



SPIRIT OF 60

Quarterly Newsletter



February 2009



Volume 1, Issue 3



Positively Positive Leadership

Wow! I can hardly believe that half a year has come and gone. As I looked back over the first six months and reflected on where we started, how far we have come and the journey we still have to complete, I am **inspired, motivated and in awe of our District 60 Toastmasters.** We have had some challenges with leadership at the District level this year. For whatever reason, personal challenges, health challenges and professional obligations, we have had many leaders who have had to step back from their roles. While this may have lead to a gap, I have been amazed by the number of current leaders and other district members who have stepped up to the plate to fill in these gaps, so that we can still bring the best service to our members. To all of them, my heartfelt thanks and appreciation.



teams and individuals that embrace and practice these four strategies, are not only the most successful, but also have the most rewarding experiences and clubs.

For each of the four principles, I have listed how we can incorporate them into our clubs, organizations, relationships and other life experiences according to Kim Cameron, "Positive Leadership"

Positive Climate - Foster compassion, forgiveness and gratitude

Positive Relationships - Build energy networks and reinforce strengths

Positive Communication - Obtain feedback, and use for growth, positive reinforcement

Positive Meaning - Affect human well being, connect to personal values, highlight extended impact, and build community.

While thinking about what to share with you in this article, many things came to mind but one concept from a book I am currently reading by Kim Cameron, titled "Positive Leadership", really resonated with me. It's the concept of positive deviance. Most organizations and business models are designed to operate within a set of predetermined standards, "intended to reduce variation, uncertainty, and deviance". In other words they are reliable. However, we have some organizations that outperform their competition, on a continuous basis. These companies are experiencing positive deviance.

Evidence has shown that these four Leadership Strategies enable Positive deviance in organizations: **Positive Climate, Positive Relationships, Positive Communication, and Positive Meaning.**

As I delved further into the book, I just kept thinking Toastmasters. The four strategies listed above are what the whole Toastmasters program is based on. As I have come up through the leadership ranks, I have discovered that the clubs,

I wish you every success in achieving your goals for this Toastmaster year!

Janice Weir, DTM
(D60 Governor 2008-2009)

Spring is around the corner, as is the D60 Spring Conference!

April 17th-19th, 2009

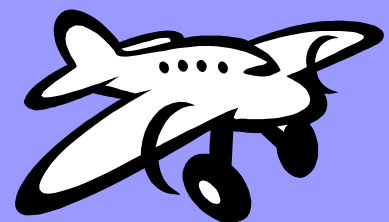
Valhalla Inn, Toronto

Full Conference only

\$210

What a GREAT DEAL!!

Soar to new heights, your boarding pass awaits!





Volunteer Spirit of 60

District 60 is made up of over 3,000 members. Each of those members volunteers time, talents and energy to make a difference in our Toastmasters clubs, Areas, Divisions and District. You can and do make a difference!

In today's world, it seems like we all have more commitments and more opportunities than we have time. If we aren't doing it, our children are. We don't want to be left out so we join in. As a society we are just too busy!

The UN website tells us that for tens of millions of people around the world, volunteering is an expression of support for a principle that strikes to the heart all: that by working together, we can make the world a better place for everyone.

We appreciate the many hours that our members dedicate to making the Toastmasters program work in District 60. From organizing and running the many Club Officer training opportunities, workshops, speech contests, aiding struggling clubs, and starting new clubs, our volunteers are making our world a better place for everyone!

We know your time is valuable. In 1980, they estimated that a volunteer hour was worth \$7.46. Twenty-seven years later, in 2007, that volunteer hour is worth \$19.51. The next time you attend training or a workshop or even your club, think of the many hours volunteered by yourself or your fellow members and thank yourselves for a job well done.

In Toastmasters, when we volunteer we receive valuable experiences. We have the opportunity to step out of our comfort zones and take on new challenges in a team atmosphere. We are not alone; instead of taking on that task on your own, ask your fellow club members for help. From the moment we join our club and volunteer to take on meeting roles to our election as a club executive, we become a valuable asset to our clubs and to Toastmasters.

When the opportunity arises, volunteer. International Speech and Evaluation contests will be conducted in your clubs in February followed by the Area, the Division and finally the District contests held at the Spring Communication and Leadership Conference, April 17-19, 2009, Valhalla Inn. If you are not competing, consider volunteering as a judge, timer, counter, Chair. You'll be glad you did!

