



# The Founder

www.foundersdistrict.org

WHERE LEADERS ARE MADE

JUNE 2016



Founder's District  
International Speech Contest Winner  
Josephine Lee

Founder's District  
**Trio-Messages**

LACE  
*June 2016*

Spring  
**Conference  
& Contests**

SPEAKER  
TO  
TRAINER

*Why Take On  
Leadership Ops?*

Tips for  
Membership Building

**...and MORE!**

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



## Time Marches On!

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

I have five children ranging in age from seventeen to thirty-one. As my four oldest children completed college and began to start their own journeys in life, I was proud and happy. My first daughter has a Master's degree and leads the Guardian Scholar Program, (for former foster youth), at Orange Coast College. My second daughter got her bachelor's degree in sociology and works for the City of Irvine. Daughter number three got her bachelor's degree in Chemical Engineering and works for an Orange County pharmaceutical company. My one and only son got his bachelor's degree in Aerospace Engineering and works for Ford in Michigan. But this month, my baby girl is growing up - and even though I am so proud of her (she completed her A.A. degree a week before she graduated from high school and is starting up at a university this fall as a junior!), it is terribly bittersweet. It is the final marker in my role as parent of "children."

Sure, I'll always be mom and my kids know I am here for them. But they are now all officially grown up. It's a strange place to be in life and it reminds me of our Toastmasters' Journey.

About a year ago, I completed my Distinguished Toastmaster program. I

felt as though I had come to the end of a phase in my life. But I realized, there was so much more to do. Let me explain.

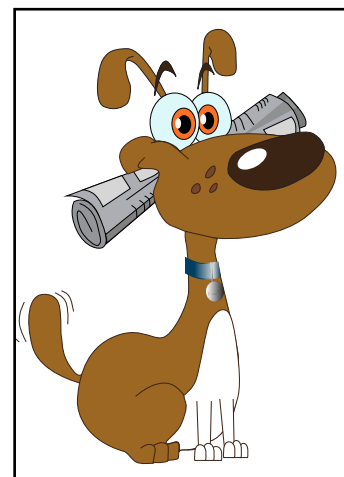
With my family, my kids are now all adults. But I have a beautiful, almost-four-year-old grandson and I get to be a different kind of parent - a grandparent. This experience is completely new - enhanced by the years I spent as a mom. With Toastmasters, taking on the Competent Communicator manual anew supported by my years of Toastmasters experience is a completely distinct endeavor compared to what it was like for me first time around. I am really enjoying it.

If you have completed some Toastmasters' milestones, remember, it's not the end of your journey. It's just the end of a chapter that will lead to many more exciting adventures. Never stop growing and learning.



## Find Founder and WIN!

From our last issue, Jeanne Cassidy and Jeremy Davis found our mascot, "Founder" (pictured to the right) hiding on page 5 by the flagpole and page 11 on



the band hat. They both scored free tickets to the the Spring Conference! Founder is hiding again in this issue and the first two people who correctly determine where he is will each win a free ticket to LACE (North)! Email me at [mhulett@coastline.edu](mailto:mhulett@coastline.edu) to let me know BOTH of his hiding spots.



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Club Growth Director, Daniel Cossack, DTM, Program Quality Director, Siri Payakapan, DTM, Ph.D., Toastmasters International Chief Executive Officer, Daniel Rex, and District Director, Pan Kao, DTM, Ph.D.



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](http://www.toastmasters.org)

## Founder's District Mission

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

[www.foundersdistrict.org](http://www.foundersdistrict.org)

The information in this newsletter is for the sole use of Toastmasters members for Toastmasters business only. It is not to be used for solicitation and distribution of non-Toastmasters materials or information.



Photo Courtesy of Richard Daugherty

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

### **Lessons Learned**

For those of you who were not at the District Conference, I wanted to share with you two important lessons I learned about integrity and trust.



In his key note speech, Daniel Rex, CEO of Toastmasters, talked about integrity through a personal story with his grandpa. While working on the farm, he noticed his grandpa locking a shed with a small lock. He said, “If someone really wanted to get in there, they could easily

break the lock.” His grandpa said that “small locks keep honest people honest.” He learned an important lesson about Integrity, which is part of our Toastmasters four core values: Integrity, Respect, Service and Excellence.

The Communication & Leadership (C&L) Award winner at the Hall of Fame luncheon was the CEO of Habitat for Humanity of Orange County, Sharon Ellis. She shared a story of how she got involved in the Habitat for Humanity of Orange County. It was accidental and her friend repeatedly encouraged her to take on the challenge of the position.



All my life, I had to work diligently to search for jobs. It has never happened to me that someone encouraged me to fill in a position. The only explanation for Sharon’s story was trust. But how? I believe that the answer lies in both trust and leadership skills. Sharon must be a trustworthy person with integrity; I could tell from her presentation style. However, it is not yet enough to earn trust from her friend. The second ingredient must be her leadership skills. Without leadership skills, she would not be able to make the Habitat for Humanity of Orange County successful like it is today.

I have learned from District Spring Conference that integrity and trust lead to prosperity. How about you?



Did you learn anything that you want to share with members of the Founder's District? If you do, send your stories to [info@foundersdistrict.org](mailto:info@foundersdistrict.org). If your articles are selected to be published in Founder's District website, you will receive a \$25 Toastmasters International gift certificate.



As you know, our goals this year are to charter 46 new clubs and achieve President Distinguished District. There are still a few weeks left in this Toastmasters year. We need help from every member, including you! If you know any companies, communities, and professional associations that can benefit from Toastmasters programs, please provide your leads in the Founder's District website ([www.FoundersDistrict.org/lead](http://www.FoundersDistrict.org/lead)) or email to [info@foundersdistrict.org](mailto:info@foundersdistrict.org) if you have questions. Together let's finish the Toastmasters year strong.

Best Regards,  
*Pan Kao, DTM, Ph.D.*





Photo Courtesy of Richard Daugherty

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

Thank you for the marvelous 2015-2016 Toastmaster journey we have experienced together. As our journey is approaching its final stretch — the month of June, I would like to fill you in with what we have collaborated together since the last March newsletter.

**DISTINGUISHED PROGRAMS** (as of May 24, 2016) – Sixty-nine clubs have already achieved distinguished status!

Division G has already achieved President's Distinguished Division status! Division G Director Marie-Noelle Palermo, ACB, ALB and her team are to be congratulated for this prestigious accomplishment.

Area B1 Director Rose Abbott, ACB, ALB and Area G3 Director Yusef Alinaghian, ACS, AL have achieved President's Distinguished Areas! Their teams also deserve to be congratulated.

### **EDUCATIONAL INCENTIVES**

Thanks to Division Directors and Area Directors as well as many other leaders who tirelessly encouraged and convinced club officers to get trained. Sixty-seven clubs

achieved 100% club officers trained during January-February, 2016. Michelle Bender, DTM, Division B Director leads the pack with 15 clubs, followed by Vijay Chidambaram, DTM, Division A Director with 13 clubs. JonClaud Pinto, DTM, Division C Director and Marie-Noelle Palermo, ACB, ALB, Division G Director are in a tie at 3rd place with 10 clubs.

