finals of the World Championship of Public Speaking. Unfortunately, without somehow cloning me, it was impossible to attend all 10 semi-final contests since there were multiple contests going on at

the same time. Each contest had either nine or ten contestants. It made for a long afternoon and evening, but I had the opportunity to hear 29 terrific speeches, and some very humorous as well as touching stories.

For the first contest I attended the semi-final contest in which Founder's District's very own Daniel Midson-Short was competing. Daniel's speech was titled "Remote Control" which was the speech that he won with at the Founder's District contest in April. Since then he had continuously worked on it and practiced it at many clubs in order to make it even better. That's what competing is all about...constantly working to improve.

Daniel gave a terrific speech, but the competition was tough, and when the results were announced Daniel placed third for the second year in a row. This was a huge accomplishment, but not what Daniel had worked so hard for, so of course he was disappointed. Spoiler Alert...the person who won Daniel's semi-final round went on to place second in the Finals.

Finally on Saturday afternoon, one by one, each of the ten finalists had the opportunity to live out their dream as they stood on the stage in the Octavius Ballroom at Caesar's Palace and gave their speech of a life time. It was their opportunity for seven minutes to say what they wanted to say to the world...or at least representatives from all around the world sitting in the audience.

Then it was in the hands of the judges. If you think it is hard to sit quietly during an Area, Division, or District contest while the judges tally up their scores just imagine sitting in a room of 2000 toastmasters all champing at the bit to talk about the speeches that they have just heard.

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Now it was time to announce the winners. The anticipation grew as the third place winner was announced...Manoj Vasudevan. Then the second place winner was announced, Aditya Maheswaran. Finally, our International President, Jim Kokocki, said, "Please welcome to the stage, first place in our championship...Mohammed Qahtani."

Mohammed had given a very inspiring; yet humorous speech about the power of words, but more inspiring was what he said during the interview after his speech.

You see, Mohammed was born a mute. He didn't utter his first word until he was 6. After that he

stuttered so badly that he was a laughing stock at school.

Then he told the audience, "But look where I am now." When the applause died down he went on, "I'm not saying this to brag...hey look at me... no I'm saying if this could happen to me, imagine what could happen to you!"

That's what speech contests are all about...

imagining what could happen to you.



TOASTMASTERS INTERNATIONAL CONVENTION 2015, LAS VEGAS



MOHAMMED QAHTANI
WORLD CHAMPION
OF PUBLIC SPEAKING
2015



ADITYA MAHESWARAN
1ST RUNNER UP
OF PUBLIC SPEAKING
2015



MANOJ VASUDEVAN
2ND RUNNER UP
OF PUBLIC SPEAKING
2015



Meet the Division Directors

*Jon Claud Pinto, DTM
Division C Director*

Which clubs do you belong to? Crystal Clear Toastmasters in Div C1 Club # 9331 and Achievers Club in Div C2 Club # 9332

How long you have been with Toastmasters?
10 years

Where do you work ? I work at the digital imaging company, Quantel, supplying computer hardware to the TV industry and Movie Industry. I was a field service technical engineer.

What are your hobbies? I enjoy singing and do a lot of Karaoke and singing as a guest singer for a local Doo Whop group in Irvine.

How has Toastmasters enhanced your life? It has given me a lot of confidence to speak in front of a group and also being able to assume leadership roles and learn how to work amicably with others.

What do you look forward to or hope to achieve this year as the Division C Director? Align my goals with the District and make sure that we achieve President's Distinguished. I want serve and make sure that I can help make things run smoothly. I shall assume the District motto "Join and serve to Prosper".

Favorite quote, book, or movie: "If I have the belief that I can do it, I shall surely acquire the capacity to do it, even if I may not have it at the beginning."
-Mahatma Gandhi

Pets? I don't have one at the moment. My last dog was an Alsatian called Ringo. I loved this dog, a good friend.



*Lionnel Yamentou, ACL,
ALS
Division E Director*

Which clubs do you belong to? All Nations Toastmasters Club

How long you have been with Toastmasters? 3 years

Where do you work? I work as a Software Developer for South Baylo University. I am in charge of design, development and maintenance of software applications that run 6 campuses of the university.

