

Diana (Pfeifle) Fisher

TURNING ADVERSITY INTO OPPORTUNITY

Cover Story



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- Thank you to our sponsors announced from the podium

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Full price available October 16 through November 15, 2018

'Tis the Season

Phyllis A. Harmon, DTM
Editor/Publisher



This time of the year I find myself humming Pete Seeger's hit song *Turn! Turn! Turn!* It reminds me that we are indeed in the process of changing from the warm days of Summer to the cold, wet, colorful season of Autumn. I'm invigorated by the chorus. It reminds me that time is moving forward, and so should I.

*To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time to every purpose, under heaven*

My purpose this Toastmasters year is to complete one path and begin another. I am determined to get back on the road to personal growth and a fourth DTM. I took a bit of a hiatus and got stalled in completing one Pathways level in order to get to the level I'm really interested in working on. Too busy, other commitments, shining objects, and 'got a bone in my leg' (as my southern mother-in-law used to say) were (and are) all wonderful reasons to procrastinate. I confess, somewhat sheepishly, that I find the new skills I am supposed to learn a bit daunting. Not that I can't absorb new ideas and practice new skills (I may be an old dog, but I'm still a young pup eager to try my hand at something new), but I'm a bit lazy.

So this time of the year, Pete gives me the proverbial kick in the butt and gets my motivation humming again. I do have a purpose, and it is the season. See you on stage in 2020 as we accept our well-earned Pathways DTMs.

EDITORIAL

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TOASTMASTERS
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VOICES!



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Phyllis Harmon, DTM

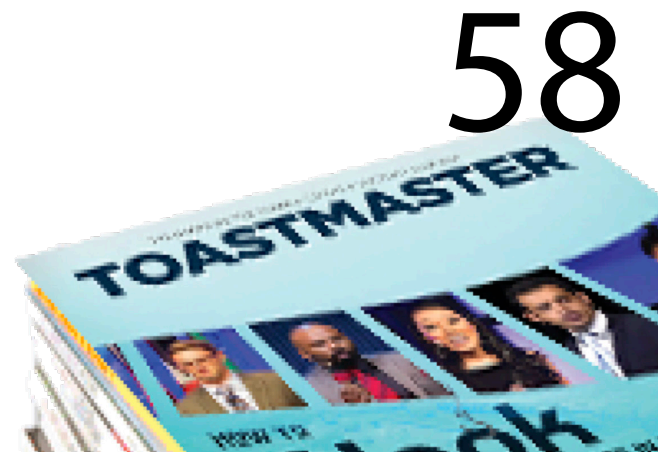
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MOUNT KILIMANJARO
CONGRATULATIONS
YOU ARE NOW AT
PEAK, TANZANIA, 5895M/19341
AFRICA'S HIGHEST POINT
WORLD'S HIGHEST FREE-STANDING MOUNTAIN
ONE OF WORLD'S LARGEST VOLCANOS
WORLD HERITAGE AND WONDER OF A

TURNING ADVERSITY INTO OPPORTUNITY

Diana (Pfeifle) Fisher, CC

Every speech I've given is like a token of strength filling my spirit with self-confidence. Toastmasters has helped me see that having epilepsy doesn't make me any less of a person. It offers much more than learning to be an excellent public speaker, listener, evaluator, and leader. It builds self confidence and helps me keep a positive spirit to help others find their voice and confidence, too. I've learned the importance of "grabbing the reins" in life because ultimately, my destiny is up to me. Rather than associating adversity with the negativity that acts as a damper on dreams and goals, I now see adversity as an opportunity for growth that delivers strength and resolve through invaluable perspectives.



As I started my sophomore year of college, the excitement and responsibility accompanying leadership filled my spirit with eager anticipation. I was honored to serve as the student-body vice-president and captain of the collegiate volleyball team. It wasn't long, however, until my health began spiraling out of control. As a lifelong epileptic, I was accustomed to having 1-2 seizures every year, but this was different. Suddenly having 35-40 seizures every week had me questioning my sanity. I took numerous anti-convulsant medications to no avail. With the results of my recent MRI being diagnosed as normal, I was informed nothing could be done to improve my condition. I was 19 years old and in shock – how could it be that there weren't any treatments that could help?

Desperate yet determined to once again live a healthy life I found two epilepsy clinics in Seattle and signed up for the first available appointment. My parents and I anxiously awaited a new opinion. As the neurologist walked into the sterile examining room he briefly looked at my MRI, hurriedly said he would be back in a moment and departed, but quickly returned with another physician. Little did my parents and I know the news we were about to hear. The additional physician glanced at my MRI and bluntly asked me “are you aware that you have a brain tumor?” In shock, I replied, “no, but I am now.” I was 19 and unexpectedly facing my mortality.