### **EDUCATIONAL INCENTIVES**

If you are a member of the 67 clubs, having all 7 club officers trained by the end of February, you are eligible for \$5 discount at the upcoming June LACE events. (See attached listing of clubs with 100% club officers trained.)

### **SPRING DISTRICT CONFERENCE**

The Conference was a great success with huge turnout at Knott's Berry Farm Hotel. Compliments keep pouring in, verbally as well as in writing. The success was a combined result of months of careful planning and effective coordination among many teams of leaders, under the leadership of District Conference Chair Linda Robinson, ACB, ALB.

The 245 chairs we had requested for Business Meeting and International Speech Contest weren't enough for all the attendees. The three-hour business meeting was worth the wait. We now have 15 newly elected District officers.

District Director: Siri Payakapan, DTM  
Program Quality Director - South: Daniel Cossack, DTM  
Program Quality Director - North: Karen Lucas, DTM  
Club Growth Director - South: Diana Dee, DTM  
Club Growth Director - North: Jill Briscoe, DTM  
Division A Director: Jeffrey Lee, ACB, ALB  
Division B Director: Vicky Brennan, CC, ALB  
Division C Director: Randy Kleinman, ACS, CL  
Division D Director: Timothy Hollenbeck,

ACB, CL

Division E Director: Mark Lucas, ACB, ALB

Division F Director: Christine Brady, ACB, CL

Division G Director: Clifford Shimizu, ACS, CL

Division H Director: Jack Mercia, DTM

Division I Director: Lori Shapiro, DTM

Division J Director: Vijay Chidambaram, DTM

We had over 150 members and guests at the full-day conference. They were treated to the Hall of Fame Luncheon which included a presentation by our District Communication & Leadership Award recipient—Habitat for Humanity of Orange County CEO Sharon Ellis, followed by awards presentations by:

- Club Growth Director Daniel Cossack, DTM
- Program Quality Director Siri Payakapan, DTM
- District Director Pan Kao, DTM

Of course, the highlight of the Conference was the International Speech Contest which gave us three new winners:

1st place winner: Josephine Lee

2nd place winner: Louise Hyland

3rd place winner: Bill Harmon

Winners of the Division level Table Topics Contests were recognized on stage before competing at the District level contest on May 26 at La Palma Community Center.



Founder's District Table Topics winners. Carl Walsh 1st Place; Jessica Estrada 2nd Place; David Flores 3rd Place

Division A Winner: Louise Hyland

Division B Winner: Carl Walsh

Division C Winner: Edward Smith

Division D Winner: Ted Triplett

Division E Winner: David Flores

Division F Winner: Michelle Monroe

Division G Winner: Hasan Muhammad

Division H Winner: Jessica Estrada

## TRAINING

To make sure we continue to have a sufficient pool of qualified trainers and volunteers for LACE and other District events, Deborah Reisdorph, ACB, planned and organized training for presenters as well as volunteers on May 14 at National University in Costa Mesa. Nearly 60 members learned the protocols and tips for success.

## RECOGNITION

- Deborah Reisdorph, ACB, for training potential district presenters and volunteers
- Linda Robinson, ACS, ALS, for leading conference teams to two successful district conferences
- Marsha DeGon, DTM, for planning and organizing the spring table topics contest

## UPCOMING EVENTS

- June 18, Area/Division Director Training, National University, Costa Mesa
- June 23, District Installation Ceremony, Knott's Berry Farm Hotel, Buena Park
- June 25, LACE - North, Azusa Pacific University, Azusa
- July 16, Club Growth Training and Contest Training - North
- July 23, Club Growth Training and Contest Training - South
- August 31, DEC August Awards Night

Let's invite more members and guests to be involved in the Founder's District activities, such as the upcoming LACE events in June. Attendees will be educated, motivated, and inspired by excellent presentations delivered by our qualified trainers and presenters. Let's continue to expand our horizons and finish our collaborate journey with a sense of accomplishment!



## Daniel Cossack, DTM, Club Growth Director

### *Being the Leader You Want To Be*

I have often said in my speeches that the number one fear is not public speaking, it is leadership. Leadership is so fearful we can't even talk about it when we are thinking of our number one fears. Speaking in public is hard enough, but when we fail at public speaking, it's a small commitment and we only let ourselves down. When we fail at leadership, it's a large commitment and we don't just let ourselves down, we let others down and that's a very hard pill to swallow for most people. Leadership, like public speaking, requires encouragement, training, practice, evaluation, and more practice. This

Photo Courtesy of  
Richard Daugherty

is the foundational spirit of the Toastmasters organization. In Founder's District we have many clubs that are thriving and produce great leaders, but we also have too many clubs that are struggling and eventually perish. The main reason clubs perish is because of lack of leadership. This seems antithetical to the mission of Toastmasters whose tagline is "Where Leaders Are Made." So why do so many clubs fail?

In 1910 Dr. Ralph Smedley started his first Toastmasters club, but after he left it eventually perished. This happened two more times before starting a club in Santa Ana in 1924. This time Dr. Smedley also established the Toastmasters International organization which was commissioned to support all clubs in the organization. Soon other clubs were chartered and the organization began to flourish. The clubs flourished because they had the support of a larger entity of experienced people. Nowadays we have Districts, Divisions, and Areas that provide support to clubs. Of course some clubs still perish, and we know it's usually due to lack of leadership, but we cannot blame the club for failing. We depend on the leaders in our district to provide the support to our clubs in the form of quality leadership training, encouragement, and mentorship. Of course we also expect the club members to be committed to doing what is needed to maintain the club. It's a two-way street. This works pretty well most of the time but occasionally some clubs are just doomed to fail and it's never a comfortable experience. How can that happen in an organization that prides itself in leadership development? Well, there is no easy answer to that because there are too many factors and each case is different than the other, but the general answer is that it's all part of the experience. In any development program there will be successes and there will be failures, and we hope to learn from our failures, make corrections, and pass on our experiences to our successors.

I was one of those new members afraid to take on leadership positions. There were many reasons. I felt I might not be qualified, I might fail, I didn't fully understand what was expected, and that I might not have time in my busy schedule to commit or it was not the kind of leader I really wanted to be. All excuses of course. Luckily the right people convinced me to take the steps toward leadership. And I'm glad I did because I made a number of remarkable discoveries. I discovered that I didn't need to be qualified. I received all the training I needed to accomplish the task, and this training helped me to understand exactly what was expected so the task didn't seem so daunting, but in fact I felt excited to succeed at this new endeavor. I knew I might make mistakes but I felt comfortable there were enough experienced Toastmasters within reach that I could rely on to be there when I needed help. I quickly learned good time management skills and was able to prioritize my responsibilities between work, family, myself, and Toastmasters so that nothing suffered and everything got done. Finally I realized that leadership isn't just about any management, administrative, or political position -- leadership types I definitely was not interested in. Leadership is about having confidence in yourself, not being afraid to make decisions, following through with your commitments, and most importantly being willing to help others around you to succeed. That's the kind of leader I wanted to be. I had no more excuses.

Putting together communication competency and leadership competency is the smartest thing I've ever done for myself. Today, I am not perceived as a manager at work, I am perceived as a leader. I am much more confident when starting new ventures or voyaging into the unknown, and this is exactly the type of leader I wanted to be. I believe these types of leaders are crucial to the health of our workplaces, our homes, our organizations, our communities, and our states. We can witness this effect right within our own Toastmasters organization by measuring how well our clubs meet their DCP goals, how well we help other clubs in need of support, and how well we build new clubs in our district.

