

# District 91 Council Meeting - AGENDA & COUNCIL PACK

15:30 Saturday 5 May 2018

Coppid Beech Hotel Bracknell

## Agenda

1. Call to Order / Welcome  
District Mission, Introductions, Apologies, Moment of Reflection, Procedure
2. Adoption of Agenda
3. Credentials Committee Report and Appointment of Tellers
4. Acceptance of Minutes of previous Council Meeting
5. Confirmation of Appointments
6. Alignment Committee Report and Assignment of Clubs to Area and Divisions for the following year
7. Leadership Committee Report and Elections
8. Mid-Year Audit and Finance Manager's Report
9. Division Directors Reports
10. District Leadership Team Reports
11. Toastmasters International Update
12. Bids for District Conferences
13. New Business - Motions
14. Any Other Business
15. Announcements and Adjournment



### 3. Credentials Committee Report and Appointment of Tellers

<b>Eligible Votes &amp; Quorum</b>	
Number of Clubs Eligible on 5 May 2018	
Club votes: (2 per club)	
Quorum (1/3 of total votes):	
Total votes registered at credentials desk:	
<b>Votes Registered</b>	
Club votes registered:	
District Executive Committee members registered:	
Total votes registered:	
<b>Number of votes required for:</b>	
Majority	
2/3 Vote	

### 4. Acceptance of Minutes of Council Meeting on 4 November 2017

#### District 91 Council Meeting Minutes

14:00 – 16:00

Hilton Gatwick, South Terminal Gatwick Airport RH6 OLL

#### 1. Call to Order / Welcome *District Mission, Introductions, Apologies, Moment of Reflection*

District Director Pedro Casillas welcomed all to the first District Council meeting of 2017-18. He explained the purpose, membership and function of the District Council and the importance of member attendance at the District Council.

Division K Director Tomasz Kropiewnicki was called on to recite the District Mission, which is:

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

The following guests and past District Directors were then recognised:

Region 11 Advisor Aletta Roachat DTM

Past District Director Jean Gamester DTM

Immediate Past District Director, Vanessa King DTM.

**Introduction of other District Officers**

District Finance Manager Beauty Zindi

District Administration Manager Paul Rhys-Taylor

District Public Relations Manager Nigel Oseland

Club Growth Director Florian Bay DTM

Program Quality Director Andy Hammond DTM

District Director Pedro Casillas DTM

Division Directors and Area Directors in attendance were also acknowledged.

**Apologies**

District Administration Manager, Paul Rhys-Taylor, received a number of apologies from those unable to attend the meeting:

Tom Fletcher, VPE at Cheltenham Speakers; Florian Allwein, Area C34 Director; Paul Snelling, President at Solent Speakers; Tola Deja-Olawo, President at Blackrock Speaks; David McDonnell, VPE at Blackrock Speaks; Andy Hessey, VPE at Berkhamsted Speakers; Clare Abeng, President at FM Global Communicators; Janet Bramwell, VPE at FM Global Communicators; Dorottya Kis, VPE at London Trustmasters; Shola Kaye, Area C2 Director; Carlos Gimeno, Area J10 Director; Mikhail Krivoshein, President at Russian English Speakers.

**Moment of Reflection**

Two members of the district are known to have passed away since the last Council Meeting. George Hollis, former member of Epsom Speakers; and Gordon Piggott, member of Eastbourne and Battle Speakers. The Council observed a moment of silence.

**Explanation of Protocol**

The District Director explained the protocol and rules governing the Council Meeting, including how voting happens and how proxies are handled.

**2. Adoption of Agenda**

There being no objection, the Council agreed to adopt the agenda by unanimous consent.

**3. Credentials Committee Report and Appointment of Tellers**

Credentials Chair Jean Gamester arranged for assistant Monica Horten to present the Credentials Committee report.

From a total of 147 paid clubs in the District, 294 club votes were available to the Council (based on club presidents and VPEs carrying a vote each for their club). Dividing this number by a third gave us the 98 club votes required for a quorum, which was achieved as 105 club votes were registered.

An additional 22 votes were issued to District Executive Committee members, making a total of 127 votes issued for the Council Meeting.

Two tellers were appointed to observe the process. Mel Sheppard and John Morris.

The Credentials Report was accepted as stated, and the tellers were appointed, as agreed by the Council by unanimous consent.

#### 4. Acceptance of Minutes of Council Meeting on 6th May 2017

There being no objections, the Minutes were accepted by the Council by unanimous consent.

#### 5. Confirmation of Appointed District Officers

The Council agreed to the following District Officer appointments by unanimous consent:

Administration Manager – **Paul Rhys-Taylor**

Finance Manager – **Beauty Zindi**

Public Relations Manager – **Nigel Oseland**

#### 6. Confirmation of Vacancies Filled by DEC

##### Confirmation of District Officer Appointments

The Council approved the DEC appointments of the following District Officers to fill vacancies after the May meeting of the District Council:

Area A14 Director – Janet Alkema

Area H55 Director – Dee Alimi

Area C5 Director - Elaine Lawrence

Area J4 Director – Clifford Hurst

Area A46 Director – Gillian King

Area J7 Director - Matt Parker

Area A62 Director – George Smith

Area J21 Director – Leela Bassi

Area B6 Director – Gina Rocque Drayton

Area J22 Director – Carlos Gimeno

Area B8 Director - Brad Revell

Area K3 Director – Zoe Francis

Area C2 Director – Shola Kaye

Area H53 Director – Ian Upton

Area C45 Director – Shola Salako

Area K59 Director - Jason Thompson

#### 7. 2016/17 Year End Financial Report

##### 2016-17 Year End Audit Report

Immediate Past District Director Vanessa King presented the 2016-17 Year-End Audit Report. DD Vanessa thanked the Rachel O'Neill, Audit Chair and Audit Committee members Beauty Zindi and Shola Salako as well as District Meg Heyworth, who served for two years as District Finance Manager. Hearing no objection to the acceptance of the 2016/17 Year End Audit Report, the District Director declared it agreed for adoption by the District Council by unanimous consent.

## 8. Adoption of District 91 Budget and Finance Manager's Report

The District Director called on Finance Manager to present her report on the new budget for 2017/18. Beauty Zindi gave her report on how the district budget was arrived at, linking it to the District Success Plan which all members of the District Executive Committee have participated in developing.

Questions came from the following Council members:

Paul Imre (C13) President at Chiltern Speakers, asking about surplus retention and how the District manages this. Beauty explained that TI requires each administration to leave a surplus of £25000 in the coffers at the end of the year.

Fergal Hogan (C19) VPE at Guildford Speakers, commenting that clubs should perhaps be told that districts achieving Presidents Distinguished status are granted a rebate for their district leaders to travel to the International Conference where they receive training for the good of the members. The District Director agreed that this should be shared widely with clubs via subsequent meetings.

Christopher Walker (C33) President at St Paul's Speakers, asking about plans to ensure the required surplus is left in the coffers at the end of the year. Beauty responded that Toastmasters International set a conservative member revenue number line that expands with the growth of the district; so if we do well this year as in previous years, we will have no problem ensuring the required surplus is left at year end.

Filip Balota (C74) President at Gatwick Communicators, asking how club presidents can see the budget allocation for their division. The District Director indicated that this information should be shared between Division Directors, Area Directors and Area Councils.

Hearing no objections, the District Director declared the adopted budget accepted by the District Council by unanimous consent. On behalf of the District Council, Pedro Casillas also expressed thanks to Beauty Zindi and all of the district leaders for their hard work in putting the budget together.

## 9. District Success Plan Status and District Leadership Team Officer Reports

The Division Directors and members of the DLT were called on to give a one-minute report on how their work is contributing to the District's success plan.