What are your hobbies? Reading, walks in nature (beach, forest, parks).

How has Toastmasters enhanced your life? English not being my first language, I joined Toastmasters because I was feeling insecure about how others perceived me when I spoke. I already considered myself an introvert and with that challenge, I was not making much progress towards my professional and life goals. Toastmasters helped me develop the courage to speak my heart out. I now believe in myself and in my ability to make a positive impact on myself and others through the power of my spoken words.

What do you look forward to or hope to achieve this year as the Division E Director? This year for Division E Director, I hope to end the year with 5 more clubs than we started, and at least 8 new members in each of the clubs we serve. Clubs thrive when members are happy and fulfill their individuals goals. That will be our priority, making sure that individual members are completely satisfied with their Toastmasters experience.

Favorite quote, book, or movie: "Excellence makes progress, mediocrity makes excuses."



Mentoring Program

By
Ligia Molina,
DTM, QS

Mentoring is an activity where members in a club are matched with other members that are seeking rapid development in their skills through a personalized guidance. It's one of the tools used to make sure that members get the most out of the Toastmasters program. A mentoring program has two parts:

Mentors

- A mentor is a member who takes a personal interest in and helps another member. Mentors serve as role models, offering knowledge, insight, perspective and wisdom useful to the other member.

Mentees

- This is a member seeking to improve their skills.

Members may serve in more than one role. For instance, a more experienced member may serve as a mentor to a new member and be a mentee themselves, by trying to learn more advanced speaking skills.

BENEFITS OF A MENTORING PROGRAM

- The single most valuable tool to energize the club membership.
- Creates a culture of friendship and support in the club.
- Guarantees the club member's growth in communication and leadership.

- Promotes membership loyalty to the club.
- Helps to retain members; attrition diminishes.
- Long-term club members remain active for years

Benefits to Mentees

- Help in identifying individual style, gifts, aptitudes and personality traits.
- Coaching will guide and apply positive pressure for efficient improvement.
- Personalized guidance in setting and achieving goals with mentor's assistance, through constructive feedback.
- Consistent, ongoing support to identify and overcome barriers to speaking success.

Benefits to Mentors

- Assisting with mentees' progress inspires mentors to do better and serve as a positive example.
- Close evaluation of mentees can help mentors to identify strengths and weaknesses in their own approach.
- Gives mentors practice to improve their feedback and evaluation skills.
- Fosters mentors' listening and perception skills, and helps them to become more detail oriented.

Benefits to the Club

- Helps all members to recognize benefits of Toastmasters' membership and development approach sooner and more often.
- Mentor's experience of being a successful speaker will help the mentee to develop their own style successfully rather than developing speakers with identical characteristics.
- Mentor support will encourage mentees to deliver better speeches and more often,

adding to the richness of each meeting.

- The club will be able to attract and retain more members as a result of each member having more resources to help them succeed.
- Through mentor coaching, both mentors and mentees will be introduced to differing methods of getting their points across to their audiences.

OPERATION OF THE MENTORING PROGRAM

1. The program will be the responsibility of the Vice President- Education. The club may choose to have a specific Mentor Chair who will report to the Vice President- Education. The Mentor Chair could be the Immediate Past President or any other club member.
2. An Interest Survey will be conducted to obtain member preferences for consideration in matching mentors and mentees.
3. Once the mentor/mentee match-up has been done, the mentor will sit down with the mentee to determine their specific goals and objectives in the club.
4. The mentor and mentee will decide on the level of interaction needed for their individual situation.
 - a. Mentors and mentees should confer at least once or twice a month.
 - b. In general, it is expected that the mentor will assist the mentee in preparing for any major meeting role such as Toastmaster, General Evaluator, Table Topics Master, Speaker or Evaluator.
 - c. The mentor will offer to listen to rehearsals of speeches, especially for new members.
5. The Mentoring Program will be evaluated every 6 months by re-issuing the Mentee and Mentor Satisfaction Survey and reviewing participants' feedback.

