



District 91

District Executive Committee

3 November 2017



Agenda

1. Welcome & District Mission
2. Roll Call & Quorum
3. 2017/18 Budget
4. Realignment Committee Update
5. Future Conferences
6. Reports
7. Review of motions
8. AOB



Roll Call & Quorum

Eligible Votes & Quorum	
Number of District Executive Committee members:	47
Quorum (majority of members):	26
Votes Registered	
District Executive Committee members registered:	



D91 Budget

Beauty Zindi
Finance Manager



2017/18 Budget: Expenses

Expense	Allocation	% of Total	Limit
Conferences	31,900	37.2%	Unlimited
Marketing	16,275		
Education & Training	26,038	23.3%	30%
TLI	4,060		
Communication & PR	8,871	6.9%	25%
Speech Contests	2,350	1.8%	10%
Administration	5,210	4.0%	20%
Travel	34,720	26.8%	30%
TOTAL	129,424	100%	



2017/18 Budget vs 2016/17 Actuals

Item	2017/18 Budget	2016/17 Actuals	Variance
Membership Revenue	76,390	78,101	(1,711)
Conference Revenue	27,890	20,369	7,521
Other		3	(3)
Total Revenue	104,280	98,473	5,807
Total Expenses	129,424	83,203	46,221
<i>Net Income/(Loss)</i>	<i>(25,144)</i>	<i>15,270</i>	<i>(40,414)</i>



D91 Realignment

Paul Walsh
Realignment Committee



Realignment Committee Update

- ▶ New Chair – Paul Walsh DTM
- ▶ The year ahead:
 - Consolidation of 2017/18 alignment
 - Preparation for realignment
- ▶ Seeking representatives from each Division



D91 Future Conferences

Andy Hammond
PQD



- ▶ May conference pipeline
- ▶ November options
- ▶ Conference Committee

May conference pipeline

- ▶ May 2018 – The Coppid Beech, Bracknell
- ▶ May 2019?
- ▶ May 2020?





November options

- ▶ No November conference
- ▶ No District-level contests (May only)
- ▶ Virtual Council meeting
- ▶ Focus on training to support District and Club Mission

Conference Committee

- ▶ Potential locations for May conferences
- ▶ Consult on options for November events
- ▶ Consult on options for contests
- ▶ Prepare proposals for Council meeting

What will benefit members?



DIVISION & AREA DIRECTOR REPORTS



DISTRICT LEADERSHIP TEAM REPORTS

District Leadership Team Reports



- ▶ IPDD Vanessa King DTM
- ▶ PR Manager Nigel Oseland
- ▶ Administration Manager Paul Rhys-Taylor
- ▶ Club Growth Director Florian Bay DTM
- ▶ Program Quality Director Andy Hammond DTM
- ▶ District Director Pedro Casillas DTM



IPDD

Update Autumn 2017

District 91

Vanessa King DTM



Public Relations

Update Autumn 2017

District 91

Nigel Oseland



Internal comms



DISTRICT 91 UK SOUTH

NEWSLETTER

E-Newsletter #2, August 2017

Welcome Fellow Toastmasters

Hello and welcome to our second e-newsletter. Apologies for my tardiness but it has been a busy month with holidays and the *International Convention*. This newsletter provides a quick summary of the news and events across our district. The information is replicated on our website with more detail; just follow the <Read More> links. Also, please do contact me, Nigel, your District PR Manager, if you have any district level news to share.



Diary Dates

We have just over one month to go before the end of the **Smedley Award**. This is a membership building contest in which your club will be rewarded for attracting five new members, and of course our DLT will be eternally grateful for your efforts. Follow this link to find out more about the award from **Florian Bay**.

The Toastmasters event of the year, *The International Convention*, recently ended. To find out more about the convention and our District Leadership Team (DLT) Trio's experience see Florian's write-up.

August is also the time of the year when the area's Club Officer Training (COT) should be completed; club officers see our calendar for COTs near you if you still need to attend one. Area Directors note that COT reports should be submitted by **31 August** (to count towards a Distinguished credit). We also have a District Executive Committee (DEC) meeting scheduled for **17 September**.

[Read More](#)

DLT Dispatches

Our District Leadership Team (DLT) have spent the last week at the *International Convention* receiving leadership training, attending the elections, annual business meeting and, of course, enjoying the *World Champion of Public Speaking* contest.

Follow the link for more updates from our DLT Trio. This month, Pedro tells us about how he voted for the district, Andy gives a progress report on COTs and Florian encourages us to grow membership.

[Read More](#)



[Toastmasterclub.org \(Easy Speak\)](#) [Toastmasters.org.uk \(Marketing\)](#) [Toastmasters.org \(International\)](#)

DISTRICT D91 - UK SOUTH

We empower individuals to become more effective communicators and leaders.

UK & Ireland

Districts 71 & 91

Conferences

3-5 November

D71 Steel City Conference & D91 The Gatwick Conference

Home

About

Events

Photos

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Community

Reviews

Posts

YouTube

Twitter

Create a Page

Liked

Following

Create fundraiser

...

Status

Photo/Video

Write something on this Page...

Upcoming Events

District 91

AUTUMN CONFERENCE 2017

THE GATWICK CONFERENCE

Gotwick Airport
4 November 2017

Charity

5.0 ★★★★★

Very responsive to messages

Community

See all

Invite your friends to like this Page

2,568 people like this

2,554 people follow this

Andy Hammond and 13 other friends like this

About

See all

Typically replies within minutes

Send message

External comms

12
Articles

230
Publications
(19 per month)

422,184,397
Reach

(£862,950
editorial value)

Continuous improvement



Toastmasters UK & Ireland Newsletter & Comms Survey

Please complete this short survey on your district newsletter and comms to help improve our services.