Watch for a new page on the District 60 website, www.Toastmasters60.org, coming soon with volunteer opportunities within District 60.

Have you considered what it takes to be a volunteer? Are you up to the challenge?

Greatness is not in where we stand, but in what direction we are moving. We must sail sometimes with the wind and sometimes against it - but sail we must, and not drift, nor lie at anchor." - *Oliver Wendell Holmes*



Lieutenant Governor Marketing Randie Jacobs, DTM



Hello District 60 Toastmasters,

Each time a new person joins Toastmasters a spark is ignited. In our existing Toastmasters clubs, the spark of each member combines into a wonderful collective glow as we meet to pursue our goals. If you have not experienced it already, I invite you to experience the bonfire-like warmth and excitement that occurs when you are an integral part of a new club that is chartered.

Share the warmth of Toastmasters by chartering a new club, bringing guests to your club or by sponsoring a new member. If you have an idea for a new Toastmasters club, please contact me via e-mail or phone (905-665-2855) and I would be happy to assist you.

For ideas on how to increase membership in your club, contact Betty Legacey-Membership Development Chair, bwlegacey@lexicom.net Spread the warmth of Toastmasters and gain recognition for yourself and your club by being aware of individual and club membership growth recognition programs.

Toastmasters has an Individual Recognition Program where you can win Toastmasters prizes for sponsoring members from July 1, 2008-June 30, 2009. You could receive a unique pin, if you personally sponsor five new members. Or how about a magnificent Silver Star pin, the reward for sponsoring 10 new members. Maybe you would prefer a Toastmasters necktie or scarf for yourself and you can get one for sponsoring only 15 or more members.

The Talk Up Toastmasters club membership campaign runs from February 1-March 31. Those clubs who add five new, dual or reinstated members to their roster receive a Talk Up Toastmasters ribbon for their club banner as well as the choice of one module from The Better Speaker Series, The Successful Club Series or The Leadership Excellence Series.

Let's work together in the remaining months of this Toastmasters year to set our membership numbers ablaze!

Sincerely,

Randie Jacobs, DTM
Lt. Governor Marketing



***Be the flame that
lights the spark!***

Toastmasters Membership Building Campaigns!

Feb. 1st-March 31st ***“Talk up Toastmasters!”***

May 1st-June 30th ***“Beat the Clock”***

Toastmasters Individual and club Membership Recognition Program - please contact Randie Jacobs for details!





Public Relations Officer

Deanna Yeung, DTM



DOES YOUR CLUB HOST "OPEN HOUSE" EVENTS?

When done properly, hosting a club open house is one of the best ways to draw in new members and to instill a sense of pride and belonging among existing members. The former helps to increase membership, while the latter helps to retain membership. Thus, an open house event helps to build membership. However, if it is done with scant planning, little preparation and poor attention, reverse results will likely follow.

To encourage clubs to build membership by holding "open house" events, District 60 sponsors two **Open House Contests** each year: (1) September-October and (2) March-April, with prizes going to the top three clubs that have recruited the highest number of new members subsequent to an open house event during each of the said contest periods. For the first Contest period (Sept.-Oct), only one club, **Apo-Toasters**, contacted me to report the result of their membership-recruitment subsequent to an open house last October. A \$100 Pizza Pizza gift card was presented to the Club on Jan. 19, 2009.

The second Open House Contest period of March-April is fast approaching. Once again each club has the chance to win (a) \$100 pizza certificate, or (b) a \$50 coffee/muffin certificate or (c) a \$35 coffee/muffin certificate (Please visit District 60 Website for details). This time, I hope all three prizes will be claimed.

If you want to learn about the step-by-step process of hosting a Toastmasters club open house, please refer to Lindy Sinclair's "*How to Host a Club Open House*" article posted on the TI website. Stephanie von Barga's educational session on "*The Club Open House WOW Factors*" presented at the Feb. 7, 2009 District 60 Council Meeting succinctly summarizes the "How to WOW!" factors into four areas: (1) the Club's Vision about open house; (2) the Plan; (3) the Event and (4) the Next Steps (follow-up). If you are interested to know more about "How to WOW! Open Houses", please contact Stephanie von Barga directly at svb.laluna@sympatico.ca.