Division updates came from the following leaders:

Division A Director Steve Vear

Area B 8 Director Brad Revell (on behalf of Division B Director Joanna Szoska)

Division C Director Robert Wyatt

Division H Director Arnaud Sartre

Division J Director Alison Morris

Division K Director Tomasz Kropiewnicki

Division L Director Seema Menon

District Leadership Team updates came from the following leaders:

Immediate Past District Director Vanessa King

District Administration Manager Paul Rhys-Taylor

District PR Manager Nigel Oseland

Club Growth Director Florian Bay

Program Quality Director Andy Hammond

District Director Pedro Casillas

## 11. Pathways Update

Programme Quality Director and Chief Pathways Ambassador Andy Hammond announced that we are due to roll out Pathways in our District in March 2018

Pathways Guides are being appointed in time for notification to Toastmasters International (TI) by 5th December deadline

TI will train these Guides before they conduct club visits. 70% of clubs across the region must have been visited in order for rollout to be triggered.

Anne Saunders will be Pathways Coordinator, assisting Andy Hammond with the process.

### Key messages:

Every member must log onto Toastmasters International website – they cannot use Pathways if they do not log onto the website. (The majority of District members never have). Please get them to do that now if they have not already done so.

Clubs need to make time to schedule the visit from their Pathways Guide, which is a minimum of 45 minutes in duration (more is preferable). Please make sure the clubs are ready to schedule the visits by their Pathways Guides. Perhaps training can be collective and linked with Jan/Feb COTs.

Groups of clubs can be trained together. Area Directors are asked to facilitate this as an option, to make the process more efficient.

The rollout of Pathways in our District is an exciting prospect; however, the support of the DEC is needed to make it happen as smoothly as possible.

## 11. Toastmasters International Update

DD Pedro Casillas gave an update following the International Convention, which took place this year in Vancouver, Canada. Part of the role of the Trio was to interview the next tier up of prospective candidates for the roles of international directors and regional advisors. There was a day of interviews, two days of training and the Trio also voted at the International Business Meeting.

131 votes given to Pedro – he posted on the website how those votes were cast. One salient point of note:

**Dues payments method** – should a club member wish to bank their own payment with Toastmasters International, in agreement with the club, they can do so.

The District Director encouraged members to read an interesting article in the November edition **Toastmaster Magazine** about how Toastmasters is doing around the world.

<https://www.toastmasters.org/magazine/magazine-issues/2017/oct-2017/toastmasters-facts>

## 12. Future Conferences

PQD Andy Hammond updated the Council on the May conference pipeline, November options and the Conference Committee.

*May conference.* Coppid Beech, Bracknell is the agreed venue for our May conference and tickets are now on sale. Andy highlighted the need to move the conferences around our relatively small district and to plan two years ahead so that members can see a plan and engage with the process. Andy introduced Dee Alimi as the new Conference Chair. Dee will need some help from the divisions to move things forward and get future conference planning underway.

*Options for November events and training opportunities.* As Toastmasters International have decided that there will be no more November (district) conferences beyond this one, there will be only district level contests in May. So, we need to look at training and development opportunities in November for our members.

*Conference Committee.* In order to decide as a district what to do about those other contests in between, a committee will be set up to consult our members and come up with some proposals for the District Council to vote on in May. The committee should be in place by the middle of December.

### 13. Motions

A motion is a formal call for action proposed by a member of the District Council. A main motion is one whose proposal brings business before the Council. There was a call for motions on 5th October, but no advanced motions have been received. The District Director called for any motions from the floor. None came.

### 14. Any Other Business

Anne McCormack (C28) President at Ascot Speakers asked that the District look into ensuring that Public Liability Insurance is relevant to UK territory where D91 is in order for members to be protected when using the club venues. DD Pedro Casillas stated that this issue had been already raised and that he would confirm the Toastmaster International position on the matter for all in the District.

Joann Walsh (C34) President at 104 London Debaters asked if the District had considered the implications for member clubs of the new data protection regulations from May 2018. DD Pedro responded that we will be discussing this with TI.

Action	By whom
Provide assurances via the District Newsletter that D91 club members are properly covered by the Public Liability Insurance Toastmasters International (TI) have in place as members use the club venues.	DD Pedro Casillas
Consult TI and then advise the District how the new Data Protection regulations will affect us when they come into force.	DD Pedro Casillas

### 15. Announcements and Adjournment

The meeting was adjourned at 15:17 until the next meeting of the District 91 Council, to take place at The Coppid Beech Hotel on Saturday 5th May 2018.

## 5. Confirmation on Appointments

District Director Pedro Casillas advised the District Council that since the last Council Meeting the following vacancies have been filled as follows:

**Area Director J11 – Tom Fletcher**

**Area Director L56 – Marcin Tolysz**

## 6. Alignment Committee Report and Assignment of Clubs to Areas and Divisions for the following year

### D91 Alignment Proposal

Every year we review and amend if necessary the alignment of the clubs, areas, and divisions within our district boundaries, so that we have the structure and capacity for our district to grow.

Underpinning principles and approach

- To conform with TI Policies and Procedures Protocol 7.0 District Structure, as shown in Appendix 1
- To strive as far as possible for balance amongst divisions
- To evolve and consolidate District 91's structure, based on current divisions
- The key steps in the alignment process are outlined in Appendix 2
- The District Alignment Committee is shown in Appendix 3

Where appropriate, contingencies are in place for potential alignment after District Council and before the end of the Toastmaster year, June 30th, 2018.

#### *Summary*

Division A – No new areas, no alignment of clubs between areas

Division B – No new areas, one club alignment due to a relocation

Division C – No new areas, two clubs aligned due to relocation

Division H – 1 new area, H15, two clubs aligned from Division K

Division J – No new areas, no alignment of clubs between areas

Division K – 2 new areas, K12 and K13, several clubs aligned within, into and out of the division

Division L – No new areas, several clubs aligned within, into and out of the division

#### *Conclusion*

The approach adopted for District 91 Alignment 2018/2019 has enabled its steady evolution and consolidation. There is, however, a developing imbalance of club numbers between Division B, (16 Clubs), to a lesser extent Division L (21 clubs) and the other Divisions: A (24 clubs), C, (23 clubs), H, (25 clubs), J, (27 clubs), K (26 clubs).

#### *Recommendation*

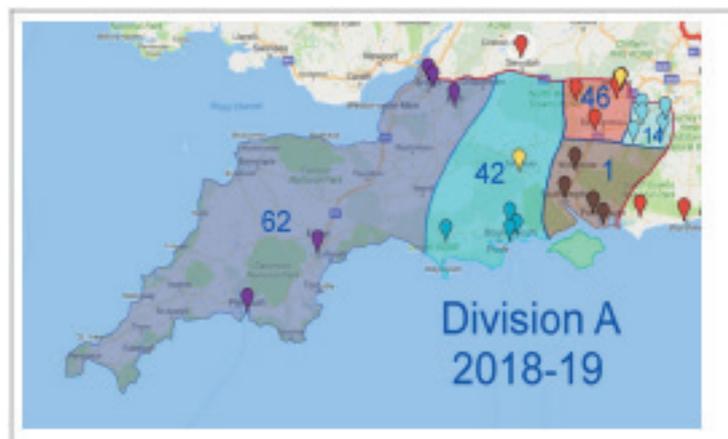
It is recommended, therefore, that the District Alignment Committee for 2019/2020 explores ways as to how Divisions B & L club numbers might be more in balance with other divisions – this may include assessing division boundaries.

## Division A

There are no new areas and no alignment of clubs

There is a contingency for area A46 if it exceeds 6 clubs, which is to align Basingstoke to area A1

Please refer to Table 1 Division A areas and clubs South West of District page 9



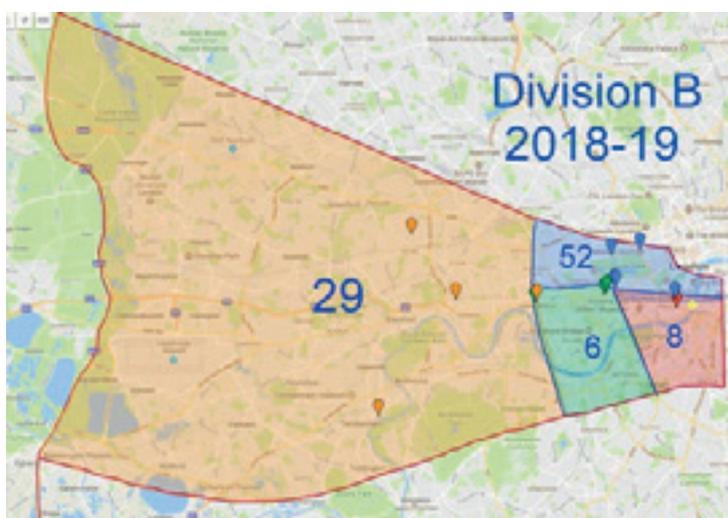
## Division B

There are no new areas.

