

# **CLUB SUPPORT— D6**

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**REGION 4 ADVISOR**



# FOCUS



**What is your focus?**

**Support  
Training  
Communication**



**How can you best support your clubs**

**Know your Clubs  
Communicate  
Visit**



**How does pathways fit in**



**TOASTMASTERS**  
INTERNATIONAL

**SERVING CLUBS THROUGH VISITS:  
A GUIDE FOR AREA DIRECTORS**

# SUPPORT YOUR CLUBS

- Visit every club in your area at least twice a year and more frequently if possible
- Maintain regular contact with club presidents
- Encourage ideas and cooperation from clubs and members
- Ensure that every club in your area is of the highest quality so that members benefit from the Toastmasters education program

# SUPPORT YOUR CLUBS

- Identify opportunities for club enhancement that help bring about positive change
- Support and motivate clubs to provide the best possible member experience, enhancing member retention and building membership
- Assist your area and the clubs in it to earn Distinguished recognition, thereby contributing to division and district recognition

# KNOW YOUR CLUBS

- Research Toastmasters Dashboard



### Leadership Central

Club Central  
Club Officer Tools  
Logos, Images and Templates  
Speech Contests  
Eligibility Assistant

District Central  
District Leader Tools  
Public Relations  
The Leader Letter  
Legal and Tax Compliance

[Distinguished Performance Reports](#)  
Region Advisor  
Governing Documents  
Month-End Closing Dates  
Region Realignment 2018

# EVERY TOASTMASTER'S JOURNEY STARTS WITH A SINGLE SPEECH



## START YOUR JOURNEY

# TOASTMASTERS INTERNATIONAL

2018-2019 | Oct | As of 19-Oct-2018 | Export

**Club Search**

Name or Number

**Search**

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Home

Dashboard

Toastmasters.org

Performance

District

Division & Area

Club

Other Reports

Daily Reports

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District Recognition

Club Recognition

Dashboard Guide

Mobile

- Select a District
- District 01
  - District 02
  - District 03
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  - District 23
  - District 24
  - District 25
  - District 26
  - District 27
  - District 28
  - District 29

Region		Membership Payments							Club Growth			Distinguished Clubs	
		New	Renewals	Charter	YTD	Base	Growth	YTD	Base	Growth	YTD	%	
DSP	Training	2,886	15,496	380	18,762	46,033		1,066	1,194		0		
Y	Y	491	2,624	93	3,208	7,682	-58.24%	168	178	-5.62%	0	0%	
Y	Y	384	2,026	72	2,482	6,312	-60.68%	144	171	-15.79%	0	0%	
Y	Y	134	788	57	979	2,224	-55.98%	63	66	-4.55%	0	0%	
Y	Y	210	1,107	82	1,399	3,280	-57.35%	78	88	-11.36%	0	0%	
Y	Y	282	1,740	23	2,045	5,338	-61.69%	122	146	-16.44%	0	0%	
Y	Y	191	1,181	0	1,372	3,463	-60.38%	92	100	-8%	0	0%	
Y	Y	353	2,040	1	2,394	5,870	-59.22%	144	160	-10%	0	0%	
Y	Y	417	2,082	21	2,520	5,965	-57.75%	136	144	-5.56%	0	0%	
Y	Y	424	1,908	31	2,363	5,899	-59.94%	119	141	-15.6%	0	0%	
DSP	Training	3,382	16,431	351	20,164	49,855		1,024	1,199		0		
Y	Y	507	2,268	28	2,803	7,051	-60.25%	147	171	-14.04%	0	0%	
Y	Y	505	2,230	80	2,815	6,966	-59.59%	110	136	-19.12%	0	0%	
Y	Y	233	1,261	64	1,558	3,514	-55.66%	84	100	-16%	0	0%	
Y	Y	487	2,716	82	3,285	8,292	-60.38%	197	243	-18.93%	0	0%	
Y	Y	132	857	0	989	2,690	-63.23%	55	65	-15.38%	0	0%	
Y	Y	329	1,648	24	2,001	5,154	-61.18%	94	115	-18.26%	0	0%	
Y	Y	247	1,185	19	1,451	3,474	-58.23%	79	87	-9.2%	0	0%	
Y	Y	527	2,251	0	2,778	6,807	-59.19%	132	144	-8.33%	0	0%	
Y	Y	415	2,015	54	2,484	5,907	-57.95%	126	138	-8.7%	0	0%	
DSP	Training	3,760	16,265	449	20,474	49,725		1,048	1,202		0		
Y	Y	690	3,163	83	3,936	9,241	-57.41%	202	219	-7.76%	0	0%	
Y	Y	455	2,356	165	2,976	6,759	-55.97%	137	145	-5.52%	0	0%	
Y	Y	219	1,172	0	1,391	3,808	-63.47%	76	96	-20.83%	0	0%	
Y	Y	198	1,012	23	1,233	3,356	-63.26%	73	101	-27.72%	0	0%	
Y	Y	426	2,083	40	2,549	6,560	-61.14%	130	160	-18.75%	0	0%	
Y	Y	622	2,108	62	2,792	7,099	-60.67%	154	173	-10.98%	0	0%	
Y	Y	772	2,943	76	3,791	8,646	-56.15%	180	202	-10.89%	0	0%	
Y	Y	378	1,428	0	1,806	4,256	-57.57%	96	106	-9.43%	0	0%	
<b>Region 04</b>	<b>DSP Training</b>	<b>2,194</b>	<b>14,118</b>	<b>161</b>	<b>16,473</b>	<b>42,692</b>		<b>979</b>	<b>1,157</b>		<b>0</b>		
Y	Y	285	1,919	21	2,225	5,614	-60.37%	135	154	-12.34%	0	0%	
Y	Y	248	1,453	20	1,721	4,202	-59.04%	97	109	-11.01%	0	0%	