Just like no two clubs have identical meeting formats, no two clubs will host their open house in identical ways. However, to have a successful open house, we need to be mindful of these three important points:

1. Hosting an "open house" is a special club Event that warrants the support of all members, headed by a leader as the Event Chair to oversee the planning, preparation and execution of the Event.
2. Guests are always made welcome; they are guided to understand: the meeting protocols, how to join your Club what does your club membership offer. If require, follow up with a guest after the Event.
3. The Event program includes at least one speaker giving a speech that will illuminate the benefits of joining Toastmasters, and especially joining your own Club; or a few speakers to give mini speeches on "What Toastmasters mean to me"

For the first six months of this TM year, **Apo-Toasters** had recruited 19 new members (7 of whom was a direct result of October Open House). When asked for tips to their success, Club President **Daniele Thibodeau** said the foremost factor is "our guests are impressed by the quality of our meetings."

Hosting an open house event is akin to having a chance to tell the world about your Club. When guests like what they see in the Event, they want to join your Club, which makes existing members happy and proud. A well hosted open house is one of the best ways to build a strong club. So plan ahead and host an open house. If you do it during March-April, you Club can be one of the winners in this second contest!

Deanna Yeung, DTM



Immediate Past District 60 Governor

John MacDonald, DTM



What! You want to move my club into another area?

You just get to know the people and personalities in your Area and you work together well throughout the year. Then the District realignment comes along and changes your area. Why do they do that? District realignment is an adjustment at the area level that changes which representative clubs are served in an area. Realignment is considered every year. This is a case where change is important so we can serve the individual member better.



So that our area governors (volunteers) have a manageable load, Areas have between 4 and 6 clubs each. Occasionally these areas must be adjusted because the clubs require different service, or because the area shrinks or grows by a club. Sometimes areas are adjusted as a result of a change in the level of service required. If all the clubs in one area are struggling, it makes some sense to move the club into an area where the other clubs can help out. When there is going to be an adjustment we would like to get your input. This is where you can play an active role. Areas are created to help serve the needs of members inside clubs. If you can think of a reason why your area alignment is not working or suggest a better alignment we NEED to hear from you.

I wish every member and all the clubs every success in the new year. Part of the success going forward come from placement in the proper area in the first place.

Don't just Survive - Thrive! How you might ask?

Send a member of your club to visit a large successful club. When they get there...have them pay close attention to

- The energy in the room
- The fast pace of the meeting
- The fun things that happen



Ask Questions; Where do guests find the club? How does your club deal with new members? *The simple truth is that if you do what they do you will get what they get.*

Here are some other things to consider. **Location, location, location...** Is it easy to park and get to your meeting? Perhaps your guests are having a tough time finding where and when you meet. Do you meet every week? If you had 30+ members at your next meeting; could your meeting space handle it? If there were 30+ members at your next meeting; where would the guests sit? How many would do table topics? How many people would do a speech? Want to have a strong and Dynamic Club? Do what the strong and dynamic clubs do.

When my Aunt entered an apple pie contest at the local fair she won the prize for having the best pie. This pie was judged on its appearance, taste, consistency. When she made the pie she hand picked the best apples, hand sifted the flour and carefully blended the ingredients. Her success was contagious, other people wanted her pie. The problem was, she only made one. A local supermarket chain decided that they would like her to make them pies for the coming year. They ordered some 40,000 pies. She left the fair with the order and decided to take up the challenge. Even though the first pie was wonderful, it was clear that the remaining pies could not be produced using the same method. The flour had to be purchased and delivered by a truck. The ingredients had to be mixed in a mixer the size of a cement mixer. The oven I hope you get the idea.

As you set out to make your small wonderful club into a big strong dynamic club; you can not keep doing things the same way you always have. Be ready to change and adjust your success recipe so that it meets the needs of your members. I have seen club members commit to becoming a strong and dynamic club. The results are wonderful and absolutely something that can be duplicated.

John MacDonald, DTM

Education Award Challenge

1st Place Paul Gibson, Manulife Toastmasters (Fall Conference Registration)

Donated to the Facilities Chair or Conference Chair to thank our volunteers! Thank you Paul!