Duties of the Club Mentoring Program Chair

- Implement the Club Mentoring Program.
- Provide Club Mentoring Program information to new club members.
- Contact members to notify them of their Mentor/Mentee assignments and discuss with them on how best to proceed.
- Follow up once every 8 weeks with the Mentors and Mentees to see if they have any questions or concerns.
- Continuously promote, develop and expand the program so that every club member is aware of it, how it operates and the successes achieved through it.

Responsibilities of a Mentor

- Help a mentee to become comfortable in the club.
- Assist a mentee in developing personal Toastmasters goals.
- Provide constructive feedback to the mentee.
- Help mentee prepare for planned speeches and other meeting roles.
- Provide feedback on mentee's speeches and other meeting roles.
- Provide feedback to the Club Mentoring Program Chair on experience as a mentor and ways to improve the program.

Responsibilities of a Mentee

- Identify goals and the desired level of involvement in the club.
- Work with the mentor to develop personal club goals and a plan to achieve these goals.
- Provide feedback to the Club Mentoring Program Chair on experience as a mentee and ways to improve the program.

For assistance with your club's Mentoring Program, please contact Ligia Molina, DTM, at ligiainolina@gmail.com or 626 287-7021.



The Luckiest Guy in the World

by Daniel Cossack,
DTM

Many may say it, and it would be true if you happen to be married to someone you truly love.

I'm a romantic and I really believe I am the luckiest guy in the world because I met a wonderful woman 20 years ago and married her. I also discovered Toastmasters about 10 years ago and I take full advantage of its opportunities to improve myself professionally and socially.

The challenge has always been to properly balance my time between family, work, and my self-improvement. You see, the highlight of the Toastmasters year is the International Convention which always seems to fall on the same week as the highlight of the year with my wife, Lisa -- our wedding anniversary.

This year is our 20th wedding anniversary and I wanted to do something special, but I also needed to be at the International Convention for District Leader Training. Luckily the convention was being held in Las Vegas this year and Lisa loves Vegas so it wasn't very difficult to convince her to spend our 20th wedding anniversary in Las Vegas. I just have to promise to devote one day without Toastmasters to celebrate our anniversary ... and give her enough money to play in the casinos on the other days. She's very understanding. Call me lucky.

Ray Brooks gave me the idea to have a vow renewal ceremony in Vegas. This made a lot of sense to me since we were originally married in Vegas 20 years ago. One phone call to a wedding planner at the Vegas Weddings chapel and it's all taken care of. I just spent 10 years in Toastmasters

learning how to plan large events but I was happy to pass this on to a wedding planner. That left me free to plan my next big surprise for Lisa—The Proposal.



Lisa and I have dinner at least once a month at the Il Fornaio restaurant in Irvine. We've been doing this for the last 20 years. It's a true family restaurant. We know all of the wait staff, the bartenders, and the hostesses. I've played golf with the general manager. The center of the restaurant has a beautiful rotunda with glass walls and no roof so it is open to the sky. One month before our trip to Vegas, I invited 30 of our close family and friends to fill the rotunda and instructed them to arrive before Lisa. While I'm at work, I usually have Lisa get to the restaurant before me and wait for me at the bar until I arrive.

When she entered the restaurant this time, with carefully orchestrated distractions guiding her to the bar, she had no idea her family and friends were just a few feet away in the rotunda. Finally when I was ready to make my entrance, a few people picked her up and escorted her to the rotunda and into a lone chair in the center. Everyone else in the restaurant stood and watched. I entered the restaurant, walked straight to the center, and dropped to one knee and pulled out a new diamond ring. I was then compelled to give a 3 to 5 minute speech, project number 6 from the Specialty Speeches advanced communication manual, The Marriage Proposal. In front of a full restaurant of Friday evening diners I explained why I was the luckiest guy in the world.



The actual ceremony in Vegas was not as elaborate, but it was memorable. I took all of Wednesday off from the convention to spend with Lisa. While everyone else was enjoying the opening ceremonies, we spent the day at the pool. I don't know how many other Toastmasters also celebrate their wedding anniversary during convention week, but I have to think we are a rare and extremely blessed group. For one week of the year, from the morning when I wake up until the evening when I fall asleep, I am constantly surrounded by the people who have had the greatest influence in my life and responsibility for my success and happiness.

I am truly the luckiest guy in the world.