Ofgem Speakers is relocating to Canary Wharf and will be aligned from area B8 to area K31.

There is a contingency for area B29 if it reduces to 3 clubs, which is to align Polish your Polish from area B52 to area B29

Please refer to Table 2 Division B areas and clubs London South & West page 10



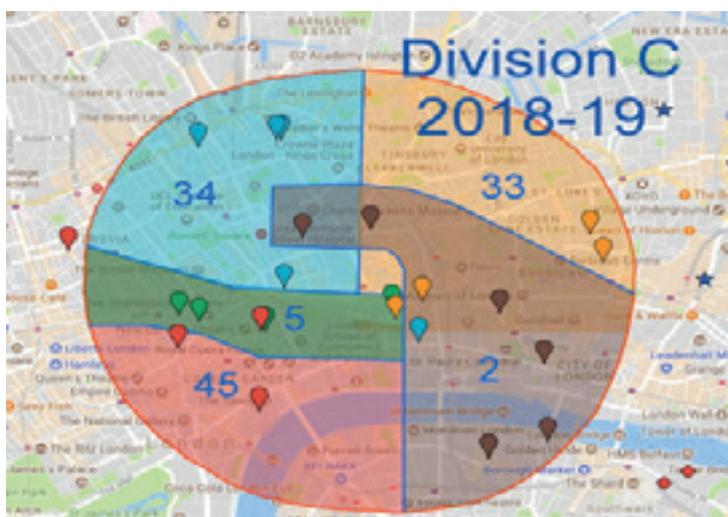
## Division C

There are no new areas.

Barking is aligning to new area K12.

Barings is relocating and is aligned from area L56 to area C33

Please refer to Table 3 Division C areas and clubs London Central page 11



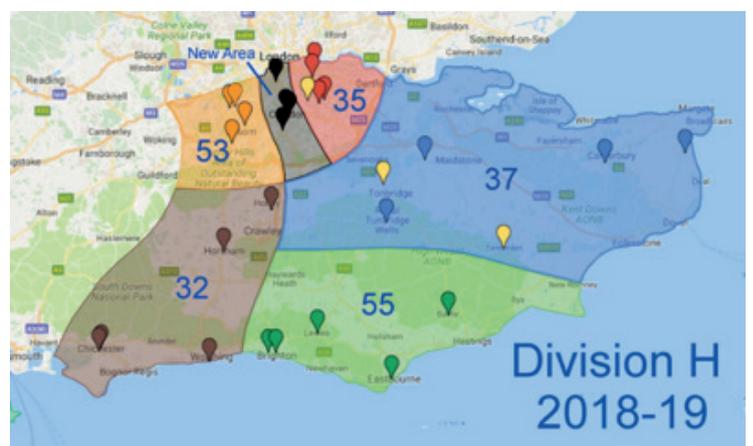
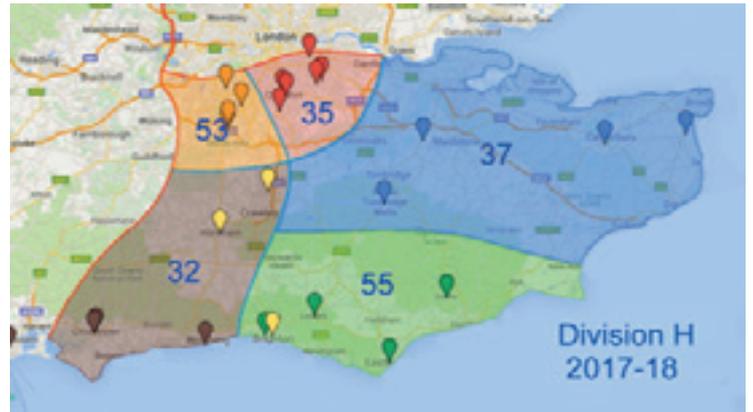
## Division H

There is 1 new area H15

Meridian Speakers and Lewisham speakers align from area K59 to area H35.

The Speakers of Croydon, Croydon Communicators, Purley speakers, Clapham Connectors align from area H35 to new area H15

Please refer to Table 4 Division H areas and clubs South East of District page 12



## Division J

There are no new areas and no alignment of clubs

Please refer to Table 5 Division J areas and clubs North West of District page 13





## 7. Leadership Committee Report and Elections

### District Leadership Committee Report March 2018

Nomination for the 2018-19 District Executive and Division Director roles have now been received. The District Leadership Committee, chaired by Immediate Past District Director, Vanessa King, DTM, has vetted all nominees.

The members of the 2018 Nominations Committee were:

Member	Division
Vanessa King	Chair
Lynne Cantor	L
Monica Horten	J

Member	Division
Paul Rhys-Taylor	H
Lyn Roseman	B
Eric Skates	A

Elections will be held at the D91 Council Meeting on Sat 5 May 2018 as part of the Spring Conference to be held in Bracknell.

The District Leadership Committee has approved the following members as suitable for the following elected roles for 2018-19

District 91 Leadership Team			
Candidate	Role	Club Name	Club No.
Andy Hammond	District Director	Arun Speakers	7928
Florian Bay	Program Quality Director	London Victorians	4138266
Arnaud Sartre	Club Growth Director	The Toasted Sandwich	782690
Seema Menon	Club Growth Director	Harrovian Speakers	7749

District 91 Division Directors			
Candidate	Role	Club Name	Club No.
No nominated candidate	A		
Brad Revell	B	City of London	2027
Taz Miah	C	Early Bird Speakers	835375
Stuart Field	H	Gatwick Communicators	5492830
Helena Brewer	J	Aylesbury Speakers	0762
No nominated candidate	K		
Marcin Tolysz	L	Bank Speakers	01107650

Each of these committee members put in significant effort into a much more intensive process than we have had in past years. I would like to thank them for their diligence, integrity, and hard work in service of our members.

Vanessa King, DTM

District 91 District Leadership Committee Chair 2018-19

Immediate Past District Director

Floor Candidate protocol:

At the elections, the District Director will inquire whether there are additional nominations from the floor.

- I. Floor candidates must be nominated by a member of the district council or their proxyholder. Floor candidates may self-nominate when they are a member of the district council or a proxyholder.
- II. Floor candidates or, in their absence, their representatives state their eligibility qualifications.
- III. Floor candidates for district director, program quality director, club growth director, and division director must sign the Officer Release and Statement Form prior to the election.