2nd Place Julita Wolanska, Metro Hall (\$20 Bookstore coupon)

3rd Place Edith Danilko, Speak-Easy Morning Club (\$10 Bookstore coupon)

Club Officers Trained Challenge - Phase 1-3 clubs with ½ point

St. Vladimir, Manulife, Royal Class (Leadership Excellence series)

Phase 1 - All 7 club officers trained

1st Place \$50 Gift Cert. Goodyear

2nd Place \$35 Gift Cert. Bay & Adelaide

3rd Place \$25 Gift Cert. LCBO Toastmasters

Distinguished Club Challenge (Dec. 2008) - \$100 Gift Cert. Bay Street Breakfast Club

All clubs with 5 or more DCP Points by Dec. 31 win \$10 for the TM bookstore at the Spring Conference!

There's still time to win the Club Officers Trained Challenge with 4 or more officers trained, the 7 club officers trained award contest.



We are proud to announce that Apo-Toasters won a \$100 PIZZA PIZZA gift card for winning the September-October Open House Contest!

Way to go Apo-Toasters!

Please direct feedback, suggestions, articles, photos to our newsletter Designer/Editor:

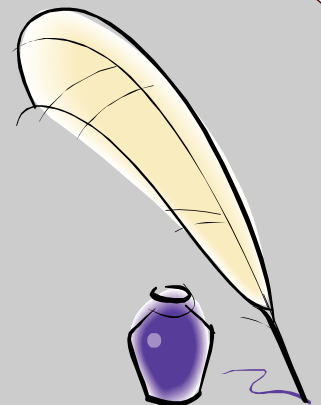
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~ Be sure and visit the D60 website by clicking www.toastmasters60.org ~

District 60 Toastmasters
Spring 2009
Communication & Leadership Conference

April 17-19, 2009

Valhalla Inn, Toronto, Ontario



The Speech Contests!

International Speech Contests - Saturday afternoon
Evaluation Speech Contest - Sunday

Governance Change

Learn about Toastmasters International's new
Leadership Structure.

Friday Fun Night (Comedy Show)

Join us in welcoming all of our First Timers, enjoy the
laughter from the comedy show, followed by a dance party.

First Timer Tip!

Be sure to check out the **Bookstore** before the weekend is
through. You'll find lots of great stuff from Toastmasters -
Manuals, books, meeting and contest supplies and MORE!

Communication & Leadership Award

Saturday C & L Luncheon

Dr. Rick Tobias

Award Recipient

Dr. Rick Tobias, President and CEO of the Yonge Street Mission, has been
refocusing to address needs of street youth since 1983. He leads staff and
volunteers to craft programs that help break the cycle of multi-generational
poverty, and promote changes in the city.

Saturday Opening Keynote

Harry Kingston

"Connect the Toastmasters Program to your personal Career"

Harry will focus on skills from the Advanced Manuals, and the way
to make them maximum advantage in 'real-world' requirements in
your career. **Why should we invest time with our Advanced
Manual Programs?**

Sunday Keynote

Darren LaCroix

2001 World Champion of Public Speaking

"OUCH! How I Went from Chump to Champ"

Have you ever experienced a presentation that put you to sleep? Ever
given one? Have you ever seen a presenter bring a boring subject to life?
What's that difference? You are about to find out!

Detach here and send bottom portion of this form with your payment - Please complete the other side

Register me for the 2009 Spring District 60 Toastmaster Conference!

Full Conference costs: \$210

Hotel Cost: \$ 115.00 per night single/double. Reservation due date march 26th 2009

Valhalla Inn

**1 Valhalla Inn Road (Highway 427 & Burnhamthorpe Rd.) Tel- (416) 239-2391 Toll- Free 1-800-268-2500
reservations@valhalla-inn.com**

Name _____

Phone Number _____ Email Address _____

Club # _____ Club Name _____ Division A/B/C/D/E/F/G

Designation: Member / CC/ CTM/ ACB/ ATM-B/ ACS/ ATM-S/ ACG/ ATM-G/ CL/ AL/ ALB/ ALS/ DTM