Special Opportunity Drawing

Win a Fine Dining evening with one of Founder's District Officers

Enter the Opportunity Drawing to enjoy a special dinner (or Sunday brunch) with a District Officer with just a \$10 contribution per selection (see below). You may even purchase entries to win fine dining evenings with all three officers! All funds raised will be donated to Founder's District Fall



Conference. Prizes are sponsored and donated by individual District Officers.

Select from the District Officer and restaurant choices below:

District Director Pan Kao:

The Derby Restaurant at 233 Huntington Dr, Arcadia, CA 91006 or

Scott's Seafood (South Coast Metro's best seafood restaurant) at 3300 Bristol Street, Costa Mesa, CA 92626

Program Quality Director Siri Payakapan:

Darya Restaurant (Persian cuisine, with live music/ belly dancing on weekends) at 1998 N Tustin St, Orange, CA 92865 or

Malbec Restaurant (Argentinean Cuisine) at 1001 E Green St., Pasadena, CA 91106

Club Growth Director Dan Cossack:

Il Fornaio, Authentic Italian Restaurant at 18051 Von Karman Ave, Irvine, 92612 or at Spaghetini (Northern Italian Cuisine, dining or Sunday Brunch with jazz entertainment) at 3005 Old Ranch Parkway, Seal Beach, California 90740

For more information, visit:
www.foundersdistrict.org.



Four Ways to Advance Yourself and Contribute to Your Club's Success

Founder's District Rewards Your Efforts to Advance in the Toastmasters Educational Program

by Norm Stein, DTM and Frances Jordan Stein, DTM, Ph.D.

Commit to being a Distinguished Member of your club by downloading the "Promise-to-Yourself" contract from foundersdistrict.org. Put your goals in writing, speak your goals out loud to your fellow club members and stay on schedule with the help of your Vice President of Education.

Instructions for downloading your Distinguished Member Plan:

Go to founderdistrict.org
Select RESOURCES
Select EDUCATION
Scroll to Distinguished Member Plan
Read the brief explanation
Print out a copy of your personal Distinguished Member Plan.

At the end of the Toastmaster year, upon verification of completing one leadership and one communication goal, you will be awarded the



coveted Distinguished Member Commitment and Persistence recognition pin. Your decision to become a Distinguished Member starts a ripple effect. You advance the success of your club by contributing to its successful stature in Toastmasters International worldwide Distinguished Club Program (DCP).

For details on how to contribute to your club's success, download the Distinguished Club Success Program (DCP) and the DCP form. See previously mentioned downloading instructions but choose Distinguished Club Plan.

A third opportunity for personal recognition is earning the Triple Crown Award by completing any three or more educational program awards. The "Triple Crown" recognition pin is awarded at the District Conferences.



Your ultimate achievement is to earn worldwide recognition by receiving the Distinguished Toastmasters Award. You will be acknowledged by Toastmasters International with a plaque and a letter of congratulations signed by Dan Rex the C.E.O. of Toastmasters and the President of Toastmasters. You will also receive Founder's District Recognition at the District Conference, the public presentation of the engraved medallion and perpetual participation in the DTM Hug Line, a long-standing tradition in Founder's District.



Happy Anniversary to Founder's District Clubs Celebrating

Keep Up the Great Work!

MILESTONES!