## 8. Mid-Year Audit and Finance Manager's Report

### District 91 Mid-Year Audit Treasurer's Report (in GBP)

District Profit & Loss Account  
for the period ending 31 December 2017

	Year to Date				
	Actual	Budget	Variance	FYB	FYB - YTD
<b>District Revenue</b>					
Membership Revenue	38,429	35,765	2,664	76,390	37,961
Conference Revenue	9,563	9,440	123	27,890	18,327
Interest Income	4		4		
<b>Total District Revenue</b>	<b>47,996</b>	<b>45,205</b>	<b>2,791</b>	<b>104,280</b>	<b>56,284</b>
<b>District Expenses</b>					
Conference Expenses	14,188	12,365	1,823	31,900	17,712
TLI Expenses	860	860	0	4,060	3,200
Marketing Expense	3,849	8,520	(4,671)	16,275	12,426
Communications & PR Expenses	2,318	3,339	(1,021)	8,871	6,553
Education & Training Expense	10,096	12,413	(2,317)	26,038	15,942
Speech Contest Expenses	534	1,175	(641)	2,350	1,816
Administration Expenses	2,279	2,574	(295)	5,210	2,931
Travel Expense	15,069	20,085	(5,016)	34,720	19,651
<b>Total District Expenses</b>	<b>49,193</b>	<b>61,331</b>	<b>(12,138)</b>	<b>129,424</b>	<b>80,231</b>
<b>Total Net Income</b>	<b>(1,197)</b>	<b>(16,126)</b>	<b>14,929</b>	<b>(25,144)</b>	<b>(23,947)</b>

**TOASTMASTERS INTERNATIONAL**  
TOASTMASTERS INTERNATIONAL  
Certification for  
2017-2018  
DISTRICT 91

**INSTRUCTIONS:**  
1. Complete all sections on the Narrative tab.  
2. Fill in the white cells below with the appropriate information and print out the page.  
3. Obtain invited signature below. Electronic signatures are not acceptable.  
4. Distribute monthly reports per Toastmasters International process & A, to one district governor and speaking governors in the 30 days after the end of the month.  
5. Quarterly reports due to World Headquarters:  
\* membership report: September 28  
\* membership growth report: November 28  
\* membership report: April 28  
\* membership report: August 28  
6. Submit all required narratives and certification page to World Headquarters by email or fax:  
\* Fax and email the PDF to [certification@toastmasters.org](mailto:certification@toastmasters.org)  
\* Or fax to (916) 589-5758

**NOTE:** This certification form must be completed for the report to be accepted by World Headquarters. Missing fields will not be reviewed and World Headquarters reserves the completed report.

In Base Currency: GBP  
Monthly Net Income/(Loss): (1,206.71)  
Year to Date Net Income/(Loss): (11,927.45)  
Total Available Funds: 21,728.45

I, the undersigned, certify that all district financial records have been made available to the audit committee for inspection and that any unpaid bills or other suspended obligations for the 2017-2018 term have been reported to the audit committee and included in annual budget of this year. We further certify that there are no other outstanding district obligations incurred for the 2017-2018 term.

Dated this 7th day of FEB 2018 by Pedro Casillas  
District Director (or the District Officer)

Complete only for the Mid-Year Report and Year-End Report:  
I, the undersigned, members of the Audit Committee, have examined the records of District 91 for the 2017-2018 term in accordance with the Audit Committee Guidelines and believe that this report properly reflects the condition for that term.  
Dated this 12 day of FEB 2018  
Chair: [Signature]  
Member: [Signature]

\* Audit Committee Chair and Position at the Central Finance Center: World Headquarters Audit Committee  
NOTE: Audit committee members consist of members of the district, including the governor (or a district officer, program quality director, club growth director, immediate past district officer, secretary, finance manager, public relations officer, district director, officer

## 9. Division Director Reports

Division reports were delivered by the Division Directors (further report information to be found in the Council Pack)

Division	A	Director	–	Steve Vear
Division	B	Director	–	Joanna Szoska
Division	C	Director	–	Robert Wyatt
Division	H	Director	–	Arnaud Sartre
Division	J	Director	–	Alison Morris
Division	K	Director	–	Tomasz Kropiewnicki
Division	L	Director	–	Seema Menon

### Division A - Division Director Steve Vear

It is certainly with a set of mixed emotions that I write this, my final report as Division A director having served in the role, for what will be for a total of 18 months. We have lots to be proud of within the Division and I forever grateful for the dedication and commitment of our clubs and members that is so very apparent through any and all of my interactions with them.

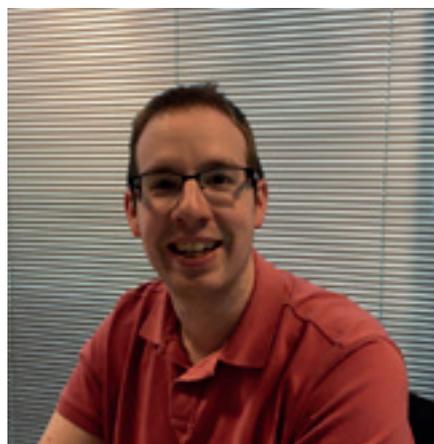
With a Division that runs from Cornwall, through to Bristol, across to Dorset and down the M3/M4 to the tip of the M25 it is quite the geographical challenge, but over the last six months we have continued to provide opportunities and environments to support the personal journeys of our circa 690 members in the South West of the District.

Within Division A we have five areas made up of now 25 clubs, which are supported by a wonderful team of Area Directors:

- Area 1 – Barbara Saph (Hamwic Speakers)
- Area 14 - Janet Alkema (Farnham Speakers Club)
- Area 42 - Caroline Brewer (Casterbridge Speakers)
- Area 46 – Gillian King (Hallmark Speakers)
- Area 62 – George Smith (Bath Spa Speakers)

In addition to the area directors, my thanks also go to the two assistant area directors within the division who have provided fantastic support to their directors. Thank you to Christine Wallach (Area 42) and Mike Burrows (Area 62) for taking on this responsibility and being an invaluable extra resource for their respective areas.

I am delighted to report that Salisbury Speakers (Area 42) successfully chartered on 19th February giving us a new Toastmaster presence in South Wiltshire. A huge amount of effort and determination is required to get a club to charter status and I would like to thank all those who have been involved from concept to charter. I would like to pay particular thanks to the Club Sponsors Laura McHarrie and



Barbara Saph for everything they do and continue to do for the newest member of our Division A family.

Our second round of club officer training was for committee members over the course of the last few months and I know from the feedback I received that we have continued to offer useful and good quality training to both existing and aspiring club leaders.

I am very excited about what the future has in store for Division A with prospective corporate clubs appearing around the Reading area and only this month, also in the Goldaming area of Guildford.

My thanks go to Christine Wallach and her team for putting on a fantastic Division Contest two weeks ago. Christine's team provided us with a wonderful selection of workshops/speeches, a lovely venue and of course executed the speech contests flawlessly. I cannot thank you all enough for making it happen.

It has been an honor and a privilege to serve as Division A Director, an experience that I will never forget.

Thank you to everyone in the Division for making me proud to be your District representative.

## Division B - Division Director Joanna Szoska

Division B is situated in West London and consists of four areas supported by a team of devoted, supportive and driven Area Directors:

- Area 6 - Gina Rocque Drayton – actively supported the area and assisted the clubs to become distinguished, the area has potential club leads currently West London Speakers club requires some support to help it regain the momentum
- Area 8 - Brad Revell – personally joined Phoenix - a struggling corporate club in the area to assist the club to grow, the area has two clubs about to charter: Zigzag and American express
- Area 29 – Glen Savage – supporting Discovery Soap Box club in the club restructuring that they undertook, area gained a new club Medidata in March and might have some potential club leads to explore
- Area 52 – Rory Graves – coach, member and mentor to one of the struggling clubs in the area – Imperial College, the area has four very strong clubs that are in good health.

The division comprises a mix of corporate clubs and some of the London's longest standing Toastmasters clubs. The beginning of the year has proven to be challenging with three corporate clubs ceasing to operate and a few others showing signs of struggle. The area directors responded to the situation immediately and took the required measures to assist the clubs, by joining, coaching or mentoring the clubs. The division conducted five successful COT events which showed an increase in attendance in comparison to the first round. Nearly all community clubs gained a DCP point and the corporate clubs showed more interest in training their committee members; it was achieved as a result of area directors' direct involvement, support and motivation.

The clubs are in a much stronger position than they were at the beginning of the year and are reviewing their options



to continue the clubs' existence. New club Medidata was chartered in March and Zigzag and American Express are about to charter. With HomeAway club in the pipeline the division is growing from strength to strength.

The two contests that were run across the division revealed an incredibly high standard of contestants. Both contests were greatly attended and supported by the clubs across the division.