Shortly afterward I underwent brain surgery and proceeded to enjoy 18 months of liberation from epilepsy. Being seizure-free felt amazing. As I treasured every moment, my health unexpectedly started to crumble again. This

time, however, I recognized what was happening – my brain tumor was growing still. I had no idea that my previous brain surgery was only the first of numerous brain surgeries to come.

Unfortunately, my second brain surgery didn't alleviate my seizures. As they continued to get worse, I was again told that nothing else could be done to improve my condition. I sought help from the other epilepsy clinic in Seattle and was relieved that although they recommended another brain surgery, at least they could help. My third brain surgery was unlike the previous two and shattered my fragile state; I contracted a virulent strain of bacterial meningitis and became gravely ill. Severe intracranial swelling caused 48 staples in my head to pop out, one by one, until every last one came out of my scalp.

As I rapidly deteriorated, my parents, brother, and I were warned by my doctors that if I survived, I would most likely be permanently disabled and unable to care for myself, work or finish my bachelor's degree. After my fourth and fifth brain surgeries in the following two weeks, during which an infected portion of my skull equivalent to the size of an adult's entire hand was also removed, my survival depended upon successful IV antibiotic treatment.

Every day was a battle to push through unrelenting nausea and agonizing pain, withering from 140 to 110 pounds in six weeks while also losing my ability to walk unassisted. I was climbing a mountain of mental, emotional, and physical anguish. My resolve was stretched thinner than I thought possible, but sheer determination kept me going.

Luckily six weeks of intravenous antibiotics cured my meningitis. Less than a week later,



though, stabbing pain underneath the right side of my rib cage started with a vengeance. An emergency room visit determined that my IV antibiotics caused severe gallstones that required emergency surgery.

The battle wasn't over yet, though, as I was still without a sizeable section of my skull. Two months after having my gallbladder removed, I had my sixth brain surgery and had plates put into place where my skull had previously been removed.

Seven months after my sixth brain surgery an experimental device known as a Vagus Nerve Stimulator became available. Because I continued to struggle with severe seizures, I had surgery to have one implanted. As my medical miracle, the stability this has provided allowed me to finish my bachelor's degree, earn my MBA, live independently for the 10 years before meeting my husband, pursue a career, and most recently, summit Mt. Kilimanjaro.

Shortly after I began my career as a civil servant, I started seeking opportunities for

leadership development. As I searched for opportunities to develop my self-confidence that had been rattled to the core amidst life-altering medical challenges, I told my supervisor how much I enjoyed public speaking while I was in college. He said that our agency had recently chartered a new Toastmasters club and thought I'd enjoy being a part of it. I attended a few meetings as a guest and quickly felt inspired to join. Each session made me more convinced that joining Toastmasters would help me hone critical skills needed for success in my career and in life overall.

Although a portion of my brain tumor is inoperable and I still have epilepsy, I refuse to let that stop me from pursuing my dreams and doing what I love most – public speaking and helping others see that they too can achieve their dreams. Every day indeed is a special gift. I'll never let another pass by without treasuring its fantastic beauty. In fact, I'm convinced that's why it's called the "present."

Free Falling Into Fun

John Rodke, DTM - District Director

The last month has been a whirlwind of opportunities for growth and celebration.

Exciting and engaging Club Officer training was hosted by our Division and Area Directors. Thank you for your devoted efforts to train and support our members. I am happy to announce, we have all of our Directors spots filled for the year! A special set of kudos for Pam Gundrum, our new Division F Director, who has stepped up to help Division F thrive! If you are interested in the opportunity to get into Advanced Leadership in the future, please let me and your Division and Area Directors know. Toastmasters is where you can learn to lead in a safe and supportive environment to shape your community. My deepest gratitude to the leaders who are supporting our District this year and beyond.

The International Convention in Chicago was a blast! It was awesome to watch Brinn Hemmingson, our District 7 Champion, deliver a wonderful performance against a tough cohort of speakers in her

Semi-Final round. Way to go Brinn! We are proud of you!

The final was a collection of the top ten speakers from 116 Districts around the world.

1st place, Ramona Smith - District 58, 2nd place, Zifang Su - District 88, and 3rd place Anita Fain Taylor - District 47, presented powerful, motivating, and captivating stories from the stage. For the first time in Toastmasters history, the top three winners are all women!



District Trio training was a mind-blowing and impactful experience. Emilie, Cate, and I did our best to impersonate sponges to soak up valuable wisdom, and share ideas with the top 300+ leaders in our Toastmasters world. We will be presenting and acting upon these lessons learned within the next few months, be ready for some excitement!