Month	Charter	Years	Area	Club	ClubName	City
Jan	1/1/1926	90	E 05	2	Anaheim	Anaheim
Mar	3/1/1946	70	B 05	356	Communicators	Pasadena
Jul	7/1/1950	65	H 02	554	The Friendly	Temple City
Oct	10/1/1950	65	H 05	873	Dynamic Whittier	Whittier
Aug	8/27/1965	50	D 04	192	Orange Upon A Time Toastmasters Club 192	Orange
Feb	2/1/1971	45	E 01	587	Dynamic Forcemasters Club 587	Downey
Oct	10/1/1980	35	G 03	4387	Fluent Philosophers	Aliso Viejo
Oct	10/1/1980	35	A 05	615	Zingers	Santa Ana
Mar	3/1/1981	35	D 05	4438	Civil Speakers	Tustin
May	5/1/1986	30	E 05	6245	Cypress Communicators	Anaheim
Oct	10/1/1995	20	C 04	6570	Surf City Speak 'N' Lead	Huntington Beach
May	5/1/1996	20	F 05	5224	Capital Group Communicators	Irvine
Sep	9/1/2000	15	E 03	882	The Talking Heads	Cypress
Jan	1/1/2001	15	A 03	1952	Psomas Pspeakers	Santa Ana
Jun	6/7/2001	15	C 05	4232	Leaders in Action	Huntington Beach
Jun	6/18/2001	15	D 03	4181	Titan	Fullerton
Sep	9/26/2005	10	H 01	835704	Speaking of Glory	Azusa
Sep	9/30/2005	10	C 01	838938	Los Escogidos	Garden Grove
Nov	11/9/2005	10	F 06	825670	B. Braun	Irvine
Nov	11/22/2005	10	F 03	852128	Speakers by Design	Irvine
Jan	1/20/2006	10	G 06	867399	Panasonic Flying Toasters	Lake Forest
Feb	2/1/2006	10	C 04	870344	FCBC FV Speech	Fountain Valley
Jun	6/15/2006	10	A 01	921159	Tools 2 Lead	Santa Ana
Aug	8/6/2010	5	F 06	1531744	Moss Adams LLP	Irvine
Sep	9/29/2010	5	A 07	1537909	imadesign	Newport Beach
Oct	10/10/2010	5	C 01	1364105	Stand and Deliver	Orange
Oct	10/18/2010	5	A 03	1540787	EmuLects	Costa Mesa
Oct	10/27/2010	5	D 02	1537449	Albertsons/Vons Socal	Fullerton
Oct	10/29/2010	5	D 04	1565170	English as a Second Language Toastmasters Club # 1	Orange
Feb	2/17/2011	5	A 03	1588568	Zippy	Santa Ana
Apr	4/6/2011	5	H 03	1748564	Innovative Speakers	Pomona
Apr	4/15/2011	5	A 04	1580285	Heart Talk	Irvine
Jun	6/29/2011	5	B 05	1861341	West San Gabriel Community	San Gabriel

Will your club be celebrating something special? Please let us know the details. We love to shine the spotlight on our clubs and members!

Email your stories to:

mhulett@coastline.edu

Be sure to include photos and all the details!



Vineyard Journeys Celebrates Five Year Anniversary

By Tom & Jennie Stahler

The Vineyard Journeys Toastmasters Club met for their fifth anniversary dinner at JT Schmid's

Restaurant in Tustin on Sunday June 7. A larger than normal crowd gathered and were treated to a special guest, great speeches, awards and an inspired address from the group's new president.

Jennie Stahler, incoming club president spoke with great authority and roused the audience of more than 35 people on the importance of growing the Vineyard Journeys: "We need to challenge ourselves and think outside of our comfort zones." She outlined her agenda for the next year, which included growth in members, learning and confidence of each individual. The crowd on hand approved.

Stahler's goals follow closely to the credo of Toastmasters International, a nonprofit educational organization that operates clubs worldwide. It is purposed with helping members improve their communication, public speaking, and leadership skills. Each individual club provides a supportive environment for personal growth while focusing on the member's core interests and passions.

In his address, Vineyard Journey's founder Daniel Cossack, DTM, told a tale of the five-year history of the group and the many lives it has touched.

Many of the original group members are still with the organization—a testament to the impact and fun. The inspiration for a wine tasting aspect came directly from the "Toast" in Toastmasters. "Why are we not giving a toast?" was the overwhelming question at its founding.

A special guest, Daniel Midson-Short, an ex-pat Australian gave the audience a preview of his upcoming international competition speech. The speech was delivered during the recent Toastmasters International Convention in Las Vegas. Daniel, an eloquent and dynamic speaker, elaborated on his aspirations to be a Toastmaster and growing as a motivational speaker, citing heroes such as Tony Robbins.

The Vineyard Journeys Toastmasters club focuses on wine education and tasting as the core interest and members enjoy speeches on a variety of topics.



"Where else can I drink on the job?" quipped Jennie Stahler, in a light moment during her address.