Most of the community clubs are on the way to achieve at least distinguished club status and the corporate clubs appear to be in a much stronger position thanks to the continuous support received from the area directors, who are exploring all possible options that would support, strengthen and motivate the clubs.

Three out of four areas have the Area Director successors in place and the division is looking to assist the search for the remaining area director.

The corporate clubs in the division will need ongoing guidance and attention to continue their Toastmasters journey, but with the new clubs in the pipeline the areas should regain momentum from the increase.

## Division C - Division Director Robert Wyatt

Division C occupies a strategic position in the centre of London.

We have five Areas led by our accomplished Directors as follows:

C02 (Shola Kaye), C05 (Elaine Lawrence), C33 (Dave Longley), C34 (Florian Allwein) and C45 (Shola Salako). During this TM year we have worked well together, conscious of our diversity and distinct personalities, yet at all times focused upon delivering an exemplary 'Member Experience'.

The 5 Areas within Division C consist of 23 clubs, half of which are corporate, which is a relatively high proportion to administer. Consequently, this profile requires flexibility to deal with the shifting sands of the corporate landscape.

As we approach the final 2 months of the Toastmasters year, we can report that all club officer training (COT) sessions were delivered to eager audiences, the speech contests were enthusiastically completed, and we are currently in the process of selecting the next generation of area directors.

Unfortunately, we have lost some clubs during the Toastmasters year, balanced by the success of newly-chartered clubs, including Financial Times (Area C02), Barking (Area C33) and Facebook (Area C45).

Both rounds of COTs were well attended, albeit the consistent challenge is encouraging more club officers from corporate clubs to attend, especially as this will introduce the wider world of Toastmasters to their members.

Saturday 14 April 2018 saw the Division C contests for both International and Evaluation. Interestingly, the same person won both contests, namely David Jackson from Kings Cross in Area C34.

### Highlights from each of the Areas as follows:

#### C02 and Shola Kaye

All the clubs are moving forwards nicely.

Blue Fin Speakers hosted the area contest and managed to field two contestants as well as our contest chair. This was significant because Blue Fin only recently celebrated their first birthday.

The Financial Times (FT) are a new club, and corporate club visits will take place during May 2018, for all of FT, ICF Toastmasters and Connected Speakers London (Bank of America). The community club visits will take place after these.

Shola Kaye has enjoyed her year as Area Director for C02, taking centre stage as Evaluation Contest Chair for Division C.

We look forward to meeting Shola's successor in due course.

#### C05 and Elaine Lawrence

The corporate clubs within Area C05 have undergone some restructure, which unfortunately has affected their continuity.



This means the community clubs are those who are standing out, with Covent Garden Speakers and City Limits either hosting area contests or providing functionaries.

Elaine will readily admit she faced some 'self-doubts' at the beginning of the TM year. However, her role as area director has been a ready-made Leadership programme, which she has described as being "priceless". At the end of her year, Elaine is looking forward to utilising her new-found skills as she returns to her "speeches". Finally, there a number of candidates looking to stand for election as Elaine's successor next year.

#### C33 and David Longley

At July 2017, Area C33 was without an area director. Therefore, Division C were very fortunate to find Dave Longley a very willing volunteer as Area C33 Director (as historically Dave has been both an area governor and division governor). His prior experience shone through, as C33 has progressed in term of Barking as new club – which is likely to be moved as part of District 91 realignment.

Dave took the initiative to arrange joint ventures with other areas to deliver club officer training events and was the first Area within Division C to announce the election of the incoming Area Director = Christopher Walker.

#### C34 and Florian Allwein

Florian Allwein has been a most conscientious area director during his year, despite the fact he had to work abroad some of the time.

We can report that Area 34 is going reasonably well.

All the C34 clubs have been visited at least once since January 2018. The COT was held on 1st February 2018, which was well received and 17 delegates attended. Comments on clubs:

- Clerkenwell Speakers: Great club with good meetings, but they have expressed concern about the low number of active members/ attendees.
- GS London Toastmasters: corporate club with dedicated leadership, but relatively few members who are regularly active. High quality meetings. Keen to start Pathways.

- Kings Cross Speakers: Well-run club with an amazing number of new and eager members.
- Russian English Speakers: President Mikhail has done a great job solidifying the club after a severe crisis. Unfortunately, membership remains relatively low.
- Tube Talk Toastmasters: Well-run club with a proud tradition and large membership, but few active members and often small crowds at meetings.

#### **C45 and Shola Salako**

Many thanks to Shola Salako for stepping into the vacant C45 Area Director role.

C45 began the year with four clubs, and despite losing Yahoo UK, have maintained a quantity of four by starting the pre-charter club of Facebook.

COTs were run in association with C05, and marvellous contests were run courtesy of Society Speakers. Early Bird Speakers also contributed to the Area with their enthusiasm and eager to provide Facilitators.

Looking ahead, it is possible that C45 has potential to acquire new clubs including the impact of the District 91 realignment project.

---

### **Division H - Division Director Arnaud Sartre**

The Division is continually strengthening and I have been privileged to lead a strong team of Area Directors: Stuart Field (H32 and Assistant Division Director Club Growth), Paul Andreas (H35), Sylvia Lobo (H37), Ian Upton (H53), and Dee Alimi (H55). Punching above our weight is what comes to mind when I reflect on the past few months as I see our members and leaders develop.

I would like to thank each and every one of our members who has made the year so far a success, it could not have been done without the help of countless volunteers. We ran two successful contests in the autumn and spring, both extremely well attended despite having the challenge of competing with glorious sunshine!

As with any organisation, we had to face challenges. And as any great organisation, we faced them head on. This process allowed us to grow our skills, reach deep into our skill sets, and I am sure sharpened our focus as we continue and finish the year on a high.

We chartered Gatwick Communicators only weeks prior to the Autumn Conference. A Club that made significant contributions to the running of the conference, a testament to the leadership and enormous potential our members have.

We set out to become a Presidents Distinguished Division by the end of our term and have made meaningful strides so far this year. At the time of writing this report, we have already achieved Select Distinguished, and I have full confidence we will reach our goal by the end of June.

We have a great future in the Division, with pre-charter Clubs located or planned in all Areas (Beckenham, Tenterden, Sutton are already showing good strength), we are on a strong growth trajectory and I look forward to seeing it flourish over



the next period. Thank you once again to our members and leaders taking on the exciting challenge of starting a new Club.

Although the year is drawing to an end, we still have some work to do, from completing the second round of Club visits to supporting our clubs towards excellence on the Distinguished Club Programme. We ran two rounds of Club Officer Training (COT) and are planning to introduce our first ever Toastmasters Leadership Institute (TLI) to support our Club members and leaders make a strong start to the 2018/19 year.

Thank you to all our members and leaders who made this year possible, you have not only achieved your goals but also developed new skills that will no doubt help you reach new heights in your personal, professional and Toastmasters lives.

## Division J - Division Director Alison Morris, DTM

We started the Toastmasters year by increasing our Areas to 6, splitting Area 7 and 22 and adding Area 11.

Congratulations to Rick Cooper and team for the chartering of Valleys and Vale Speakers Club increasing the Clubs in Area10 to 4. We hope to have another two clubs chartered this year making each Area at least 4 strong.

In respect of DCP points, we have 17 clubs at least distinguished with Oxford Orators already having achieved 10 points. Two members have achieved their DTM's and we currently have four Triple Crown awards.

I have managed to visit all Areas at least once (as per my election promise) and this time managed to attend all the Area Competitions and am heartened by the enthusiasm shown by all attendees, not to say the dedication of all of my

Area Directors who have done sterling work throughout the year in supporting me and their Clubs.

Succession planning for next year's Area Directors will be completed before the end of April and we have agreed to try and run COT's in June so the new Directors and Club committees can "hit the ground running" and benefit from the current team's experiences.

Pathways was an additional challenge but with the positive support of the Area Directors and the Pathways guides most members are on board and looking forward to the challenge.