Here are three key takeaways as a preview:

1. The Club Success Plan coupled with a Moments of Truth are the “Secret Sauce” for thriving clubs. November 15th is a District incentive deadline if your club has not yet completed yours.
2. If clubs are not giving Pathways speeches and celebrating education achievements, they are likely less than a year from collapse. All new members are in Pathways. If they are unable to achieve recognition, and work on their goals, they will likely leave.
3. The leadership side of the organization is undersold gold. It has enormous impact



outside of the club and in our community. Sharing how every leadership role within the club meeting and organization can help individuals thrive is vital. I encourage you to do so.

These takeaways, and many more, echo the goal for District 7 this year: To provide positive value to every member, at every meeting, by finding out and answering their “WHY” for Toastmasters.

Are you free falling into fun and answering your “WHY” for Toastmasters? Have you shared that “WHY” with your club? We hope so, if not, it can be an excellent subject for your next Pathways speech . . .

Fall Challenge – Club Success Plan

Emilie Taylor, DTM - Program Quality Director

The rains are back and the change to cooler temperatures could only mean, Fall. My favorite season is finally here! Yes, I love the fall weather not only because of the cooler temperature but also the change of colors. Fall also has other meanings. It is the time to bring in the harvest, take stock, and make preparation. Once we know where we are, we can plan for the new.

Are you ready?

We are almost done with the 1st quarter of our Toastmasters year, how are we doing in our clubs? Has your club found fun and meaningful growth? My goal is to encourage your club to become a higher quality club. A club that provides a greater member experience where everyone is inspired to grow. A club that has cultivated the “best” atmosphere to carry out the club mission of providing “a supportive and positive learning experience in which members are empowered to develop communication and leadership skills, resulting in greater self-confidence and personal growth.”

It is time to consider a Club Success Plan. A Club Success Plan is an action plan to help guide the club for the rest of the year. The club would run more smoothly because members have common goals, expectations, and directions.

Creating the plan starts with an assessment

of your club’s current state of affairs, known as “Moments of Truth.” By taking stock of the six areas in the Moments of Truth: First Impressions; Membership Orientation; Fellowship, Variety and Communication; Program Planning and Meeting Organization; Membership Strength; and Achievement Recognition you are laying the foundation for club success.

Here’s a challenge for you and your Club.

Submit a Club Success Plan by November 15, 2018 to pqd@d7toastmasters.org, and your club will receive a \$25 gift certificate.

To help you along with this challenge, check the D7 Calendar for Webinar dates on how to create a Club Success Plan.

To get started, either order the Moments of Truth manual which is part of the Successful Club Series, or download as a pdf for free. Here’s the link: <https://www.toastmasters.org/resources/moments-of-truth>

Fall is here “Weather” we like it or not. Loving it makes it easier and more fun.

I am reminded of Earl Nightingale’s quote “All you need is the plan, the road map, and the courage to press on to your destination.”

All the best on taking the next step in moving your club from a functional club to a high performing club.

HELP WANTED!

Volunteer Coordinator for 2019 Winter TLI

Complete your High Performance Leadership project as the 2019 Winter TLI Volunteer Coordinator. If you are a self-starter and enjoy working with a team, this is the role for you! As the Winter TLI Volunteer Coordinator you will recruit and manage a team of eager volunteers to work as room coordinators, hospitality helpers, and/or event setup and teardown crew at the winter TLI in January, 2019.

Interested? Contact Emilie Taylor at
pqd@d7toastmasters.org

\$\$ CASH COW JOBS \$\$

The Art of Story

*B*reathe life into your story—Learn
how at a Toastmasters storytelling
club near you

Gateway Toastmasters
Eugene, Oregon
Click [here](#) for website

Storymasters
Westside - Portland, Oregon
Click [here](#) for website

Tell Me a Story Toastmasters
Eastside - Portland, Oregon
Click [here](#) for website



The Power of Mutual Support

Cate Arnold, DTM - Club Growth Director

Ken Coomes, last year's Area 91 Director, saw his area become Select Distinguished. Originally, Ken only joined Toastmasters to help a friend reach the 20 members needed to start a new club. However, he quickly saw the benefits of Toastmasters. He enjoyed watching people grow and thrive. Ken jokes that one of his greatest personal benefits was learning to be a good listener because it scored big points with his wife. When he became an Area Director, he also saw the value of learning to communicate with other groups of people beyond his own club.