Since 1924, numerous leaders in business, education, religion and sports count themselves among the

thousands of Toastmasters throughout the world. The organization has helped build a foundation of confidence and poise in many people.

The Vineyard Journeys club meets the first and third Sunday of each month at JT Schmid's in Tustin, CA. Members are tasked with making speeches to the group and receive constructive feedback and encouragement—ultimately helping develop skills and confidence. For more information click [here](#).



Marshall Northcott, DTM, Breaks Record by Starting Nine New Clubs in Founder's District

by John Barry, DTM

This past year, Marshall Northcott, DTM, served as the Division G Governor in Founder's District, leading 25 speaking clubs in South Orange County to a President's Distinguished Division, the highest achievement for a Division Governor. Clubs achieve recognition by earning points in the Distinguished Club Program (DCP) while developing their leadership and public speaking skills.

When Marshall asked what was required of him as a Division Governor, he was told he was responsible for starting new clubs. Marshall said, "I can do that". While serving as Division G Governor, Marshall started a record nine new Toastmasters clubs mostly in local corporations. These include CoreLogic, US Bank, Schneider Electric, Thales Avionics, Girl Scouts of Orange County, Advanced Sterilization Products, Stantec Engineering and Arbonne, a worldwide health and beauty company in Irvine. Laguna Beach Toastmasters is a community club that is open to everyone and meets weekly at the city library.

"To the best of my knowledge, no one has ever started that many new clubs in one year," said Norm Stein, a member of Toastmasters for over 20 years. "This is a record that may never be broken."

Marshall is from Canada and first joined Toastmasters in 2003 in Cambridge, Ontario where he served as club president of Grand River Toastmasters. In 2012 he moved to San Clemente when his wife Ruth, a sales executive with Pepsico, was transferred to California.

After arriving, he decided to get involved again and joined San Clemente Toastmasters before helping to start South County Toastmasters in 2014, where he now attends meetings. He served as the club's first sergeant at arms. He is also a founding member of Toastmasters of Laguna Beach, a club he also helped charter last year.

Northcott is self-employed and specializes in corporate sales training and coaching. He teaches motivation, inspiration and soft sales skills for business owners, entrepreneurs and sales professionals. He has authored three volumes of books under the title, Sales Insights.

Marshall received the Distinguished Toastmaster Award (DTM), at the Spring 2015 Founder's District Conference. To qualify for the award, Marshall gave over 45 speeches from various Toastmasters speech manuals, served as a club and district officer, sponsored and mentored new clubs and organized a public service leadership project in the community.

Distinguished Toastmaster is very difficult to achieve, according to Norm Stein, also a member of the Dana Pt. club. "Marshall is an inspiration to all of us in the club and we are extremely proud of him. Earning this award is a rare achievement. Becoming a DTM requires many, many years of speaking and leadership experience. Few people ever reach this level in Toastmasters."

What's next on his Toastmasters journey? He plans to continue helping new clubs get started. "Many people are terrified of public speaking. Toastmasters is the only program that can help the average person build self-confidence as a speaker in a short period of time. And it's inexpensive," he said. "I want to bring this message to as many people as possible because Toastmasters has the power to change lives."



Photo: Marshall Northcott explains the process for starting a new corporate Toastmasters club to Maria Manalili of Stantec Engineering in Irvine. Northcott recently was awarded Distinguished Toastmaster, the highest level of achievement in the organization.



What Constitutes a Public Relations Opportunity?

*by Vernon Budinger,
ACS, ALB*

Some Founder's District members who have "liked" the Founder's District Facebook page were able to follow conference events as they unfolded. This is much more than some enthusiastic members, like me, showing off their conference exploits such as hanging out with Toastmasters International President Mohammed Murad or Las Vegas showgirls.

As District Photographer, I am working with other officers to communicate the 2015 International Convention experience to all of our members who could not attend. It is also good Public Relations to keep old members and attract new members. It shows that we are an active district with and enthusiastic about Toastmasters.

There were so many moving experiences and incredible Toastmasters' stories. Karen, a wheelchair bound Toastmaster, talked about her excitement and enthusiasm because she learned how to speak again at Toastmasters after suffering a stroke.