---

## Division K - Division Director Tomasz Kropiewnicki

Division K is situated in the area of East London. From the outskirts of the City of London right until Lewisham. The club composition reflects the geographical area and is comprised mostly of corporate clubs but with a healthy dose of community ones. This makeup has its own unique challenges and opportunities that provide an excellent opportunity for the Division team to grow.

And grow we do, in this Toastmasters year we had an additional four clubs to join our division (most significant growth in the District!) We also grew when it comes to Members, with 970 active Toastmasters we are the biggest Division in D91.

We grew so much this year that for 2018/2019 we have to create two more Areas.

In terms of excellence, there is always more work to be done but we do anticipate at least half of our clubs to achieve distinguished status in the Distinguished Club Programme.

Such growth has kept the whole Division team quite busy; new clubs usually need quite a bit of support and care, and I'm really happy how the entire team is there to support our new and existing clubs. We've worked with neighbouring Divisions to make the best use of our resources and encourage

members to participate in the wider Toastmasters community

Our approach to the training has been quite open encouraging the officers to participate in any session that would suit them in the broader universe. Still, it seems that most of the members preferred the great atmosphere in one of the three Division K training sessions. The big reason for that is that Division K is blessed with quite a deal of corporate clubs and the officers feel that our training events provide the safe space to discuss the challenges they face in this particular environment. Our new corporate clubs are also helping to inspire and facilitate the creation of other corporate clubs by sharing lessons learned, particularly around sponsorship, funding and internal marketing.

We also finished our round of contests; the Division Team have been pretty active, and I'm amazed by the quality of speeches and evaluations. We are proud to report that three of our areas have conducted their elections and selected a great team of area directors. Area K59, which undergoes significant changes due to the realignment, will have the elections (along with the two new areas) in the second week of May.

Our Division contest took place on the 21st of April together with Division B; it was a great example of what we stand for in Division K with the community and helping each other out being our top values.

And yes, there is still our final goal: having fun . We are working hard at it too; the District 91 conference is a perfect occasion to practice.



## Division L - Division Director Seema Menon

All the 4 Areas within Division L are doing well under the guidance of the 4 Area Directors and Assistant ADs supported by Assistant Division Director. The Division is on track to achieve Distinguished status. During the course of the year there has been an addition of 3 new clubs and 1 Pre- charter club. There are 3 more prospective clubs being discussed and demo sessions in the pipeline. The Division International Speech and Evaluation contests were successfully conducted at the fantastic London Business School venue and well attended by over 100 guests including the District Director and Club Growth Director. The winners from both the contests will be attending the May conference @ Bracknell and will be cheered on by Division L members. Area Directors for next year have been elected in each of the 4 Areas.

Pathways launched and has raised questions, as expected with any new launch. Members would need more handholding and directions from the guides. There is a suggestion to have a Pathways WhatsApp group similar to GE group.

Some additional highlights and challenges from each Area listed below:

### Area 9: Cat Kipling (AD)

- 3 out of 6 club visits completed; others should be completed by mid-May.
- New club launches - no additional clubs except Mindshare which launched earlier this year. DCP- Berkeley Square, Excalibur, Experience French - Presidents Distinguished; Paddington - Select Distinguished; Speak Out –
- Distinguished. Mindshare, new club may be just shy of getting 5 points to achieve Distinguished.

### Challenges and action points: -

Still getting to the bottom of why some of the members dropped off during renewals

Working to get Speak Out up to a stronger number of members to make it more self-sufficient.

### Area 47: Richard Collyer (AD)

Club visits under way. Should be completed by end of May and reports will be submitted.

New Club Manor House Speakers has now Chartered AD Richard signed up to be their 20th member.

DCP- All on track to achieve Distinguished status except Angel Speakers where it may be a stretch.

Challenges - assist Angel Speakers with the election of a new President who will have the drive to move the club forwards with positivity in 2018/2019. The incoming Area Director will need to ensure Manor House Speakers receive the level of support they need now that they are a fully chartered club. The club is very buoyant and has many committed and engaged members and committee members, and I fully expect to see



them continue to grow and have a positive impact on Area 47 in the coming Toastmasters year.

### Area 56: Marcin Tolysz (AD)

4 club visits completed and 1 left. The reports will be submitted soon.

New club in the pipeline, Accenture may charter this year.

DCP – BlackRock Speaks, City Women Speakers and Datascience on track to achieve Distinguished status. Barings and Deutsche Bank clubs are facing a few challenges and it may be a stretch to get Distinguished status this year.

Challenges include Barings moving in July to St Pauls and planning a relaunch in September. Currently meeting only once a month. Support required through workshops targeted at corporate clubs.

### Area 61: Kavita Dulai (AD)

All club visits are under way. Both AD and Assistant AD are working together to ensure that at least 2 visits are done per club. All should be completed by first week of May.

New club Winchmore Hill chartered within the Area. 2 new prospective clubs at Bristol-Myers Uxbridge and another one being explored in Hendon.

2 evaluation workshops organised within the Area at Harrovians and Winchmore Hill club.

DCP-Harrovians, HOD and Watford-Presidents Distinguished and TJX- Distinguished.

### Challenges and action points: -

Push membership of Winchmore Hill upwards of 20 members.

TJX committee for next year almost there except President. IT graduates starting soon and working to get them into the club.

Overall a great year with collaborative team work.

## 10. District Leadership Team Reports

Reports delivered by the District Leadership Team:

Administration Manager – Paul Rhys Taylor

Finance Manager – Beauty Zindi

PR Manager – Nigel Oseland

Club Growth Director – Florian Bay DTM

Program Quality Director – Andy Hammond DTM

District Director – Pedro Casillas DTM

### Administration Manager 2016/2017 and 2017/18 – Paul Rhys-Taylor

When I answered the call for an administration manager, issued by District Director-elect Vanessa King at the close of the highly inspiring May 2016 Londinium Conference, I knew I was signing up to a big role with a steep learning curve. But what I didn't bargain on was how personally satisfying it would be to serve the district in this 'back office' way and be a part of a brilliant team of leaders who have sharpened me no end.

As Administration Manager for the district I am responsible for historical record keeping, arranging meeting venues and distributing minutes of these meetings and chairing the ICT Committee.

#### Keeping Records

The historical records of our district must be maintained, which I have done over the last two years with the assistance of our secure cloud storage system (Dropbox), archiving files into designated folders after each event. Tighter data protection regulations in the form of GDPR, will require us to adapt our current storage practices.

#### Meeting venues and minutes

It has been particularly rewarding to arrange venues for the district executive committee (DEC) meetings and district officer training (DOT) events that take place throughout the year. I've had the opportunity to represent Toastmasters UK South in the best possible way to external organisations and to the people using the venues that ask us about who we are and what we do. Similarly, the accurate recording and timely distribution of DEC and district council meeting minutes has presented an opportunity to represent the district in an excellent way. I've relished the challenge of producing quality minutes in a timely fashion and have developed useful strategies to allow me to do this, which I will, of course, share with my successor.



#### ICT Committee Chair

The District 91 ICT Committee has a transient membership of volunteers who have served when they could with what they have. Our mission is to serve the information and communications technology needs of the district, its clubs and leaders to support what they deliver. Our ambition is to rebuild the district website to make it a public facing site with a member area, with functionality and content that is both prospect and member-intuitive. The DLT are still to agree the most cost-effective option to choose, but in the meantime our Webmaster Colin Baptiste will be making incremental adjustments that will improve member and leader experience of the site.

In keeping with our mission, the ICT Committee have been keen to support the use of all the tools members and leaders need to perform their voluntary roles. The WhatsApp communication app has truly revolutionised our communications across the district. Among the range of groups created are forums for club membership, club leadership teams, area and division councils, a GE and speaker exchange, contest planning forums (at all levels) and a district leadership team group.



When considering what more support the ICT Committee could offer the 126 clubs in the district using easy-Speak, a useful club management tool, I turned to WhatsApp to set up the easy-Speak Support forum, hosted by John Evans (pictured left), who has been an invaluable 'first responder' when a VPE cries "help!" Other members of the forum have been willing to share their knowledge and club training presentations with the group, so all can benefit. So, additional to the easy-Speak Facebook group, the online written and video guidance, and the support request options, member clubs have more and

immediate help from our easy-Speak Support forum, which has worked very well since its creation after our last autumn conference. Now, at the time of writing there are an additional 10 clubs across our district using easy-Speak.