When asked what he did to help his area be Select Distinguished, he said it only happened because of the help from his fellow Area Directors and his Area Assistant. Phyllis Harmon, their Division Director, held monthly phone calls. The directors discussed club issues and deadlines, coordinated contests, and most importantly, supported one another. Early in the year, Ken was injured moving heavy objects in a storage unit. During the next call, when he told the other directors about his accident, they offered to help finish his first round of club visits. He was able to return the favor by helping with contests.

Another important aspect to Area 91's success was Lorri Andersen who served as Assistant Area Director. It is always a good idea to have an assistant. When Ken was down, she stepped up. They had each other to keep abreast of their

clubs' accomplishments, apprising them of their DCP status, and what they needed to do to reach the next level.

In the end, it all came together. TV Toastmasters was Presidents Distinguished. Sage Beaverton Toastmasters, Sporty Speakers, and Beaverton Club were Select Distinguished. Congratulations to the clubs, to Ken and Lori, and to the spirit of cooperation in Division H!



Updated District 7 E

Program Quality Director
Emilie Taylor, DTM

District
John Ro

Division A
Craig Fronek

Division B
Abraham Alfaro

Division C
Jennifer Thomas

Division D
Eldred Brown

Division
Sue Un

Area 21
Richard Emmons

Area 31
Tim Lewis

Area 41
Debbie Burger

Area 51
Debbie Burger

Area 6
Debi Ham

Area 22
Lisa Hendricks

Area 32
Kimberly Burdon

Area 42
Carlos Hernandez

Area 52
Marty Vincent

Area 6
Randi Po

Area 24
Daniel Houghton

Area 33
Robert Hazelton

Area 43
Lynda Sloan

Area 53
Bryan Cargill

Area 6
Carolyn Ex

Area 35
Justin Harford

Area 44
Tana Franko

Area 54
Paul Carson

Area 64
Svetlana K

Administrative Manager
Bob Pugh

Area 65
Michael Da

Finance Manager
George Hecht

Executive Committee

Director
Mike, DTM

Club Growth Director
Cate Arnold, DTM

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Division F
Pamla Gundrum

Division G
David Shehorn

Division H
Katrina Rodriguez

Division I
Frank Waterer

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Area 71
Denise Whitney

Area 81
Marv Serhan

Area 91
Michael Midghall

Area 10
Radiance Bowden

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Area 72
Theophan McKenzie

Area 82
Patrick Locke

Area 92
Stark Britten

Area 11
Nils Westphal

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Area 73
Leanna Lindquist

Area 83
Christa Svensson

Area 93
Lorri Andersen

Area 12
Gregory Nye

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Area 74
Hillarie Hunt

Area 84
Mark Fritzen

Area 94
Daniel Brewer

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Area 75
Kamili Talley

Area 95
Kat Iverson

Area 76
Svetlana Rahkimova

Area 96
Phyllis Harmon

Meet Club Growth Director Cate Arnold, DTM

Leanna Lindquist, DTM

Cate is the oldest of 7 children which meant she learned to talk loud and eat fast. In the 80's, with an undergrad degree in Economics and a Masters in Finance, she worked on programming business systems for companies before the internet and application software existed. She met her husband through her work and moved from Texas to Oregon in 1984. Her 3 children are grown. This leaves her free to focus on her work for the Beaverton City Council and Toastmasters. Her home club is Silicon Forest.

What brought you to Toastmasters?

I joined in 2003 after a Toastmaster spoke at a Beaverton Committee I was serving on. I improved as a speaker and team member. I quit in 2008. I realized in 2013 that I was getting rusty and I rejoined.

If I were to say to a bunch of people who know you, give me three adjectives that best describe you, what would I hear?

Geeky, funny, inspired.

Geeky: I was a girl nerd before there was such a designation. As a kid, I used to lie in bed at night figuring out interesting ways to solve math problems.

Funny: I often say that the God I know has quite the sense of humor. A recent example was when I broke my ankle while doing a Toastmaster Director training in Bend. On my wall at home is a framed card with the prayer of St. Francis, *Seek first to understand*. Where was I when I broke my ankle? In front of the St. Francis McMenamins Pub.

Inspired: I think we have the ability to change

our world through Toastmasters. We don't realize it, but our interconnected trade, monetary, and information systems make us a global tribe, which we ignore at our own peril. I have loved the opportunity to learn from people around the world in Toastmasters, to support one another as we learn to communicate, and work in teams. I dream of creating impeccable standards for speaking, where our intentions are to leave our listeners with take-aways that are positive, healthy, and helpful in any Toastmasters training we find ourselves in. That's how we can all change the world in better ways.

What is one thing people would be surprised to know about you?