Then there was motivational speaker and Accredited Speaker candidate Freddi Dogterom who had been an "ice road trucker" above the Arctic Circle in Canada. Freddi told us the story of the Inukshuk, the name for a pile of rocks that native tribes from northern Canada use to communicate directions and information about a location and how that story helped her to rebuild her life after she left her trucker job and moved to southern Alberta.

We learned about Toastmasters Accredited Speaker Program (AS) and heard from several Accredited Speakers who had successfully launched professional speaking careers after receiving accreditation. Candidates can apply after they have earned their Advanced Communicator Bronze. They then must give 25 presentations to non-Toastmaster audiences

within the past three years, the presentations must be a minimum of 20 minutes each, 15 of the 25 presentations must be paid, and a minimum of 20 people must be in attendance at each speaking engagement. There are currently only 66 Accredited Speakers in Toastmasters.

The speech contests were incredible. Mohammed Qahtani from the Middle East was the champion, Aditya Maheswaran, from India, India was runner up, and Manoj Vasudevan from Sri Lanka was the 2nd Runner up. Founders' own Daniel Midson-Short took third in the semi-finals. The star of the show was Sheryl Siu from China, the "S" girl. She was special but also short! She had the crowd in stitches.

However, all of this would be old news if your were connected to our Facebook page. We are engaging in what is called "Inbound Marketing" when we communicate these stories through Facebook and other social media outlets. Inbound Marketing means that a company provides information about their products, services, and their organization so that consumers can make a more informed decision.

As the conference ended, we headed to the President's Inauguration Reception to seal new relationships with Toastmasters in many countries. Like the Founder's District Facebook page or follow us on Instagram. Link up with your fellow members, share information so that we can develop a stronger district.



Photo: Vernon Budinger with International President Mohammed Murad and Mrs. Murad.



Why High Performance Leadership?

by Art Lim, DTM, QS

High Performance Leadership (HPL) is Toastmasters' condensed version of practical project management. As a leadership tool it takes you through a process of identifying the six dimensions of effective leadership: Vision and Values, Direction, Persuasion, Support, Development, and Appreciation.

The HPL has five parts, each with a three part learning process of Study, Action, and Feedback. You will work together with a group, or guidance committee, that supports you through the entire process.

Your guidance committee (who you will select), will coach, mentor, and advise you throughout all the stages of your HPL program.

Bonuses include group accountability, teamwork, and helping you complete your requirement for your Advanced Leader Silver. You will also discover how useful this exercise can be in your professional life—not just in Toastmasters.

Some ideas for HPL projects:

- ◇ Chairing a Club or an Area Contest(s)
- ◇ Building and strengthening your Toastmasters club
- ◇ Starting a new club
- ◇ Club mentoring
- ◇ A leadership project in your work place
- ◇ Organizing a community project
- ◇ A personal growth project

Remember, a project needs to have a beginning and an end where you serve in a project leadership role. The scope is wide as to what type of project you choose, as long as it is legal, ethical, and socially responsible. A project outside of Toastmasters must not be represented as being endorsed by Toastmasters International in any form.

The project should be one where it makes a positive contribution to your cause, one which you can readily identify results in a reasonably short period of time, and one which involves working with people — your personal team where you serve in a leadership capacity.

Now, challenge yourself with this opportunity to accomplish your dreams by being part of the High Performance Leadership Program.

Seven Years of Perfect Attendance—A Gavel and Delicious Cake

By Jeff Devore, DTM

Have you ever missed a Toastmasters meeting? Not Brian Renteria! Brian has not missed a meeting of Club 417, Sensational Salesmen, Santa Ana, CA, Founders District, in seven—yes, that is correct—seven years.

He once scheduled his vacation to Hawaii so he wouldn't miss a single 7 a.m., Wednesday morning meeting. Talk about dedication!

Brian arrives early to help set up tables, chairs, and the coffee service, which is always graced by one of Brian's home-baked cakes, flavor selected by the week's Toastmaster.

Once the room is in order, Brian then serves as the club Sgt.-at-Arms, and gavels the meeting to order precisely at 7 a.m., upon the signal from club Treasurer Doug Tummond. And we do mean precisely. Late-comers are greeted with a stuffed doggie tossed to them, and a round of applause.