My initial intention was to serve a year as Administration Manager and then do something else; but by the end of the May 2017 Mayflower Conference weekend, I could see a clear benefit to me and the district if I remained in the role another year to provide some continuity, given the fresh election of a new 'trio' and the appointment of two new leaders to the support roles on the district leadership team (DLT). Now, at the time of the May 2018 Spring Conference I will be looking ahead to handing over to my successor with a commitment to being at their service for the good of our members.

## Finance Manager 2017/18 Beauty Zindi

Serving on the District Leadership Team has been an absolute privilege. Since my last report in November 2017, much has happened. Working with so many talented and committed people has enabled me to grow in ways I had not foreseen. My eyes have been opened to more growth opportunities and I come to the end of my term with a heart overflowing with gratitude.

I have been stretched, I have been frustrated and there was a time earlier in the year when I quite frankly wanted to walk away. The District Director would not let me. I didn't really want to quit though – as that would have let the team down. Throughout the difficult patches, I was guided by the American Football Coach Vince Lombardi's maxim **"Winners never quit, quitters never win."**

At Club level we rarely think about the District, and in my view, this has to change. I know that when most of us came to Toastmasters it was because we wanted to improve our communication skills. The leadership element is a surprise and in some cases, it can be seen as a nuisance. But the world needs leaders – leaders who are guided by strong positive values, leaders who make sacrifices for their own and for others' betterment and leaders who care. Toastmasters provides us with endless opportunities to become such leaders as we step up from Club Officer roles to Area, Division, District roles.

### So, what have I achieved?

- i) I have done my best to improve the finance processes. During my term, the worst mistake I made was missing out an Area Director's name in a monthly e-mail notification with a list of who was being paid that month.
- ii) I have given my input or feedback (from a finance perspective or otherwise) in about almost all of the issues that arose. I was not backward in coming forward. When I volunteered for this role, I was keen to raise the role of the

District Finance Manager from just dealing with expenses claims to a strategic one. The team allowed me to do that.

- iii) In November 2017 at Conference, I managed to identify my successor. Succession planning is an area I am very passionate about and I was pleased to have identified my successor when I had only been in the role for 4 months.
- iv) In March this year, after a nine-month delay to the project (HQ told me about this project before the beginning of my term), I implemented the Concur Expenses Management System. I was impressed by how all the Directors embraced the change.
- v) Lastly, I and the rest of the team will leave a healthy bank balance for the incoming team. We can confidently leave a note to say, "There is some money". I think we have been faithful stewards, with everyone holding themselves to very high standards of integrity.



It's been a tough year, and at times I have been absolutely exhausted. I think hand on heart I can say I am leaving the District Finance Manager role in a better shape than I found it. But then that's what Toastmasters is about. When faced with a situation or what might seem like a perfect speech, we are trained to ask, "How can we make it better?"

Will I put myself forward for a District leadership role again? Yes, I will. And I hope you will put yourself forward, too.

Thank you for giving me the opportunity to flourish. Merci beaucoup. Muchas gracias. Ndatenda chaizvo. Who said Accountants are boring?

## PR Manager 2017/2018– Nigel Oseland

Toastmasters is a communications organisation. I therefore believe that my role, as PR (& Comms) Manager, underpins our vision, culture and philosophy. There is so much going on, so many success stories, across our district each month that my job is distilling all that information down to something more easily disseminated and digested.

As you know, my chosen approach has been to share morsels of information through the month on social media with a summary, a smorgasbord if you like, in an e-newsletter at the end of each month. This prevents us over-indulging in a 30-page article at one sitting. The response to the survey I conducted on the preferred communications routes, supported my approach.

The e-newsletter now has an open-rate above 40%, a slight improvement on last year. As well as the newsletter, I have improved our social media presence on Twitter, Facebook and, more recently, YouTube. Since my term in office, the number of Facebook page likes has increased by 530 to 2,875, and the number of Twitter followers has increased by 450 to 2,635. More importantly, the number of posts and interactions has significantly increase don both channels. For example, we have posted 748 tweets since July i.e. approximately 18 tweets per week! On YouTube we have added 25 new videos, with some receiving over 400 views.

Our members are also spreading the good word. I've noticed more tweets, blogs, membership drives and community events. I will be acknowledging the best of those efforts through the PR & Comms Awards.



As you may know, each month one of the members, in either D91 or D71, writes an article on speaking, communication and leadership skills for businesses. Our PR company Panpathic, then places the article in newspapers, business magazines, websites and radio. We are still receiving good coverage with our articles being reproduced 114 times since July, i.e. on average 12 times month.

I have found this year challenging, rewarding and enjoyable. Next year I am sponsoring and mentoring two new clubs. Therefore, do contact me if you would like to learn more about the role and either lead or be part of the PR team.

*Carry on Communicating!*

## Club Growth Director 2017/2018 Florian Bay, DTM

It is hard to believe that the 2017-2018 Toastmasters year is already heading to an end. Most of the objectives set out at the start of the year are about to be met and it is difficult to understate the scale of what all of you have achieved so far, this year!

The numbers in this report may have changed since time of writing (20th April).

### Open-house initiative

At the start of the Toastmasters year, many of you highlighted a wish that the District's marketing budget was spent on supporting clubs. This is why we have launched the open-house meeting initiative to support you in growing your clubs. Any club can choose to organise an open-house meeting and will receive a free 'Demo Box' with marketing materials and up to £100 towards venue hire costs if the event is organised outside of a normal meeting day.

Hundreds of guests since attended the 15 open-house meetings that took place since early January. Many of these

guests have since gone on to become members of our clubs.

### Demo boxes

This initiative stemming from the results of a workshop run at the September District Executive Committee meeting has been one of the highlights of the year so far. The 39 boxes sent to new and existing clubs; were instrumental in helping them running amazing open-house meetings and demonstration meetings.

### Supporting membership growth

Encouraging clubs to grow and retain more members has been one of the main priorities this year, the main initiatives we launched included:

- District 91 Leaders Updates – Newsletter to spread the word about all District initiatives affecting your clubs.
- Welcome to Toastmasters booklet – Copies of this booklet is now available free of charge to all clubs in the District





on request. A very large order was placed to harness the benefits of economies of scale.

- Membership building contests incentives – These inspired 34 of our clubs to get the 'Talk Up Toastmasters' award and plenty of others to send their renewals early via the 20 to 20 renewals challenge. A massive push for the 'Beat the Clock' membership building contest with prizes for clubs adding 5+ members.

District 91 Webinar series – Over a dozen webinars featuring subject matter experts and presenters from all over the world to support you in leading your clubs to excellence.

### **Growing new clubs**

So far, since the start of the Toastmasters year we have chartered 15 new clubs all over the District.

Reading Verizon Toastmasters  
 Valleys and Vale Speakers  
 Barking Toastmasters  
 Bloomberg London Toastmasters  
 Meditations UK  
 Gatwick Communicators  
 KPMG Kommunikators  
 Mindshare Toastmasters  
 MS Orators  
 FT Toastmasters  
 Salisbury Speakers  
 London Toastmasters  
 Winchmore Hill Speakers

### **Manor House Speakers**

A very large pipeline of prospective clubs also exists and many more clubs will charter before the end of this Toastmasters year. Here are some of the communities or companies looking to host new clubs:

Beckenham  
 Godalming  
 Ludlow  
 Royal Thames Yacht Club  
 Bristol-Myers Squibb  
 AMEX  
 Deloitte

### **Club growth awards**

Building a new club, relaunching a club or growing an existing club to new heights represent amazing feats of leadership and teamwork worthy of recognition. I am consequently looking forward to start giving some of these awards to you at the Hall of Fame tomorrow and over the next few months.