Are you a: PID / PDG Are you a Guest? Yes / No

Volunteer: Registration/ Hospitality/Workshop/Activator/Entertainment/Bookstore

Send completed form to Jacqui Blanchard Email address: jacqui@theblanchards.com

Mailing Address: 75 – 222 Pearson Street, Oshawa, ON L1G 7C6

Soar to New Heights, Together - Workshops

More information will be available on the District 60 website

www.toastmasters60.org

9:30 am	11:15 am	1:45 PM
<p>"Champions' EDGE "LIVE" Coaching" Darren LaCroix, Year 2001 World Champion of Public Speaking</p> <p>Think you can't be a great speaker? Think again. Darren's first performance and his championship speech are absolute proof that presenting is a learned skill.</p> <p>Darren studied ten years worth of World Champions contests over and over again. He discovered what separates the person who wins from the person who comes in second. The winners had three points in common. Want to know what they are? Come to the workshop and learn these points directly from Darren!</p> <p>Participants will give 1- to 2-minute mini-speeches and receive instant feedback from a master speaker coach!</p> <p>This workshop will give you a world champion of Public Speaking's perspective on presenters' common mistakes, along with techniques & tips that anyone can use to correct them!</p>	<p>"Communication Secrets of Great Leaders" Geoffrey Smith</p> <p>A detailed & practical guide for learning and putting into effect the practical <i>communicative skills needed for effective leadership</i>.</p>	<p>"Ten keys to unlock your leadership potential" Gloria Pierre</p> <p>Toastmasters needs leaders. Our country needs leaders. This workshop will <i>show attendees how to leverage their expertise and knowledge in leadership opportunities</i> and how to do so boldly and confidently. They will also learn that the leadership skills, just like their communication skills, are transferable to the outside world.</p>
	<p>"The Anatomy of Networking" Rick Mamros</p> <p>Participants will gain confidence and <i>become more efficient and effective at the art and science of in person networking</i></p>	<p>"Presentation PIZZAZZ: Get to the Point...or Lose your Job" Marty MacPhail & Bonnie Dell</p> <p>Participants will</p> <ul style="list-style-type: none"> • Acquire an understanding of simple, easy to follow steps that guide you through the development of a POWERFUL PRESENTATION • Discover that responding to WIIFM "what's in it for me?" can be the WRONG APPROACH • identify the reasons a presentation can be a HUGE SUCCESS with one audience and a total failure with a different group ... <i>and more</i>
	<p>"Defining and Marketing your Personal Brand" Micki Lubek</p> <p>Participants will gain an edge in today's tough business marketplace. By learning to identify and communicate their Personal Brands, participants can differentiate themselves from competition.</p>	<p>"The Life Champion In You – Overcoming Challenges, Achieving Success" Clint Leung</p> <p>Important insights on achieving success in life even in the face of adversity.</p>
	<p>"The Secret of Success" Rob Peck</p> <p>Participants will <i>learn why some Toastmasters clubs succeed while others fail</i>. Successful club officers must also be able to gain and maintain situational awareness, solve problems and make sound decisions. This requires strong communication and teamwork skills.</p>	<p>"Club Excellence" John Sooran</p> <p>In this <i>participatory</i> workshop, participants will be <i>introduced to the fundamentals of Parliamentary Procedures</i>, including the Motion, Amendments, Closing Debate, and Voting.</p>

Detach here and send bottom portion of this form with your payment - Please complete the other side

(Please Circle your Choice)		Choice
Full Conference	\$210.00	
Spouse/Guest Full Conference	\$210.00	
Friday Fun Night and Comedy show with Darren LaCroix	\$25.00	
Saturday Opening, ALL Workshops, International Speech Contest	\$65.00	
Saturday All Day	\$150.00	
Saturday International Speech Contest Only	\$30.00	
Saturday Opening, All workshops, C&L Lunch, International Speech Contest	\$65.00	
Saturday Communication and Leadership Lunch (or C&L Lunch)	\$45.00	
Saturday District Governor's Dinner and Dance	\$65.00	
Saturday Dinner and Dance + All Day Sunday	\$110.00	
Sunday All Day	\$75.00	
Total		

Saturday C&L Luncheon Choice:

*If registered for Saturday lunch and Banquet please check BOTH meal choices

- Meat
- Vegetarian

Saturday Governor's Banquet Meal Choice: (Please indicate any food allergies)

- Meat
- Vegetarian