I want people to let me be old. I am 60, an aspiring WOW (Wise Old Woman). At this point in my life, with my kids raised and the ability to choose what I do, my constant question is what am I leaving? How can I make the lives of my children and my communities better by how I spend the time I have left? To me, it's not morbid, it is comfortingly realistic.



How long have you been a member of the Beaverton City Council?

Since 2005. We are the government on the ground that most people see. Our most important services and the bulk of our spending are for drinkable clean water and sewage treatment. Next in importance is police, then building and repairing local roads, sidewalks, and streetlights. Clearing road blockages and cleaning streets, land use approvals, building design permits, building inspections, a Municipal Court to handle minor offenses. While many things are going well in our city, being involved in government is tough right now because there is so much divisiveness and judgment against “the other”. We are subconsciously becoming conditioned to accept inaccurate, cruel jabs at each other as normal, with our attention on people politics rather than the real issues we face. Toastmasters is my calming influence to counteract this.

What do you think is your biggest challenge as Club Growth Director?

Keeping all the balls in the air.

If someone is considering running for Club Growth Director for 2019-2020 what advice would you give them?

Recognize that you must become the coordinator rather than the executor. Develop your network of Toastmaster Angels: members with experience and skills who want to help make good things happen in our clubs. You need them as they will be doing most of the work. There is so much the CGD is responsible for: starting new clubs, helping existing clubs find new members, and keeping the ones they have, providing help for clubs in danger of folding, connecting with our Area and Division Directors to understand their varying needs so that we can recognize, and provide crucial resources, marketing Toastmasters to audiences outside of our clubs. It can't be done well without teams of Toastmaster Angels.

Explore the Art of Conversation



EMPOWER MEETING

Impromptu Speaking

September 29, 2018

9:00 am to 10:30 am

Moser Community Toastmasters

5830 NE Alameda St, Portland, OR 97213

Speakers: Simon Broad and Teresa Hovland

Table Topics Master: Tom Hale

Free for guests. Coffee and light refreshments.

See site for more details: <http://bit.ly/MCTM929Empower>

You are Invited!

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Improves Your Game!



Toastmasters Evaluation Workshop Club

Join Us - Visitors Always Welcome!

7:30-9:00pm every 2nd Wednesday
Providence St. Vincent Medical Center
9205 SW Barnes Road, Conf Rm 20
Portland, Oregon 97225
feedbackers.toastmastersclubs.org

Developing Confidence Is An Inside Job: Incubating A More Positive Me

Terry Beard

All the squelching and discouragement that I experienced during my formative years left me with a legacy of a steady stream of negative self-talk. I bombarded myself with stinkin' thinkin' and became my own critical parent. Not Good Enough! My critical, ongoing, Not Good Enough self-talk continued to echo through my consciousness until the negative self-talk was my daily mantra, a ritual habit of sabotaging myself. I had become what I had been taught to believe, that I am Not Good Enough. These negative scripts were reinforced over and over again Not Good Enough.

If I was going to stop sabotaging myself, I had to learn some new scripts, positive self-talk, an inner nurturing parent. Good Enough. Once I embraced the new script reminding me that I was Good Enough, I was launched on the inside

work to bolster my confidence. The more I grew my self-confidence, the less I cared about what others thought of me. It was my opinion of me that counted!

What we think about on the inside, comes through on the outside. Once I reclaimed positive thoughts by banishing with the critical parent within me, my ability to overcome fear of public speaking accelerated at the speed in which I believed in the new me.

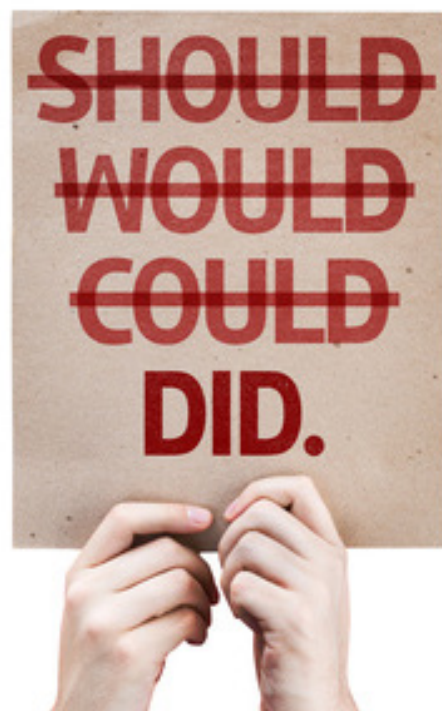
Going to the podium or the lectern to give an awesome speech is more than doing deep knee-bends beforehand to loosen up, avoiding coffee and booze, having a good night's sleep, and practicing the speech umpteen times, before addressing the audience. The how-to books and internet articles on giving a great presentation have already been written, but

The more I grew my self-confidence, the less I cared about what others thought of me. It was my opinion of me that counted!

the ability to become a great public speaker requires that we must do the work from the inside to build our confidence and self-esteem. Once we believe that we are okay, then we can face the challenge of standing up and speaking out buttressed by techniques of good speech craft. The combination of a belief in ourselves and a belief in our speech material helps us to be ready to be heard, ready to face the audience, and believe we are good enough!