**Club Search**

Name or Number

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Dashboard

Toastmasters.org

**Performance**

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Mobile

**District Performance** | **Division and Area Performance** | Club Performance | Club Status

**Club Performance for District 06**

To be considered for recognition, clubs must have 20 members or a net growth of at least five new members as of June 30th.

**Club Goals**

- Two CC awards
- Two more CC awards
- One AC award
- One more AC award
- One CL/ALB/ALS/DTM award
- One more CL/ALB/ALS/DTM award

**Club Goals**

- Four Level 1 awards
- Two Level 2 awards
- Two more Level 2 awards
- Two Level 3 awards
- One Level 4 award
- One Level 5 award

**Club Goals**

- Four new members
- Four more new members
- Four officers trained during both training periods
- One dues renewal and one officer list submitted on time

**Goals**

Distinguished **5**

Select Distinguished **7**

President's Distinguished **9**

Expand | Collapse

Division A		D Clubs 0		S Clubs 0		P Clubs 0															
Area 01		D Clubs 0		S Clubs 0		P Clubs 0															
	Membership		Goals	CCs		ACs	CLs	Pathways					Mem.		Trn.		Rn. Lst.				
	Base	To Date	Met	1	2	3	4	5	6	P1	P2	P3	P4	P5	P6	7	8	9a	9b	10a	10b
00633024	Speaking In Bytes Toastmasters Club	13	13	1	0	0	0	0	0	0	0	0	0	0	0	2	0	2	0	1	1
01062040	Golden Toasters	24	16	3	1	0	0	0	1	1	1	0	0	0	0	3	0	7	0	1	1
01239232	Toastmasters of Pharmacy Services	16	14	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	0	1	0
03584407	Pumpnickel Toastmasters	14	12	2	0	0	0	0	1	0	2	0	0	0	0	1	0	6	0	1	1
Area 02		D Clubs 0		S Clubs 0		P Clubs 0															
	Membership		Goals	CCs		ACs	CLs	Pathways					Mem.		Trn.		Rn. Lst.				
	Base	To Date	Met	1	2	3	4	5	6	P1	P2	P3	P4	P5	P6	7	8	9a	9b	10a	10b



Change Districts: 06

Change Reports: October Dues Renewal Status

## Toastmasters International

### October Dues Renewal Status - District 6

Reports are uploaded daily - Updated: October 20, 2018 5:42 AM PT  
 For questions regarding the information found on this report, please contact  
[renewals@toastmasters.org](mailto:renewals@toastmasters.org).