We might not be perfect. Gains and losses are all part of the learning experience. Just don't ever be afraid of taking on those leadership positions that are available to you. Evaluate your excuses and consider if they are real excuses. Ask yourself what kind of leader you want to be and how you can become that leader. Realize that all organizations rely on the health of its structure and people with leadership character in all levels of the hierarchy. People like you and the leader you want to be.



# Spring Conference Photo Album



International Speech Contest Winners: Louise Hyland (2nd place), Josephine Lee (1st place), Bill Harmon (3rd place)



Bob Hudack earned the Helen "Homer" Blanchard Award for his work on district reformation. (Presented by Pan Kao.)



John Barry was presented the Gene Beckwith award by Pan Kao for his service on the leadership team and LACE coordination.



The Roy D. Graham award was presented to Heather Frankos, Area Director of G1. Her area had the highest number of members attending the Spring Conference.



The Spirit of Excellence Award was presented to Fred Truman who has more than 45 years with Toastmasters and Ed Manes who has 51 years with Toastmasters.



Color guard ceremony.

## Founder's District LACEing it up at Chapman University June 11, 2016

By Steve Itzkowitz, CC, CL



It was a quiet Saturday morning at Chapman University. That was the case until eager Founders District members made their way to the Argyros Forum building on campus for

the Founders District Leadership and Communication Experience South conference, which is more commonly known as LACE South.



Hundreds of Founders District members showed up to get trained on their respective new officer positions while also seeking information and inspiration that they could transfer from their respective Toastmasters clubs to their professional and personal lives.

The day began with a very sincere keynote address delivered by Walt Grassl, who spoke of the importance of

speaking at every opportunity in order to become as effective as possible. He also spoke of the value of being a member of multiple Toastmasters clubs, which leads to numerous opportunities to give speeches that furthered accentuated his point that was mentioned above. Walt is himself a Toastmasters success story in which he joined at the young age of 50 because he was determined to overcome his stage fright.

Talk about inspiration that any member, club officer or otherwise, can really take to heart! Congratulations, Walt!

Afterwards, the workshops ensued and consisted of a combination of officer workshops as well as niche workshops. Some of those niche offerings included how to engage in everyday negotiation, using social media marketing to double club membership, judges training, comedy made easy, how an individual can recreate himself or herself and his or her career, persuading with purpose, contagious leadership through mentoring, which has been a

marked focus of Founders District for quite some time now, mental martial arts and much, much more. The beauty of those kinds of workshops is they are applicable in and out of Toastmasters.

On top of that, the way by which Founders District plans and executes its LACE conferences really adds value to the members' Toastmasters



FOUNDER'S DISTRICT L.A.C.E.

experience as well as their individual lives. As for mental martial arts, Brian Adams, who is a protégé of motivational speaking great, Les Brown, and who is also a great believer in the Toastmasters mission, really closed out the proceedings strongly with a mental martial arts workshop that he held for the adults after conducting a youth session during the morning portion of the conference on the same subject in which he donned a martial arts suit for the kids. The message he conveyed of taking responsibility for one's hopes and dreams and how the only obstacle to success is ourselves was a message that those in attendance had to take to heart and take home with them. As the warning sign picture above, Brian's calling card of sorts, explicitly stated, attending his workshop will enhance the lives of its attendees. It most certainly did. Thank you for your honesty and passion, Brian!

All that said, the real success of Founders District LACE South was that scores of people showed up on a Saturday to get immersed in the greatness of this event. To preface that remark, most people spend their Saturdays sleeping in at first, then running errands and engaging in various types of entertainment from going shopping, to going out to eat, to attending a show or sporting event, to visiting with friends and so on and so forth.

While there is nothing wrong with any of those activities, it needs to be pointed out how special Founders District members really are. They could easily be engaging in those activities listed above instead of attending LACE South. However, hundreds did not. Instead, those hundreds showed up to get information, get inspired and visit with current friends while making new ones. It all culminated in CHAT, or constructive hanging around time, with some of the attendees heading to Yen Ching restaurant after the conclusion of the conference for some Chinese food, fellowship, birthday wishes and a whole lot of Founders love. It was a fun, productive and fulfilling day for all the attendees.

Special thanks go out to Victor Broski, Lionnel Yamentou, Marsha DeGon, David Kline, Dolores Lara, Robert Gazley, Chris Collins, David Penrose, Coach Rob Swineford, Robert Richert, Fred Trueman and Brian for administering the various niche workshops offered at LACE South. Special thanks also go out to the various volunteers who stepped up to administer the club officer workshops that represent the essence of LACE.



Special congratulations are to be extended to Deborah Reisdorph and her committee on doing an excellent job of planning and executing LACE South. On to LACE North...

## **LACE North Room Monitors Needed**

Date: Saturday, June 25, 2016

Place: Azusa Pacific University.

Room Monitor volunteers have a grand opportunity to serve and be part of the exciting LACE NORTH on June 25, 2016. We welcome volunteers from the Divisions in the North (Division B, D, E, and H).

Come to LACE North and be part of one of the best Toastmasters Educational Programs in the District. If you are interested in volunteering, please contact:

Ligia I. Molina DTM, QS  
LACE NORTH  
Room Monitor Chair  
626-287-7021  
[ligiainmolina@gmail.com](mailto:ligiainmolina@gmail.com)



### Why Attend L.A.C.E.?

*by Deborah Reisdorph,  
ACB, District Training Co-Chair, LACE  
Advisor*

Why attend LACE? Good question. It's a true Leadership and Communication Experience. Ask anyone who has attended a LACE event within the past two years. Why do more people attend LACE every event? Because we are a community of curious learners! LACE is a learning space. A space to practice your own speaking and training skills. A space to present, as an attendee or a presenter, what you have learned in and around Toastmasters, and learn from others too. You will meet new people, make new connections, reunite with friends and find powerful resources to help you and your club grow and thrive! Even non-Toastmasters attend!

Someone said, LACE is Officer training on steroids! Of course, you can get trained other ways, but at LACE you meet like-minded leaders, you learn more from each other and with engaging trainers! You learn strategies and techniques that don't exist in the manuals. You learn what has worked well and how to expand your club leadership without re-inventing the wheel! Do you want to be a successful club officer leader without re-learning everything that officers have struggled to learn before you? Do you want to grow personally and professionally? You get all that and more at LACE! Be sure to schedule your Officer training first and fill in the rest of the day with your choice of sessions prepared just for you.



At LACE you will meet an experienced President who grew their club from 6 to 26 with energy inducing techniques. At LACE you will meet a creative VP Public Relations who will teach you how to set your club for success this year and beyond! At LACE you will meet an eager leader who wants to do more

outside his/her club, and you will learn with them opportunities to lead and serve within our district, area, and divisions. And so much more! Come and find out what will energize and support your Toastmaster experience.

Be sure to attend the high energy Wrap Up at 4:00 pm where you may win some special giveaways!