As a Rotarian, a student of the French language, and with my speaking seminar schooling at Dale Carnegie, I started to feel equipped to flex my speech wings. Why not, I thought, why not go as a guest Rotarian to a Rotary Club in the heart of Paris? I found an evening Rotary Club that met directly across the street from the Musée du Louvre, at the five-star Hôtel Régina.

When I signed in as a guest Rotarian at my first Paris Rotary meeting, I was asked if I would introduce myself. At this Rotary meeting in the Hôtel Regina, I was wowed by the ambiance. As a guest, I anticipated that I would be called upon for some Rotary discussion, and I sensed with the Rotary Club officers scurrying around that their program speaker for the day was a no-show. They were a speaker short, so I knew I was going to be given the opportunity to speak. My gut was talking to me. What do I do with this once-in-a-lifetime chance? Knowing full well that I was not someone who got up to speak in public, no less in French . . . and if I didn't go for it, speaking in French, I would live with a huge regret. My heart, my pulse was racing. After the club president hit the gavel to open the meeting, and completed the opening ritual, I was asked



en français if I would like to introduce myself.

Again, what a great opportunity lofted in my direction, but what was I going to do with the public speaking challenge laid out in front of me?

Questions were running through my mind a mile a minute. Am I good enough? Will the French Rotarians understand me? Will I make lots of mistakes? Will they laugh at me? Will I be really good enough?

Et voilà, when asked, I gathered my strength to seize the moment and squirted up on my feet to introduce myself. I'd made my decision, which would sculpt a better life for me and for my two sons. I had been living with quiet thoughts in my head for years, that if I didn't find my voice, there was a chance my two sons wouldn't find theirs either.

One day as I looked ahead to the end of my days, I was determined that I'm not "goin' ta" wish, and regret that I woulda, coulda, shoulda developed the courage to learn how to get on my feet and deliver a speech in English . . . and no less in French.

The Rotary meeting hall was full of Rotarians

Out of encouragement comes confidence and courage.

drinking free-flowing fine wine while chatting over small talk. I was so proud to be a Rotarian, to be there, all dressed up in a presidential blue suit, white shirt, cuff links, a purple tie, and spit-shined shoes, and armed with nearly two years of beginner level French.

While I was waiting to be called upon as the guest speaker, thoughts continued to pour through my head. I was aware that my French was, at best, at the advanced tourist-level. There is only so much one can say to advance a conversation or a talk armed with all the tourist phrases such as “Comment allez-vous, je m'appelle Terry Beard,” I think you get my drift, “... je reste à d'Hôtel Duminy Vendôme”; I was quickly exhausting my tourist French vocabulary.

Now I was being asked to stand up again to give a speech.

Finally, I had to make a decision about speaking and, if so, in English or French. French it is, I'll live with no regrets. As I spoke in French, I was sweating profusely. The perspiration was cascading off my forehead right onto my dinner plate. I spoke for ten to fifteen minutes; my heart was beating like at no other time since my military days in Augsburg, Germany.

Well, I went through the speaking drill again with my limited vocabulary, “Bonsoir, je m'appelle . . . , j'habite à Portland, je reste à l'hôtel.” To keep me on my feet and speaking a little more, I was prompted with a question. The president of the Club asked me to explain what my Rotary Club did to make a difference in the world. I was so proud to share what our Club does in community service that the words

came, to my amazement. This experience was a life changing, memorably festive evening. A big boost. I did it!!

As a speaker, I had been benched previously in junior college. I had been discouraged as a student of French to give it up less than twelve months prior to my Parisian Rotary debut at the platform.

I made it through the impromptu speech en français, I was complimented by an 80-year-old man, who was sitting next to me, who stated that I did a very good job. Another Rotarian got up to speak and referred to the remarks made by the visiting Rotarian. I was thinking, “this is cool.”

I was further inspired by the fact that my French might not be the best tourist-level French, but they understood me, and being Rotarians, they were gracious and patient with me. I was proud!! I received put-ups, compliments. I knew that I was in a safe place, a safe harbor.

Out of encouragement comes confidence and courage.

Success comes before work only in the dictionary!