Club	Division	Area	Renewal_Status	Name	Location
4650	C	22	Verified complete - 10/19/2018	PROS Toastmasters Club	Bloomington
7034939	E	46	Verified complete - 10/19/2018	Avocado Toast Masters	Shakopee
654731	E	42	Verified complete - 10/17/2018	Postal Toasters Club	Eagan
3998	E	41	Verified complete - 10/16/2018	Positively Outspoken Club	Lake Elmo/Woodbury
8693	F	52	Verified complete - 10/16/2018	Rochester Break Of Day Toastmasters Club	Rochester
2019	A	4	Verified complete - 10/15/2018	Sales And Marketing Executives Club	Minneapolis
1098516	D	32	Verified complete - 10/09/2018	SUPER Communicators	Eden Prairie
5053	D	35	Verified complete - 10/05/2018	Tri-County Toastmasters	Watertown
2342607	B	13	Verified complete - 10/04/2018	Mall Talkers	Minneapolis
6655858	F	54	Verified complete - 10/04/2018	Strivers Toastmasters	Rochester
6839291	C	23	Verified complete - 10/03/2018	Ed Talks	Bloomington
5369	C	21	Verified complete - 10/03/2018	Toro ProsE Toastmasters Club	Bloomington
5432979	B	14	Verified complete - 10/03/2018	Lurie Toastmasters	Minneapolis
3868906	C	26	Verified complete - 10/03/2018	Return To Words	Bloomington
981	D	32	Verified complete - 10/02/2018	Crest Toastmasters Club	Eden Prairie
4611	C	23	Verified complete - 10/02/2018	Luncheon Linguists Club	Bloomington
4731138	D	31	Verified complete - 10/02/2018	Talking BS Bluestem Toastmasters	Eden Prairie
2377	E	41	Verified complete - 10/02/2018	Stillwater Toastmasters Club	Stillwater
1286458	C	26	Verified complete - 10/01/2018	Tech Masters-Twin Cities	Bloomington
7050312	F	53	Verified complete - 10/01/2018	Nurse Masters	Rochester
762916	F	53	Verified complete - 10/01/2018	Winona Toastmasters	Winona
9026	F	53	Verified complete - 10/01/2018	Toastmasters Too!	Rochester
4950862	E	46	Verified complete - 10/01/2018	Flyin' Toasters	Burnsville
9924	E	41	Verified complete - 09/30/2018	Discovery Club	Oakdale
821458	F	52	Verified complete - 09/30/2018	Humor-US Club	Rochester
http://dashboards.toastmasters.org/		25	Verified complete - 09/30/2018	Attention Getters Club	Edina
		11	Verified complete - 09/30/2018	Goal Getters Toastmasters	Minneapolis

# STATISTICS AND DATA HUB

World Headquarters conducts extensive research to gain insights about Toastmasters members and their experiences. Some of the research gathered through studies and surveys is available below. This data will help district leaders build marketing plans and strategies to achieve their goals, and strengthen club officer training.

This page will be updated periodically, so please check back for more data.

*\* Please note: Printing infographics requires legal-size paper.*

Distinguished  
Districts

Membership  
Retention

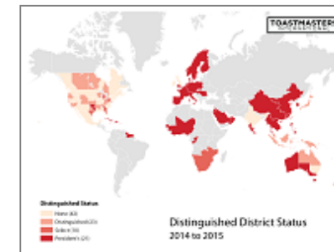
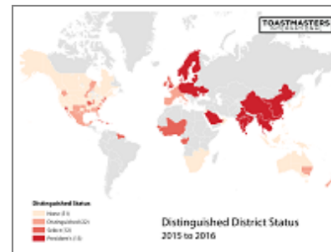
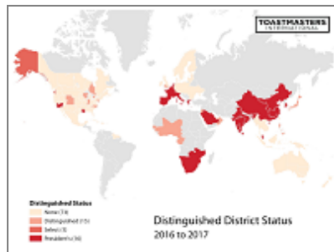
Membership  
Demographics