Brian also fulfills all other roles of meetings as assigned, and gladly steps in when we have the occasional no-show. His speeches revolve around topics such as sports, musical bands, and video games, and are delivered without notes.

His enthusiasm inspires us all. In addition, Brian plays basketball in the Special Olympics.

He's accomplished all of the above in his 30 years of life.

Thank you, Brian, for your persistence, service, and professionalism. You're the best!





State of Affairs

by Marshall

Northcott,

DTM

If you don't have to present reports for your work or even for volunteer activities that you engage in, then I feel sorry for you.

If you're like most people you likely detest reports and if you never have to create one or have one submitted before a deadline date for as long as you live, you will not even give it a second thought.

Why would I ever say that I would feel sorry for you? In my experiences, of the many leadership lessons that I have learned one of the most valuable is understanding the psychological benefits, business acumen and financial rewards that come as a result of embracing the need for consistent reporting.

If you prepare reports for others and feel that your efforts go unnoticed, unrecognized and even worse never reviewed, I appreciate your frustration and completely understand why you think preparing reports is a complete waste of your time. It's like losing weight or deciding to take decisive action and make healthier choices in your life. If you merely do it for others, your commitment will never be consistent or permanent. However, once you realize the importance of making sacrifices and investing the time for your own gain, personal benefit and desire to feel healthier and more in control of your life, you will do what needs to be done in order to achieve the results that you desire.

How do reports help you? How does the exercise of documenting the State of Affairs benefit you and increase the odds of a more positive outcome?

Going through the mental exercise of writing out a detailed report of where you were, where you are and where you anticipate you will be at a future date based on the present rate of progress forces you to face the realities of a situation and the players involved. It forces you to face the brutal facts about the current state of affairs. It elevates your awareness so that you know what you are doing well and necessary corrections become very obvious. It also

highlights red flags and warning signs of danger or imminent failure. Reports that are submitted along a timeline identify shortfalls and provide us with the opportunity to make midcourse correction or put a plan of action into effect in order to get caught up if we have fallen behind when faced with deadlines, targets or quotas. Reports are like the dashboard of your car, they let you know what is happening at the present time and they also provide you with data and information that can save you from a blown engine or a wreck.

When you work with a team, your report communicates essential information to your teammates. It makes them aware of how they are doing in comparison with the other working parts, how their contributions compare with the contributions of other individuals and/or departments and whether they need to make adjustments to their efforts moving forward.

If you have someone in the chain of command, someone that you report to directly or a strategic partner who has a stake in the final outcome and you know that individual wants you to succeed, your report makes them aware of how their advanced level of thinking, their perspective, special talents, skills, clarity of mind or the resources at their disposal can support you in your quest. Your report provides them with information that they need in order to coach you and help you to see the positives and negatives of your situation. Your report will generate questions and points of discussion that will force you to think at a deeper level. It may even make it necessary for you to defend your position on information provided and possibly come to the conclusion that you are possibly out of touch with some of the claims you have made. As much as you may hate to hear it, your report may protect you even from yourself.

When the thought of preparing and presenting a report goes from a necessary evil to an activity that you look forward to, when it shifts from something you are doing because you are forced to, to something you accept and actually want to do, when you no longer dread the need and instead do it even if you're not asked because you want to, you will have achieved a level of business maturity that makes you a leader.



FOUNDER'S DISTRICT
FALL CONFERENCE

Saturday, November 7th
8:00AM - 3:30PM

**KEYNOTE
SPEAKERS**

International
President Elect

**MIKE
STORKEY**

C&L Award Recipient

**FRITZ
COLEMAN**

**REGISTER
TODAY & SAVE**

Early Bird Registration
9/7 to 10/6

\$55

Regular Registration
10/7 to 10/29

\$75

**CONFERENCE
HIGHLIGHTS**

C&L & DTM Awards

Evaluation Speech
Contest

Tall Tales
Speech Contest

Much, much more.



Knott's Berry Farm Hotel • 7675 Crescent Ave
Buena Park, CA 90620 • (714) 995-1111

For Conference Registration and Full Details
WWW.FOUNDERSDISTRICT.ORG