Terry Beard initially joined Arlington Club Toastmasters in 2001. He co-founded Portland Rotary Toastmasters in 2015. Terry is the author of Squelched - Succeeding in Business and Life by Finding Your Voice, published in 2017 and available on Amazon.com. Visit his book website at squelchedbook.com. You can reach him at terry@squelchedbook.com.





WALLMASTERS INTERNATIONAL

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**Mastering communication
and leadership barriers one wall
at a time**

One Year with Pathways

James Wantz, DTM - D7 Pathways Coordinator

“You’re doing that wrong.”

“I am?”

“Yes, we’ve always done that project this way . . .”

Do you get tired of people telling you how to do something? Especially if they say, ‘This is how it’s always done’? Well, I do. That is what I LOVE about Pathways. No one has ever done the program. That means no one can tell me how it is supposed to be done! I LOVE that.

One year into Pathways, and I am still loving it (sorry McD’s). I have 3 Paths going: Presentation Mastery, Strategic Relationships, and Visionary Communication. One just wasn’t enough. (It’s my Pathways, and I want it now!) Since I’ve been walking these Paths for most all of last year, I decided it was time to sit back and reflect. Coincidentally, I am doing that exact project in Level 5 of Presentation Mastery: Reflect on your Path. (Wow, talk about coincidence.) It is almost as if Toastmasters knew that I would want to reflect on what I did in the last year. How timely.

I became infatuated with Pathways back in May 2017 when the Chief Ambassador said,

“Pathways allows you to do elective projects like: make a podcast, write a blog, or develop a social media presence.” She had me at podcast. I’d always wanted to do a podcast. Well, not always. Podcasting didn’t really take off until late 2004 (thanks Wikipedia). Podcasting intrigued me. Blogging intrigued me. Social media baffled me—probably the ‘social’ part of that one since I’m an introvert.

I wanted to investigate all that the Chief Ambassador was telling me, and in September of last year I did! I raced into my first path and was the first person in District 7 to actually complete a full Level 1 in the new program. I zipped into Level 2, then Level 3, and began to hit my stride in Level 4 because that was where the podcast project was.

Oh boy! I had fun! I researched microphones, software, webcams, and hosting platforms like YouTube. I’d never done anything with YouTube (except watch cat videos) and it was a learning experience—a good one, not like those learning experiences where you come out the other side

For me, Pathways was and is enjoyable. I am learning while havin



saying, ‘wow, wish I’d

never done that.’ I decided to make the Podcast a series of videos about Pathways. [You can find all the videos by searching YouTube for “D7 Toastmasters Pathways Virtual Academy” or going to d7toastmasters.org, clicking the Pathways tab and paging down.] I spent enough time doing my videos to realize how much time goes into making a good YouTube video. (Lots more time than I usually had!) I gained new appreciation for those I watch on YouTube.

Now that I am in Level 5, I am looking backwards while moving forward (a great metaphor but don’t actually do it because you will run into something). For me, Pathways was and is enjoyable. I am learning while having fun—and the bulk of my learning is happening outside my club.

This is a change for me. Up until Pathways, I was preparing speeches and educational presentations specifically and solely for my club. With Pathways, I am doing the majority of the work (in the upper Levels) outside the club and

then giving a speech about what I learned. I like that. Toastmasters knows that my life isn’t totally Toastmasters (well, ok maybe my life is totally Toastmasters. I am the D7 Pathways Coordinator, after all). They know that Pathways is the tool to advance communication and leadership skills in the outside world. It isn’t the final destination.

The challenge I’ve set for myself this next year is to finish a second Path (the one that involves networking <cringe> and social engagement <double cringe>). I know I am going to continue finding new and interesting projects for a while longer—or until the other members of my club start down their own path and start telling me what to do! I have 7 more Paths to explore.

I enjoy being a trailblazer. I enjoy helping people find the right path for them. I enjoy troubleshooting Pathways. I really enjoy telling others how it’s supposed to be done (just kidding). I look forward to more Pathways in the coming year. How about you? Got Path?

ing fun—and the bulk of my learning is happening outside my club.

Speaking Off-the-Cuff!

October 13, 2018
9:00 am to 10:30 am
Moser Community
Toastmasters
5830 NE Alameda St,
Portland, OR 97213

*Practice impromptu speaking skills at an
all table topics meeting. Coffee and light
refreshments. Free for guests!*

For more details: http://bit.ly/MCTM_Home

You are Invited!