**Pioneers Award** – This award will be given to new clubs chartering during the 2017/18 Toastmasters year.

**Demeter Award** – Any club achieving net growth of 5+ members during the 2017/18 Toastmasters year will receive this award.

**Phoenix Award** – Any club growing from less than 12 members to 20+ members during the 2017/18 Toastmasters year will be recognised with this award.

We still need your help!

The club growth team is still looking for members to help in the following capacities to support clubs in District 91 and even beyond.

- New club founders to expand our reach into new communities and new corporations.
- Club Mentors to support new clubs and get them on the best possible start.
- Club Coaches to help rebuild struggling clubs.
- IT programmers and developers to develop web-based tools to help clubs manage their membership and to support leaders in monitoring the progress of all clubs.

A lot of extra initiatives to support club growth have been identified as part of the District 91 Marketing Plan, but these will need your support and leadership skills in order to take off. Some of these initiatives are:

**Outreach to professional membership organisations.**

Corporate 'lunch and learns' to demonstrate Toastmasters to companies that don't have a club.

Large-scale open-house meetings with the goal of reaching out upwards of 100 people.

You can be very proud of what you have all achieved so far, this year, it is very likely that District 91 will once again become a Distinguished District and perhaps more because of your amazing efforts. Keep up your great work and remember as a fellow Club Growth Director from the Middle East said:

"When your words are engraving the most beautiful effect on human hearts,

**DISTRICT 91 PRESENTS**  
1 MAY 2018 - 30 JUN 2018  
**BEAT THE CLOCK**  
MEMBERSHIP BUILDING CONTEST

Beating the Clock and earning this award is easy!  
Get the word out and ADD 5+ members to your club

Win amazing prizes for your club from the District!

	ADD 20+ Members. Free timing lights OR a projector
	ADD 10+ Members. £50 for a pizza party celebration
	ADD 5+ Members. Free packs of club ribbons

[www.d91toastmasters.org.uk/beat-the-clock](http://www.d91toastmasters.org.uk/beat-the-clock)

know that what cannot be moved by the machine you can move it by the word...

Toastmasters clubs your gateway to the profession of the word and the manufacture of the impact, be one of its pioneers."

*Let's grow forward together!*

## Program Quality Director 2017/2018 - Andy Hammond, DTM

My areas of responsibility as Program Quality Director include promoting the Distinguished Club Program, overseeing training for Club, Area and Division Officers, organising District conferences, supervising District contests, and for this year only, appointing and managing the Pathways Guides.



### DISTINGUISHED CLUB PROGRAM

One of our District Goals relates to the number of Distinguished Clubs. Thanks to the efforts of our members, supported by the Area and Division Directors, we had surpassed the target of 50% required to qualify towards being a President's distinguished District – and before the end of April. We had set our own stretch target of 80%, compared to last year's figure of 75%, and I am still hopeful that we will achieve that. Not because of the numbers, but because it represents more of our members continuing to develop their skills and achieving education awards, more new members benefiting from Toastmasters, and more well-managed Clubs with trained Officers supporting their members.

Across the two Club Officer Training (COT) periods over 1,250 officers have taken part in the training, and have also exchanged countless great ideas and built new collaborative relationships. Particular thanks to Google and Mindshare for hosting Corporate COTs which also provided valuable networking opportunities.

### CONFERENCES AND CONTESTS

The last autumn conference was held at Hilton London Gatwick Hotel and the team led by Filip Balota delivered a superb event. We were delighted to welcome our Region Adviser, Aletta Rochat who delivered the keynote speech "Speaking as a Leader". Thanks also to this event's conference team, led by Helena Brewer.

We formed a Conference Committee this year, led by Dee Alimi, to look at the implications of only having an annual District Conference in the spring. One of the biggest changes will be that we can only hold District Contest finals at that spring event. You will have seen from the report on the D91 website that we have decided to keep as much of the existing tradition of contests within our District, while taking on board how the new rules affect District Finals. That means that the Club, Area and Division levels of the Humorous Speech and Table Topics contests will take place in the autumn, and the Club, Area and Division levels of the International Speech

and Evaluation contests will take place in the spring. That means no change to current practice. All four contests will then conclude with District Finals at the Annual Conference in May. Based on the experience gained in the first year and feedback from members, future District Leadership teams may choose to revise those arrangements.

### PATHWAYS

Pathways is now a reality, and it is fantastic to see so many members starting their new journeys. A key part of our team are the Pathways Guides and Ambassadors, and I was delighted to have such an excellent response to the request for volunteers to take on the role of Pathways Guides, who were appointed in December. They continue to provide great support to our clubs.

There is plenty of information on the D91 website, including details of all the Learning Paths and Projects to help you choose the best Path for your needs.

All Pathways projects and electives will soon be available for visually-impaired members after the last region rollout this year. Materials will be provided in HTML format, in English only. While this is welcome, we do not feel it fully addresses members' needs and we will continue to lobby for all Pathways material to be accessible to all our members.

Remember that all new members will now go straight on to Pathways so make sure your club has Pathways Pioneers who have sufficient knowledge to support those new members – and the older ones too!

One consequence of Pathways is the need to define new criteria for the Triple Crown award. The report on the D91 website describes our proposed approach and the transitional arrangements while both education programs are running until June 2020.

## **District Director 2017/2018 - Pedro Casillas DTM**

Each year the DLT (District Leadership Team), creates a District wide success plan designed to guide our District to continued growth and success.

Since D91 was set up in 2013, the District has grown by over 40 new clubs and has been re-organised by geography from 5 Divisions to 7.

With the fantastic team of Area and Division Directors, we have continued this level of growth, and as I write this we are close to achieving the District Goals set at the beginning of the year.

I am delighted with the progress all members of the DEC (District Executive Committee – DLT, plus Division and Area Directors), have made in their respective roles. It has been a real pleasure to hear the wonderful stories of achievement across the District.

### **The Road Travelled**

As in any year, our District has faced and has dealt effectively with the number of changes and challenges:

### **Pathways**

Pathways was introduced across D91 in March 2018. I would like to take this opportunity to thank and acknowledge the great work that the Pathways team, led by Program Quality Director and Pathways lead, Andy Hammond. Their meticulous attention to detail has meant we have had one of the highest take ups of Pathways and so far, the program has been well received by our members.



### **Conferences**

With the end of the November District Conference, we have begun work on preparation for the running of our next District Council which will be run online using Conferencing software. We will be working with Area and Division Directors and will aim to make this transition as smooth as possible.

### **District Success Plan**

#### **DSP (District Success Plan)**

Each year the DLT (District Leadership Team), if tasked with creating a District wide success plan which will enable our District to continue to grow and prosper. The DSP is made up of several goals designed to bring the maximum benefits to our members and are measured against the three main goals set by Toastmasters HQ (you can follow our progress at <http://dashboards.toastmasters.org/district.aspx?id=91&hideclub=1>)

## 11. Toastmasters International Update

To be given by our CEO Dan Rex.

## 12. Bids for District Conferences

### Future Conferences

With there now only being the Annual District Conference in spring each year, we are looking to plan further ahead and provide members with plenty of notice of those events. The Conference Committee has been working on that long-term plan.

We need to acknowledge that nearly 60% of our membership is within clubs in the four London Divisions, and that transport systems are also focussed on London. We are therefore proposing that the Annual Conference alternates between a London venue and venues across the rest of the District. The current plan is therefore:

- 2019 Ashford/Canterbury
- 2020 London
- 2021 M4 corridor, Swindon to Cardiff
- 2022 London

We are currently aware of a potential bid for the May 2019 Conference in Ashford, and the Conference Director is Karen Ince.

Early investigations have taken place for the May 2020 conference to be held in Canary Wharf, London.

We are seeking approval for further investigations to take place into these venues, and for a more detailed report to be brought to the virtual Council Meeting in September 2018.

## 13. Motions

District Director Pedro Casillas, DTM, advised that no advance motions had been received.

## 14. Any Other Business

## 15. Announcements and Adjournment