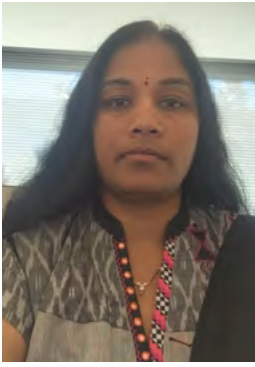
Contact person:  
Deborah Reisdorph,  
ACB, LACE Advisor,  
714-504-9096  
deborah@ladylawca.com

REGISTER TODAY!  
<http://foundersdistrict.org/LACE>

At the LACE event at Chapman University on June 11, you will meet Walt Grassl who, at age 50, joined Toastmasters to finally address his terrible stage fright. At LACE he will share his journey to not only conquer his fear but how he learned to lead a life that was unimaginable before that success. He will share three tips to help you get more out of your Toastmasters experience. Be there by 8 am for the keynote address!

At the LACE event at Azusa Pacific on June 25, you will envision the Other Side of Fear with Patrick Hammond. Patrick stood with only nine other competitors on the final competition stage for 2015 World Champion of Public Speaking in Las Vegas. With his powerful storytelling style, Patrick will enlighten you about a life that can be realized when you face your fears and overcome them. A wonderful life. A beautiful life. A life that is waiting for YOU!





## Youth Leadership Program

*by Lakshmi Parchuri, CC, ALB*

Have you ever conducted or participated in a Youth Leadership Program? It's a wonderful experience!

I was very privileged to be involved in a 10 week program sponsored by Money Talks, an Irvine Toastmasters club in Area F5.

It takes lot of effort to start a program, set up the venue, advertise and sponsor it. But ultimately, it's not the work, it's the result. It just boils down to "Was the goal achieved?"

The goal was to introduce our Toastmasters program to a group of 15 future Toastmasters. These Toastmasters-to-be ranged from seventh through twelfth grade. In spite of their busy schedules they showed their commitment toward the program by putting together and presenting four great speeches during the program. Then their evaluations were spot on.

I was blown away by the questions they asked during Table Topics; some of the questions gave me ideas for my own meetings. I was intrigued by their performance throughout the whole program.

I had mixed feelings when the program came to an end; I was sad to see it end but delighted to see the changes in these young people. They all said that it's a great program and that they learned a lot from it. They learned how

to organize a speech, how to evaluate speeches, and most important, they learned how to "speak on the fly." And, they developed the habit of making conscious eye contact throughout their presentations.

Toastmasters was definitely the best place for them to learn these basic skills, skills that nearly everyone, youth or adult, wants to improve.

Thank you Sandesh Rai, coordinator for the program, for inviting me to be part of your Youth Leadership program.

Money Talks (624723) Toastmasters club meets every Thursday at noon in the 4th Floor Executive Board Room of Wells Fargo Bank located at 23 Pasteur in Irvine.

Lyn Napoli, Club President will be happy to answer any questions about the club or about tips for conducting a Youth Leadership program. Email: [TNapolifive@aol.com](mailto:TNapolifive@aol.com)

Link to [Youth Leadership program](#) by clicking on the blue text.

Link to [Club's website](#) by clicking on the blue text.





**The Panda Legacy**  
*by Hector Mascorro,*  
*DTM*

Last year, I volunteered to serve in the middle of the Toastmaster year as the B7 Area Director. The Area finished the year strong.

The area had three Presidents Distinguish Clubs, one Select Distinguish Club, and we added a new club. That year, the Area achieved President's Distinguished Area. It was a bitter sweet because I have one club that did not reach Distinguished Status.

On July 1, 2015, Area B7 became B6 and I took the challenge to be the Area Director again, but my vision changed from reaching President's Distinguished Area to make all my Clubs distinguished.

I researched Panda Toastmasters and I realized Panda has never achieved distinguished status in their club history. I made a personal goal to help the club to achieve distinguished status by June 30, 2016.

My first priority was to talk to the club leadership and tell them my vision. I wanted their club to have successful members and a dedicated officer team to lead a successful club.

I met with the club leadership on November 2015 and I showed them the road map to have a successful club. I showed them how they can achieve this goal. We talked about all the administrative goals, the membership growth goals, the officer training, and the officer list. Then, I assigned roles.

To the VP of Education, his job was to talk to the members and to check on their manual status and to schedule those members to speak as needed to achieve their educational goals.

The VP of Membership and VP of Public Relations to work together in promoting their club by bringing guest speakers.

The Treasurer – Her job was to track down previous members and motivate them to come back to the club.

The club President to contact the company VPs to see if they can help in promoting their club.

There were some difficulties in the way to success, for example, the majority of the officers could not make it to LACE Training and we needed at least 4 officers trained. I coordinated with the officers and provided them one-on-one training and the club was 100% officer trained. In fact, Area B6 was 100% trained for all clubs!

I gave the “How to be a Distinguish Club” speech from the Successful Club Series and I explained why a successful club is a benefit for the members.

By the end of February, the Club had 4 completed goals.

I coached the President about motivating their members to complete their educational goals. By the end of March, Panda had 21 members and achieved their fifth goal, this puts Panda in the Distinguished Club Category.

Panda Officers worked very hard to make their club successful. They are leaving their Legacy in heir club.

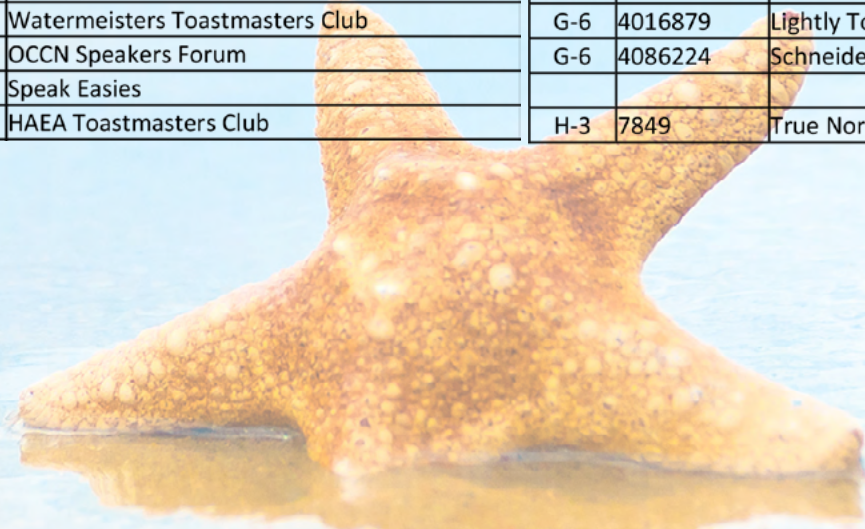
*Panda Toastmasters is a Company (closed) club. They meet on the 2nd and 4th Thursday in Rosemead, California.*