Maps of Clubs  
by Country

Infographics

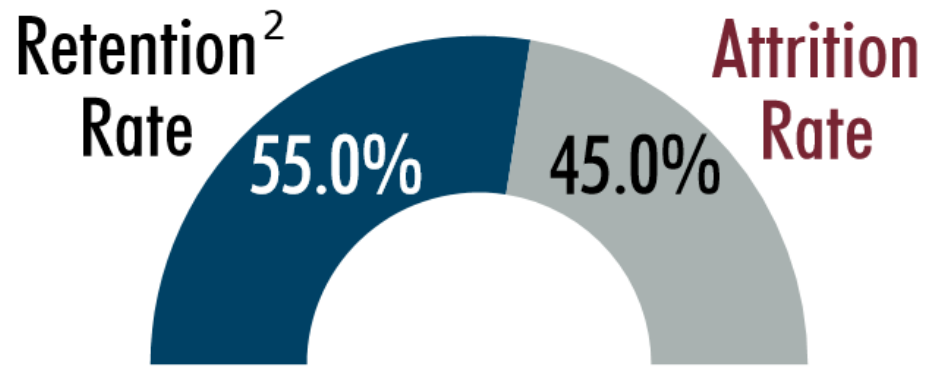
Recent  
Studies

## Distinguished Districts



## Top Reasons For Joining:

- ✓ Improve Communication
- ✓ Overcome Fear
- ✓ Increase Confidence



New Members<sup>3</sup> > 200,400

Non-Renewing<sup>4</sup> > 94,600

Member Tenure > 2.6 Years

- WHY DO MEMBERS JOIN?
- WHY DO MEMBERS STAY?
- WHY DO MEMBERS LEAVE?

# YOUR CLUBS

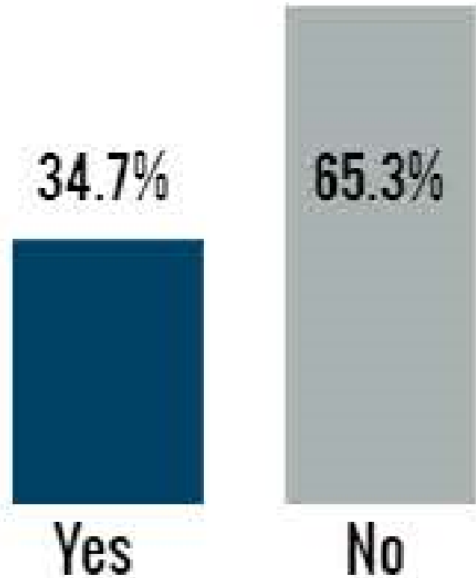
## Top Reasons for Not Renewing



- **WHY DO MEMBERS JOIN?**
- **WHY DO MEMBERS STAY?**
- **WHY DO MEMBERS LEAVE?**

# YOUR CLUBS

**Is there something that could have been done to convince you to renew?**



- **WHEN SOMEONE MISSES A MEETING, DO YOU CARE?**
  - **WHAT ABOUT 2?**
  - **WHAT ABOUT 3?**
- **PHONE CALL? E-MAIL? TELEGRAM?**
- **DO YOU WAIT FOR APRIL OR OCTOBER 1<sup>ST</sup>?**
  - **“HEY! YOU’RE LATE, ARE YOU COMING BACK?”**

**FOLLOW-UP – DO YOUR CLUBS CARE?**

# KNOW YOUR CLUBS

- Research Toastmasters Dashboard
- Be a customer
  - Try “Find a Club” to make sure your clubs can be found
  - Visit Club Websites
  - Use the public contact info
- Communicate regularly

# VISITS - WHAT ARE YOU LOOKING FOR?

- **SERGEANT AT ARMS**
  - **GREET ALL MEMBERS AS WELL AS GUESTS**
  - **TAKE ATTENDANCE AND PROVIDE TO VPS**
- **SECRETARY**
  - **TAKE NOTES AND SEND OUT E-MAILS**
    - **MEETING NOTES/RECAP**
    - **WELCOME LETTER TO GUESTS**
- **TREASURER**
  - **PROCESS NEW MEMBER AND RENEWALS PROMPTLY**



# VISITS - WHAT ARE YOU LOOKING FOR?

- **VP PR**
  - **HAVE THEY DETERMINED WHAT WORKS AND ARE DOING MORE OF “IT”**
  - **DON'T WASTE TIME ON KEEPING UP 12 SOCIAL MEDIA PAGES**
- **VP MEMBERSHIP**
  - **FOLLOW UP WITH MEMBERS THAT MISS A MEETING**
- **VP EDUCATION**
  - **FOLLOW UP WITH MEMBERS ON THEIR PLAN AND PROGRESS – AT LEAST QUARTERLY**
- **PRESIDENT**
  - **SUPPORT THESE EFFORTS, FILL IN AND HELP WHERE NEEDED**