1. How did you hear about Toastmasters for the very first time? *(select one)*

- | | |
|------------------------------------------------------------------------------|---------------------------------------------------------------|
| <input type="radio"/> Word of mouth | <input type="radio"/> Posted (hard copy) letter or newsletter |
| <input type="radio"/> Conference/presentation/speaker | <input type="radio"/> Newspaper/magazine advert |
| <input type="radio"/> Social media (Facebook, Twitter, LinkedIn, MeetUp etc) | <input type="radio"/> Newspaper/magazine article |
| <input type="radio"/> Leaflet or flyer | <input type="radio"/> Book |
| <input type="radio"/> Email or emailed newsletter | <input type="radio"/> Google or other search engine |

2. How else did you hear about Toastmasters before actually joining? *(select all that apply)*

- | | |
|---------------------------------------------------------------------------------|------------------------------------------------------------------|
| <input type="checkbox"/> Word of mouth | <input type="checkbox"/> Posted (hard copy) letter or newsletter |
| <input type="checkbox"/> Conference/presentation/speaker | <input type="checkbox"/> Newspaper/magazine advert |
| <input type="checkbox"/> Social media (Facebook, Twitter, LinkedIn, MeetUp etc) | <input type="checkbox"/> Newspaper/magazine article |
| <input type="checkbox"/> Leaflet or flyer | <input type="checkbox"/> Book |



Administration

Update Autumn 2017

District 91

Paul Rhys-Taylor



Club Growth

District 91

Florian Bay DTM, Club Growth Director



Tools & Processes for success

- ▶ Positive feedback from users of *Launching Successful Clubs* manual.
- ▶ Enthusiastic response on Demo Box for Open-House & demo meetings.
- ▶ Strong momentum on building new clubs.
- ▶ Monitoring of membership growth & retention

Priorities from Nov onwards

- ▶ Supporting launch of new community clubs.
- ▶ Beefing up Club Growth Team
- ▶ Creating a structured club mentoring and club coaching programme.
- ▶ Corporate & general public outreach



Program Quality

District 91

Andy Hammond DTM, Program Quality Director



- ▶ District Officer Training
- ▶ Distinguished Clubs Goal
- ▶ Toastmasters Leadership Institute
- ▶ Pathways roll out



District Officer Training

- ▶ Qualifying requirement – 85% of Division and Area Directors trained – Achieved!



Distinguished Clubs goal

- ▶ At least 80% of clubs distinguished (2016-2017 = 75%)
- ▶ Corporate COT at Google in July
- ▶ At least two corporates COTs in January



Toastmasters Leadership Institute

- ▶ Plan, and budget, for 5 TLIs in January
- ▶ Identify members' needs through Area Visit Reports
- ▶ Coordinated at Division level



Pathways roll out ...



Pathways

Update Autumn 2017

District 91

Andy Hammond DTM, Program Quality Director



- ▶ Major milestones
- ▶ Key messages

Major milestones

- ▶ Formal notification of March roll out received 12th October
- ▶ Pathways Guides appointed by 5th December
- ▶ Club visits January/February
- ▶ 70% of club visits required to trigger roll out in March



Key messages

- ▶ Members – log on to TI website; check available information
- ▶ Clubs – prepare to schedule visits by Pathways Guides
- ▶ Area Directors – consider including Pathways training in COTs



District Director

District 91

Pedro Casillas DTM, District Director



REVIEW OF MOTIONS FOR COUNCIL MEETING



ANY OTHER BUSINESS

For the good of Toastmasters in
District 91

Area Director Reports



D91-Division Area Directors 2017-18
Reports-Nov 17



Division A

Division B

Division C

Division H

Division J

Division K

Division L



Add Page

Area 1

Club: 01279299 Toastmaster

Club: 00005774 Toastmaster

Club: 02685904 Toastmaster

Club: 00009090 Toastmaster

Area 14

Area 42

Club: 01768164 Toastmaster

Club: 01163131 Toastmaster

Club: 00595108 Toastmaster

Club: 00000742 Toastmaster

Area 46

Club: 00002965 Toastmaster

Area 62

Club: 00000742 Toastmasters Confirmation of Area Visit Report for Hallmark Speakers

31 October 2017 07:09

Subject	Club: 00000742 Toastmasters Confirmation of Area Visit Report for Hallmark Speakers
From	Toastmasters Online Submission
To	pedro.casillas@btopenworld.com; andythammond@btinternet.com; brewer_cj@msn.com; florian.bay@gmail.com; steve@vnear.co.uk; embraceexcellence@hotmail.co.uk
Sent	30 October 2017 17:57

Dear Caroline Brewer, ACB, ALB

This is an e-mail confirmation of the Area Visit Report recently submitted for:

Area 42 Division A District 91 Club 00000742

Round 1 Hallmark Speakers 9/12/2017

Step 1

First Impressions

Describe the atmosphere of the meeting. (Consider meeting set-up, location, friendliness of members, etc.)

There is a 'buzzy', welcoming atmosphere. The meeting room is well set up with tables and chairs. The hotel is well located and Bournemouth is a vibrant town with a mix of university students and retirees. There were a number of guests (as there often are) and they were welcomed individually, introduced to an existing member and given visitor's packs. The club currently videos every meeting and then makes them available to the public via YouTube. The video was mentioned by the SAA at the beginning but not that it would be accessible to the public.

Are guests warmly welcomed? **Yes**

Are guests given information? **Yes**



D91 Website Redesign Proposals

Paul Rhys-Taylor



District 91

District Executive Committee

3 November 2017