# Clubs with 100% Officers Trained

Area	Club Number	Club Name
A-1	921159	Tools 2 Lead Toastmasters Club
A-1	3019911	Behr Toastmasters
A-2	231	Newport Center Toastmasters Club
A-2	1927	HarborLites Club
A-2	8638	Articulate Athletes Club
A-3	1952	Psomas Pspeakers Toastmasters Club
A-3	1540787	EmuLects
A-3	3676736	Toast First
A-4	5410	Experian Club
A-5	4763402	SCIF Santa Ana Toastmasters
A-6	9873	Speak, Lead, Succeed Toastmasters
A-6	2982484	Lensmasters
A-7	2592	Ingram Microphones Club
B-1	3292	JPL/Caltech Toastmasters Club
B-1	4714177	HCP Toastmasters
B-2	9452	Pasadena Community Toastmasters
B-2	3215028	San Gabriel Valley Wine and Dine
B-3	729	JETS Club 729
B-3	8360	Lake Avenue Toastmasters Club
B-3	1010248	Caltech Toastmasters
B-4	2927	DPW Speakers Forum
B-5	1861341	San Gabriel Speech Masters
B-5	4687920	ALN San Gabriel Valley Toastmasters
B-6	1055	Edison Power Lines Club
B-6	3364	Edison Loquacious Club
B-6	8462	Monterey Park Club
B-6	1302045	Panda Toastmasters
B-6	2401081	Union Bank Monterey Park
C-1	9332	Crystal Clear Toastmasters Club
C-2	9331	Achievers Toastmasters Club
C-3	8860	Historically Speaking Toastmasters Club
C-4	6570	Surf City Speak 'N' Lead
C-4	870344	FCBC FV Speech Club
C-4	1498166	OC Project Masters
C-5	8951	Watermeisters Toastmasters Club
C-5	9377	OCCN Speakers Forum
C-5	999941	Speak Easies
C-5	4338428	HAEA Toastmasters Club

Area	Club Number	Club Name
D-1	2565	Figures of Speech Toastmasters Club 2565
D-1	2124227	BrewMeisters
D-1	2635079	Express and Impress
D-2	407	Past District Governors Club
D-4	5061522	WF Masters
D-6	3836	Anaheim Breakfast Club
D-6	5639	Tongues-A-Flame Club
D-6	5141077	The ITalkers
E-2	20	Montebello Community Club #20
E-2	585096	ISD Toastmasters Club
E-3	9	Professional Speakers Toastmasters Club 9
F-1	1507645	Vineyard Journeys
F-2	219	Irvine Lunchtime Toastmasters Club
F-4	316	Articulates Club
F-4	3742	Second Stage Club
F-5	9314	Pan Pacific Toastmasters Club
F-6	825670	B. Braun Toastmasters Club
F-6	3672902	Irvine Project Masters
G-1	7368	Possibilities Unlimited Club
G-1	9113	Rancho Speech Masters Toastmasters Club
G-1	3057965	CCI's Articulate Actuators
G-2	6463	San Clemente Toastmasters
G-3	9661	UniMasters
G-4	734	Challengers Toastmasters Club
G-4	5228	Tongue Tamers Club
G-4	5116614	VIZIO TOASTMASTERS
G-6	4016879	Lightly Toasted
G-6	4086224	Schneider Electric - Lake Forest Toastmasters
H-3	7849	True North Toastmasters Club 7849







## Leadership Opportunities

by Michelle Bender, DTM

With the start of a new Toastmasters year in July, there are plenty of opportunities for you to serve as a leader in the District.

Have you served as a club officer? If not, now is your opportunity to learn and practice valuable leadership skills. Ralph Smedley, Founder of Toastmasters, wanted to give opportunities to ALL members to serve in a leadership role and said that it is much more valuable training than reading about leadership in a book!

By volunteering to serve as a club officer, you learn leadership skills by working as a team to help your club become successful. There are seven officer roles to choose from: President, Vice President of Education, Vice President of Membership, Vice President of Public Relations, Secretary, Treasurer and Sergeant at Arms. Some clubs elect officers every six months, and some elect for only once a year.

Founder's District provides training for all the incoming officers at the LACE training.

We have two LACE Training sessions:

June 11 Chapman University, Orange (completed)

June 25 Azusa Pacific University, Azusa

More information about the sessions is available at:

<http://www.foundersdistrict.org/lace>

Not only are there workshops for each officer role, but there are many other workshops including judges training, everyday negotiation, social media, comedy, speaking without notes, persuasive speaking and much more! We have excellent keynote speakers so you don't want to miss out.

Check the Founder's District website for more information on the featured workshops and be sure to register early!

<http://www.foundersdistrict.org/featured-workshops/featured>

Remember when you joined as a member and you signed the Membership Application? Did you read the Toastmasters Promise? Part of the Promise is to serve as a club officer when called upon to do so. Now is the time to step up as a leader. For those who have already served, now is the time to encourage your club members to take on these important leadership roles.

By serving as a club officer for six months, you can get credit towards the Advanced Leader Bronze award. Will you step up and take on a leadership role? It is a great opportunity to serve the members of your club and to learn valuable leadership skills.

*Michelle Bender, DTM is a member of Parsons, ACTS, and San Gabriel Valley Wine & Dine. She is currently serving as Division B Director and is looking forward to serving the District in the next term as Public Relations Manager.*



**And the Judges' Selection Is...**  
**By Avis French, CC, CL**  
**Chair, TI Founders District Judges Bureau**

For over 15 years, members of Founders

District Judges Bureau have served as judges for speaking and academic competitions sponsored by service organizations and educational institutions. They provide these organizations with well-trained, impartial, and professional quality judges for their youth speech contests. The judges sent by the Bureau have been well trained in the organization's contest rules and judging criteria and give fair and unbiased scores based on those rules. When the results of the contest are read, the contestants, contest organizers, and audience are certain that the winners were well-deserved and best represent their organization. Community service organizations are so pleased by the service they get from the Founder's District Judges Bureau that they use the Bureau's services again and again.

One organization that has utilized the Judges Bureau for years is the National Management Association (NMA) Leadership Speech Contest for high school students, which contest began in 1988. NMA chapters from all over the country participate in this 4-level event, which culminates in the national Finals of the event. Speeches at all levels have Leadership as their main theme. Non-leadership issues such as social, medical, environmental, political etc. shall not be primary subjects unless integrated into how leadership plays a role. Each contestant researches, writes and delivers their own speech.

A local NMA chapter, Boeing Leadership Association of Southern California (BLASC), sponsored their 2016 contest recently, the first level of the 4-level event. Serving as judges at this contest were members of Toastmasters

International Founders District Judges Bureau and Boeing employees:

Avis French, Chief Judge, Toastmaster Competent Communicator, Competent Leader NMA Associate Director

Elayne Bendel, Boeing retiree

Douglas Crocker, Boeing employee, Toastmaster Competent Communicator

Nigel Blackwell, Toastmaster Advanced Communicator Bronze, Advanced Leader Silver

The judging criteria for this contest are very similar to that used by Toastmasters, though the method of ranking the contestants is different.

Content was 50% of the scoring: speech development, effectiveness, and speech value.

Delivery was 30% of the scoring: physical presentation, voice, and manner.

Language was 20% of the scoring: appropriateness and correctness.

The judges were spread throughout the audience during the presentation of the speeches. They then retired to tabulate their ballots. After the winners were announced, the judges graciously spent time with the contestants discussing their presentations.

Raj Gambhir, a junior from Aliso Niguel High School, presenting The Imaginary Field, was selected by the judges as the winner of the BLASC contest. Placing second was Carolyn Bousmail, a junior from Beckman High School. In third place was Isobel Tweedt, a junior from Foothill High School.