# NEXT

- **NEXT WEEK**
  - **FOLLOW UP WITH ALL CLUB PRESIDENTS – SCHEDULE AN AREA COUNCIL MEETING IN EARLY NOV**
  - **SURVEY ALL VPS OF EDUCATION GOALS**
- **NEXT 30 DAYS**
  - **HOLD AREA COUNCIL MEETING WITH PRESIDENT, VP EDUCATION AND VP MEMBERSHIP**
  - **COMPLETE YOUR NEXT PATHWAYS PROJECT**
- **NEXT 90 DAYS**
  - **COMPLETE YOUR LEVEL 1**
  - **SCHEDULE NEXT AREA COUNCIL**

# **NEXT – SUGGESTIONS FOR CLUBS**

- **NEXT WEEK**

- **FOLLOW UP WITH ALL MEMBERS THAT HAVE MISSED A MEETING SINCE SEP 15**
- **SURVEY ALL ACTIVE MEMBERS ON EDUCATION GOALS**

- **NEXT 30 DAYS**

- **FOLLOW UP WITH ALL NON RENEWALS FROM OCTOBER AND LAST APRIL**
- **HELP MEMBERS WITH TRANSITION TO PATHWAYS**

- **NEXT 90 DAYS**

- **MAKE SURE TO PUBLICIZE NEW EFFORTS**
- **PIZZA FOR DUES OR OPEN HOUSE**

# FOCUS



**What is your focus?**

**Support  
Training  
Communication**



**How can you best support your clubs**

**Know your Clubs  
Communicate  
Visit**



**How does pathways fit in**

# **WILL PATHWAYS HELP?**

**The many benefits to members include:**

- **A learning experience tailored to your personal and professional goals**
- **The opportunity to develop many skills relevant to an evolving global marketplace**
- **Recognition of educational achievements that will come earlier and more frequently**
- **New technological resources to improve speeches and support meeting roles**
- **Online access to educational materials**
- **Videos that model the skills you are learning**

# WILL PATHWAYS HELP?

**In Pathways, you will take an online assessment of your *skills, interests and goals.***

**The assessment will recommend the three paths that best match your responses.**

**If you don't want to work in a recommended path, you may select whichever path you prefer.**

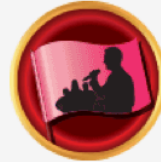


# WILL PATHWAYS HELP?

## Pathways Learning Paths



**Dynamic  
Leadership**



**Effective  
Coaching**



**Innovative  
Planning**



**Leadership  
Development**



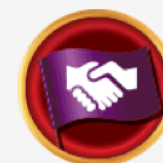
**Motivational  
Strategies**



**Persuasive  
Influence**



**Presentation  
Mastery**



**Strategic  
Relationships**



**Team  
Collaboration**



**Visionary  
Communication**

# WILL PATHWAYS HELP?

- **PRESENTATION MASTERY** helps you build your skills as an accomplished public speaker. The projects on this path focus on learning how an audience responds to you and improving your connection with audience members.
- **LEADERSHIP DEVELOPMENT** helps you build your skills as an effective communicator and leader. The projects on this path focus on learning how to manage time, as well as how to develop and implement a plan
- **MOTIVATIONAL STRATEGIES** helps you build your skills as a powerful and effective communicator. The projects focus on learning strategies for building connections with the people around you, understanding motivation and successfully leading small groups to accomplish tasks.
- **STRATEGIC RELATIONSHIPS** helps you build your skills as a leader in communication. The projects on this path focus on understanding diversity, building personal and/or professional connections with a variety of people and developing a public relations strategy.



# WILL PATHWAYS HELP?

- **WHAT CAN YOU DO?**
  - **IDENTIFY CLUBS THAT MAY NEED SUPPORT**
  - **ENCOURAGE ADOPTION FOR OFFICERS**
  - **LOOK AT THE ICEBREAKER TODAY**
    - **[HTTPS://WWW.TOASTMASTERS.ORG/PATHWAYS-OVERVIEW](https://www.toastmasters.org/pathways-overview)**

**QUESTIONS?**