Family members, friends, educators, and NMA members looked on proudly as the students presented their interpretations of the meaning of Leadership. All in all, everyone agreed that the contest was "well done." The members of the TI Founders District Judges Bureau contributed to the success of this event.



## Beat the Clock

### Program Dates May 1-June 30

Toastmasters are taught to run meetings on time, finish speeches on time and reach membership goals on time. In that spirit, “Beat the Clock” is a great motivator for finishing the year on schedule—on time and with record numbers!

Make it your club’s goal to earn the “Beat the Clock” award and encourage every member to take part. Clubs adding five new, dual or reinstated members with a join date between May 1 and June 30 receive a “Beat the Clock” ribbon to display on the club’s banner.

Qualifying clubs also earn a special discount code for 10-percent off their next club order. (The discount code expires six months from the date of issue and is not valid with any other offer.)

Applications and payments for members with a join date between May 1 and June 30 must be received at World Headquarters or online no later than June 30. The addition of transfer and charter members does not count toward “Beat the Clock” credit.

The winning clubs will be revealed online within a few weeks of the submission deadline. Winning clubs should allow up to 10 business days to receive their award if they are located in the United States, and up to 21 business days if they are outside of the United States.

From [www.toastmasters.org](http://www.toastmasters.org)



## Speaker to Trainer Workshop

By Anna Shcherbak,  
ACB, ALS

On Saturday, May 14,  
I attended the Speaker  
to Trainer workshop at

National University in Costa Mesa along with several Division D members (future LACE presenters). This workshop was organized by Deborah Reisdorph who wanted to give the LACE presenters the tools and techniques for giving excellent presentations at LACE. It was such a treat and well worth waking up early on Saturday morning.

We had a star lineup for trainers and laughed while we learned. Each presenter demonstrated their coaching styles, shared teaching techniques, and their best practices. Together with Brian Adams we practiced how to “Bring the Energy” to the training. Lionnel Yamentou let us in on his secret of “Dressing for Success”. Vernon Budinger explained “How to Look Good in the Pictures.” David Penrose showed “Visual Aids” techniques and encouraged all of us to write books. Victor Broski helped us connect it all together with his “Structure and Transitions” presentation. David Kline Lovett showed us how to use humor in our presentations (and kept us laughing while doing so)!

Deborah raised the bar on organizing the LACE this year, not only did she match trainers to the classes based on their strengths, she also made sure that the trainers were set for success with proper preparation.

As a presenter, the workshop was very valuable. It helped me to better understand what is expected of me at LACE. Most importantly, I had an opportunity to speak with experienced trainers and successful presenters. All were very open, helpful, and willing to listen and share ideas. It was all about learning, networking, and having fun. I was able to learn some new techniques to enhance my presentation skills. When my trainees wake up early on Saturday morning for LACE, I want them to feel that they too are waking up early for a worthy cause!

Thank you, Deborah Reisdorph for being an amazing leader and a great supporter!



## Spirit of Excellence Award

by Deborah Reisdorph, ACB, District Training Co-Chair, LACE Advisor

At Founders District Conference on April 30, 2016, two exceptional Toastmasters were honored with the Spirit of Excellence Award. Ed Manes, DTM and Fred Trueman, DTM.

I had the privilege of bringing Fred Trueman to the conference to receive the surprise honor. This is a well-deserved award for a man who has given of his time, energy and service to Toastmasters for more than 46 years. Fred Trueman joined Club 484, Astromasters in 1970 and served in most officer roles through his years including President. He transferred to Helmsman Club 770 which has been his home club for 40 years. Fred was Area C4 Governor in 2003-2004, and Founder's District Bulk Mail Chair in 2005-2007.

Fred understands the value of mentorship and many have learned from his demonstration of mentoring as a new member or a new club. In 2000, Fred was a mentor for the AMO Visionaries, Club 809720. Fred was Mentor



Committee Chair at Helmsman for many years, and I learned the value of mentoring in Toastmasters from Fred and his colleagues at Helmsman.

This June 2016 LACE he and Bob Richert are presenting Contagious Leadership through Mentoring.

Fred is a retired Aerospace Engineer whose stories about space exploration enthrall his audiences.

Congratulations, Fred!

Ed Manes, DTM has been a Toastmaster since 1968. He is a long time member of San Gabriel Valley Club #200 and has served in many ways in the District. Ed has served as President and served in many other officer roles, and teaches new Toastmasters the value of following the Toastmasters program.



Congratulations, Ed.

Both men have served with dignity and selflessness, providing excellent role modeling for us all.

# Founder's Day at the Ballpark

By Steve Itzkowitz, CC, CL

It was quite a scene. There were blue skies, very few isolated clouds, temperatures in the mid 70s and a baseball game to be played between the Detroit Tigers and the Los Angeles Angels of Anaheim. There was also an impressive American flag in the outfield as attendees saluted America through singing the National Anthem. Members of the armed forces were asked to stand up and be recognized with a hearty ovation.

It was Memorial Day at Angels Stadium and Founder's District was right in the middle of the festivities.

It was an evening made possible by our very own Marshall Northcott, immediate past Division G Director, who gave Founder's District members an opportunity to bond with each other in the most pleasant of surroundings and circumstances. Marshall was even recognized by the stadium's public address announcer, Michael Araujo, causing Founder's members to roar with approval and make our presence known amongst our fellow attendees. Nice going, Marshall!

We had our dignitaries in attendance with Pan Kao, District Director; Siri Payakapan, District Director-elect and current Program Quality Director; Dan Cossack, South District Program Quality Director-elect and current District Club Growth Director, and Founder's District International Speech Competition winner, Josephine Lee.

The game was fairly uneventful from the standpoint of scoring for the first 7 innings as the crowd was treated to an old-fashioned pitchers' duel. Then, during the 8th inning, the Angels exploded for 5 runs on the way to

securing a 5-1 victory over the Tigers giving all 38,000 attendees a big reason to roar.

There would be more to roar about. Immediately after the game was a ceremonial fireworks display that rocked the house and ensured that every person in attendance would leave Angels stadium filled with passion and pride.

One could say that how strong the Angels finished the game and how explosive the fireworks display after the game was a lot like how Founder's District is finishing its year. We are finishing strong and explosively as clubs make their final push to achieve distinguished club status as well as undergoing the succession process of celebrating the accomplishments of the current club executive councils while preparing the new councils to get off to an explosive start.

At the end of the day, we all recognized what made such an exciting experience possible. It was because of the commitment and sacrifices made by the men and women who have either served or are currently serving in one of the branches of the armed forces.

Thank you, Veterans. Founder's District appreciates you.

Until next time...





## Four Actions to Take Right Now to Eliminate Your Fear of Public Speaking

*From the workshop, "Tame Your Fears for Speaking Success"*

**Bill Stafford, ACS, ALB**

When you walk to the podium to give your speech do you sometimes say to yourself, "I'm so nervous, I hope I don't forget what I'm going to say," or possibly even more self-defeating inner dialog? Wouldn't it be nicer to say, "I'm so excited to be here tonight because I am excited about what I have to tell you?" Which person would you rather listen to? Which speaker would you rather be?

It has been written that the fear of public speaking is one of the two greatest fears people can have. But, it is a lie, no one is really afraid of public speaking. Actually, it is a more accurate to say, that it is a misinterpretation of the truth. No one is really afraid to speak in public. It may not sound true to you, at first, but, this is the deeper truth.

Public speaking is an activity that activates a deeper fear inside of us. It is the symptom not the cause of our fear. This is why so many people have such a difficult time overcoming their fears of speaking. You practice and practice telling yourself, "I will not be afraid," and yet the fear remains. It would be like taking aspirin to cure a broken leg; it may relieve the symptoms for a while, but the true cause remains.

What is underneath the fear of speaking? In working through my own fears and those of

hundreds of others in my private practice and workshops, I have found that the most common element in speaking fear is lack of self-worth. It's not speaking that's the problem, it's the fear that someone might find out that we are not good enough, polished enough nor smart enough. What if I forget what I was going to say? What if they don't like me? All of these, "what if's" and self-doubt are only our opinions of ourselves. They are not really about public speaking.

In order to become a more confident and polished public speakers we must first learn how to become kinder and gentler to ourselves, from the inside out. Lighten up, the next speech you give isn't the end of the world, it's just the next step in your evolution. It's not the final judgment; it's just your next learning opportunity. Be kinder to yourself, and view all speaking as an opportunity to learn and to grow. What can I learn from this? How can I grow from this, and do a better job next time?

Learning to be a better public speaker is an opportunity to learn more about yourself. It is a lifetime journey, and more about inner healing than public speaking. But in the meantime, here are four action steps you can take right now to alleviate your fears of public speaking.

### **1. Stop perpetuating the untrue story that you can't be a better speaker.**

Stop giving yourself negative messages, they often become self-fulfilling prophecies. If you can talk and you can form a sentence, then you can speak in public. Public speaking, only activates our feelings of unworthiness, nothing more. You don't have to believe the negative messages. Give yourself the opportunity to succeed.

### **2. Remember to breathe.**

Robert Heller, an American business leader is quoted as saying, "Fear is excitement without

breath.” If you feel that little bit of anxiety welling up in you, take a deep cleansing breath. Affirm to yourself that you are excited, and make it true. I don’t hear too many people start their speeches with “I’m so nervous to be here tonight.” You might try this instead, “I’m so excited to be here tonight.” Not only are you affirming a more positive statement for yourself, but you’re telling your audience that you care about them too.

### **3. What are you passionate about?**

Only speak on topics that you care about. When you speak about issues you care about it is easier to connect with your audience. They can feel and connect with your passion; I can still feel goosebumps on my arm when I hear Martin Luther King’s “I Have a Dream” speech. His passion is so clearly transmitted to his audience. He is clearly in the flow of his passion.

### **4. Talk to a friend.**

When you are talking with a friend, you can often talk nonstop without your inner critic judging you. You are in the flow of the conversation. You are not worried that your friend will judge you or what are going to say next, the conversation just flows. You just talk. When I am preparing for a speech I try to think of it as a conversation I will have with a friend. Speeches, for me are scary and too formal. I haven’t given a speech in many years, I just give talks. In this way I am freer to relax and connect with my new friends, even if there are 100 or more in the audience.

Bill Stafford is a speaker, author and seminar facilitator assisting others to unleash their creativity, improve business and personal relationships, and create lives of purpose, balance and authentic self-empowerment.

He has earned Master’s Degrees in both Music Education and Spiritual Psychology. He is also a certified Grief Recovery Specialist and successful life coach with a multi-industry background

including education, non-profit management and career transitions.

Mr. Stafford currently serves as Vice President of Public Relations for PCOC/Actors Guild Toastmasters. They met the 1st and 3rd Wednesdays of the month at noon at the Pasadena Convention Center.

## **INCOMING Founder’s District Officers July 1, 2016-June 30, 2017**

### **District Director**

Siri Payakapan, DTM

### **Program Quality Director North**

Karen Lucas, DTM

### **Program Quality Director South**

Daniel Cossack, DTM

### **Club Growth Director North**

Jill Briscoe, DTM

### **Club Growth Director South**

Diana Dee, DTM

**Division Director A** - Jeffrey Lee, ACB, ALB

**Division Director B** - Vicky Brennan, CC, ALB

**Division Director C** - Randy Kleiman, ACS, CL

**Division Director D** - Tim Hollenbeck, ACB, CL

**Division Director E** - Mark Lucas, ACB, ALB

**Division Director F** - Christine Brady, ACB, CL

**Division Director G** - Clifford Shimizu, ACS, CL

**Division Director H** - Jack Mercica, DTM

**Division Director I** - Lori Shapiro, DTM

**Division Director J** - Vijay Chidambaram, DTM



# How to Dress for Success on Stage

By **Lionnel Yamentou, DTM**

You have been handpicked to serve as a presenter for the Founder's District LACE event. You are a nervous wreck in the days that led to the event. You had always wanted it and are excited about the opportunity, but you have never had to share that knowledge on such a stage before. You know your material, are quite comfortable speaking in public, have been to LACE as a trainee a few times, but you have no clue what the experience of being a presenter would be like. Does that situation sound familiar to you?

That situation is what I experienced the first time I had to serve as a LACE presenter. When I thought about different ways to ensure I succeeded, what stuck with me was: "Look good, feel good and do your best!"

On the day of the event, I dressed in a suit to give a professional appearance. I was surprised to note that I had received almost as many positive reviews on my outfit as my presentation. I realized that by dressing the part, I felt more confident and my presentation went well. From that day, I make it a priority to have a professional appearance when I am presenting.

To help you in creating a professional appearance for yourself, you can refer to the following easy to follow guidelines:

## Colors

I once read about a study that said that people subconsciously associate certain colors with

certain emotions. You can use that to your advantage.

Pick outfit colors that match the emotions you want your audience to experience. Blue creates a sense of trust and security. It is often seen with banks and businesses. Black is for power and luxury. It is used to market luxury products. Think about your local jewelry store, or political leaders. They always use black strategically. Red increases heart rate and creates a sense of urgency. It is often used in clearance sales.

## Dress Code

Dress in a way that matches the group you are speaking to. For example, if you are speaking to bankers or real estate professionals, a suit and tie is almost always expected. If you are speaking to a group of high school students, a more business casual attire would be appropriate. Always vary between business casual and business formal for the stage. Also, have your outfit ready at least two days before the day you plan to present. It helps get your mind focused on the presentation.

## Remember the Basics

Be well groomed. Get plenty of rest so you feel good on the day of the presentation. Have water and a snack handy. Also have a few fresh breath mints for when you are interacting one on one with your audience members.

When in doubt about how to dress for success on stage, remember that "how you look determines how people look at you. And how people look at you determines how they interact with you." Always dress your best to consistently experience success on stage.



# Founders Gone Cosmic

By Steve Itzkowitz, ACS, ALS



The free pizza proved to be the 2nd best part of the experience.

Members from clubs that achieved 5 new members during the Talk It Up Toastmasters event in March and February walked in to find pizza from such establishments as Pepz and Valuetina's among others wondering what else was in store for them.

Then, all the attendees walked into an assembly hall filled with fog machines, laser machines, strobes and 3 projection screens that is equipment usually reserved for a big concert.

However, the attendees were in for something very different.

Public speaking extraordinaire Cindy Carpenter got the festivities off to a very interesting and sensational start with a game in which two total stranger Toastmasters would ask each other questions that ranged from how to gain more control to what someone disliked about themselves to if high tech goggles should be outlawed if they allow



a person to see thru another person's clothing to if a Toastmaster has ever been sunburnt and, if so, how badly. Only in Founders, which is based in sunny southern California, could such a question of a Toastmaster be asked. As Cindy put it in reacting to the event, "The whole combination of what happened at the event made for a unique experience." David Carpenter, District 12 Club Growth Director, summed it by stating, "My favorite part of the event was how unusual it was and how it wasn't the usual Toastmasters event."

But, wait. There's more.

Dan Cossack, Founders District Club Growth Director, Program Quality Director South-elect and the event organizer, assembled a video that highlighted the maiden voyage to the moon as part of the United States' first mission to the moon. As the video was being played, music that was pulsating, ambient and inspirational surrounded it. Within the video were images of women that looked very angelic as they were captured in various parts of outer space. All the while, there were laser lights shooting across the ceiling with the strobe lights blaring and the fog machine adding some intensity to the presentation. Dan even graced the audience with his acoustic guitar playing skills. Nice going, Dan! As said by Mallory Prest, "I enjoyed the pizza party and the networking session. I also appreciated the work that went into producing the electrical light show."



Special recognition goes out to Irvine Toastmasters, who recruited 11 new members to their club during Talk It Up Toastmasters. That's some serious talking up of Toastmasters on the

part of Irvine Toastmasters. In the spirit of Neil Armstrong's statement after reaching the moon in which he said, "One small step for man. One giant leap for mankind," it can be said that adding 11 new members to its club represented one giant leap for Irvine Toastmasters. Hearty congratulations go out to all the members of that club.



Finally, the attendees got a chance to hear from two-time district speaking champion, Daniel Midson-Short, who reminded us of the importance

of surrounding ourselves with positive, uplifting people. As a matter of fact, he gave a testimonial that pretty well summed up what it means to be a Toastmaster in Founders District and regarding the event.

"Founders district is such an amazing community of people. All of us share a common goal to become the best we can, both as speakers and contributors to others. I am so grateful for all that has been given to me, and am proud to



be a part of the original and best district."

Enough said.

On to "Beat the Clock" ...



## **Tips for Building Club Membership and Retaining Members**

**by Rose Abbott, ACB, ALB**

### **Convert Guests to Members**

1. Maintain a Toastmasters Club web site and Facebook page that provides information on meeting date, time and location. Include information such as: Why Toastmasters? About us and photos of club in action and having fun.
2. Guest packets with membership applications; include the handout: Benefits of Membership, welcome letter and TM branded brochures or magazines.
3. Members talk to guests about the benefits of joining Toastmasters.
4. Invite guests to introduce self at beginning of the meeting and give comments at the end of the meeting.
5. Invite guests to participate in Table Topics.
6. Encourage members to bring guests to meetings and participate in TM membership building contests.
7. Sign-up members as "sponsor" on back of new member form to recognize member who helped convert a guest to member.

### **Retain New and Existing Members**

1. Induct new members and give them a new member pin along with other resources including "A Toastmaster Wears Many Hats" and Distinguished Member plan form.
2. Schedule New Member Orientation quarterly.
3. VPE meets with each new member to explain the TM educational program.

4. Participate in Distinguished Member Program—member to set goals for the year.
5. Distinguished Club Program – officers set goals for the year.
6. Celebrate and recognize member and club achievements with ribbons and certificates.
7. Talk about the benefits of being an advanced communicator and leader.
8. Train Club Officers and hold monthly (or bi-monthly) officer council meeting.
9. VP Membership tracks membership goals.
10. VPE sends out weekly update to all members with pictures and recap of meeting.

*Rose Abbott, ACB, ALB is currently the B1 Area Director. Her area is the first in Founder’s District to become President’s Distinguished. Her home club is Parsons Club #2151. Parsons club members have recruited 35 members so far this year - more than any club in Founder’s District!*



**Redefining Leadership**  
by Glenn Yasukochi, DTM

It’s that time of year we have that daunting task of finding members to take leadership roles

at the Club, Area, Division, and District levels. We should have multiple candidates running for every position, but that is never the case. After all, improving leadership skills is half of what we are. We are a place “where leaders are made.” Let’s redefine the reason to take on leadership roles.

A leader is not just a position in an organization, community, or country. As Toastmasters, we need

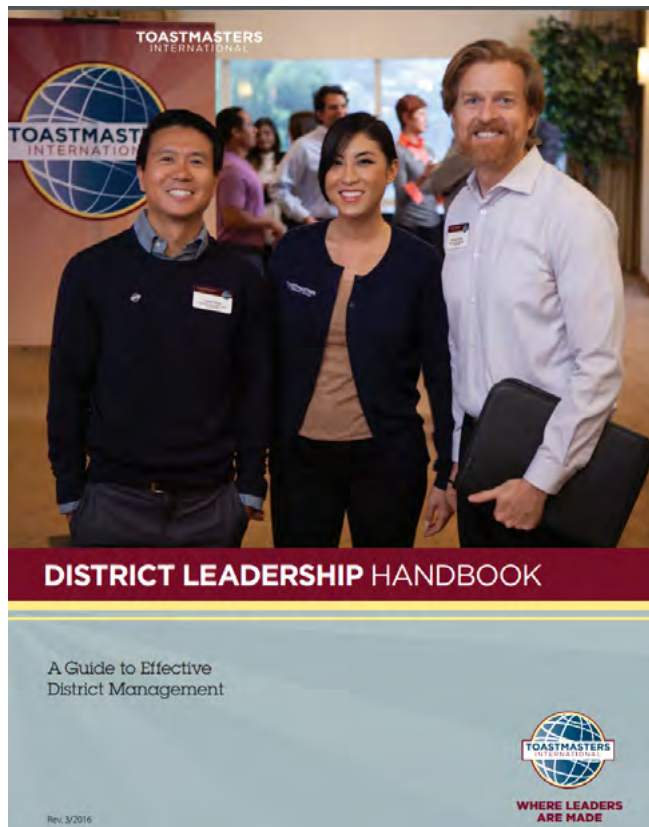
to communicate that leadership is a necessary skill set that compliments communication.

Leadership is the capacity and drive within an individual that guides them onward and upward. Through leadership we develop confidence, creativity, vision, action strategies, organization, and time management skills. Essential components to motivate and drive you to overcome any obstacles that may prevent you from making your goals an achievable reality.

Communication helps you create your life’s message and leadership ignites it into an actionable strategy.

Taking on district leadership roles has given me the confidence that anything is achievable.

Why not take on the challenge of a leadership role in Founder’s District? You may be surprised where the journey will lead you.



**Founder's District**  
C/O Pan Kao, DTM. Ph.D.  
**P.O. Box 4024**  
**Cerritos, CA 90703**



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Champion Contest



**June 11, 2016 - Chapman University Orange**  
**June 25, 2016 - Azusa Pacific University, Azusa**

Register at [www.foundersdistrict.org](http://www.foundersdistrict.org)