Leadership Connections

D7 Learning Academy

**Membership
Retention
Webinar**
October 11, 2018
6:30-7:30 pm

**Club Promotion/
Awareness/
Networking Event**
Frog Pond Church
October 27, 2018

**Membership
Engagement/
Pathways Webinar**
December 6, 2018
6:30 - 7:30 PM

The Nine Stages of Membership Growth

Kevin Cahalane

This article was originally published on LinkedIn in May, 2017. The author shares tips for membership growth and reention. As Toastmasters is in the middle of another renewal cycle, I found the article relevant and his suggestions easy to implement. Reprinted here by permission.

In all the work I have done, with numerous Not-for-Profit organizations, over the last few years . . . I have found that it is absolutely essential to look at each stage of the membership growth ‘cycle’, set objectives and strategies for each one—that interacts with the other stages.

Two examples of how cycles don’t work together:

You have a recruitment objection based on a 10% growth in your membership, in a year. You have a retention objective of 90%. Result: Zero growth.

You want to grow your revenue by 15% in a given year, but your retention strategies are more ‘miss’ than ‘hit’—dissatisfied members, lax member communication, and a general drop in member service standards. Result: Revenue falls.

Here are the nine steps that I sincerely believe need to work together (synergy) in complimenting each other (harmony):

1 Resonance—The ‘sonic boom’ effect you create about your organization:

- your branding;
- your marketing and promotion;

- your USP (unique selling proposition) and how you ‘package’ your organization.

There are a number of other components to attain resonance, however you need to keep promoting your organization both to your membership base and to prospective members—on your website, via your social media strategies, your events—everything you do should be fully promoted far and wide.

2 Recruitment—

- Setting SMART member recruitment objectives (specific, measurable, achievable but challenging, relevant and timeframe driven).
- Research and develop more member acquisition channels (I call it the ‘MAC attack’) where you will build your prospect base.
- Build a prospect sales funnel and drive membership prospects to it – in corporate terms we call this ‘drill wide – drill deep’.

Your purpose in the recruitment stage is to gain prospects, qualify these prospects and turn these qualified prospects into members, in a

planned and systematic way.

Rapport—First year members!

- Design a 12 month ‘keep in touch’ strategy to assist your first year members to adapt to your organization—and stay.
- Gain their acceptance—invite them to events, ensure they understand the benefits you offer and are making full use of these benefits.
- Gain their trust, perhaps appoint a volunteer mentor, conduct a ‘meet the president evening’ or give them a little extra attention in their first 12 months—avoid that dreaded ‘first year non-renewal’!

Retention—How you engage with your members:

- Through various engagement channels based on demographics, geographics, psychographics, and knowing what different member segments want and need.
- Offering innovation, value, and benefits to your members.
- Creating member advocacy for you, by delivering excellent member service.

Review—Gaining member feedback:

- Encouraging member dialogue through forums and other on-line communication.
- Use member surveys as a review tool—what your members like/dislike and what actions you need to take to improve.
- First year member review—make contact and stay in touch in this vital first year relationship building campaign.

Revenue—every organization that sells merchandise, books/manuals, fundraising, events/functions, professional development courses, membership upgrades, accessories—needs a revenue earning target and a sales strategy.

- Leverage your sales—the more members you contact, more often—the more you will sell. This is known as the ‘law of leveraging’. It is amazing.
- Have an up-sell strategy—one becomes two, two becomes four, four becomes ... more revenue than Argentina! Example: they book an event, offer them a second event at a 25% reduction.
- Have a cross-sell strategy—simply put, this means adding value to anything they purchase. If you have a retail sales outlet(s) you can add 15% – 25% in sales with a value adding cross-selling strategy.

Renewals

- Whether an ‘anniversary of joining’ renewal or a set annual renewal, the key is: commence early and employ multiple media approaches.
- Everyone in your organization sells renewals (particularly during an annual renewals campaign—staff, committee, board, other members where possible.
- Reward early renewals: hold over the previous year’s fees? An exclusive gift? A discounted offer? Reward early renewals as well as promote all the good you’ve done for members in the past year and what your plans are for the new year.

8 Reactivation

- Work on those members who are chronic late renewals. You know who they are—segment them and work hard to get them to renew on time. Chasing them after the renewals deadline is costing you (your members!) money.
- When all else fails—utilize the power of the telephone to contact these people. Two things will occur:
 - They will renew—preferably on the spot, via credit card.
 - They will not renew—however, you gain valuable feedback which you can analyse and use for higher quality member engagement.
- Ask if you can ‘keep in touch’ with those choosing not to renew their membership. If they receive high quality communications, packed with benefits and value—they may consider renewing in the future.

It is a very old marketing phrase, but true:

‘It costs 5 – 8 times as much to recruit a new member as it does to keep a current member.’

9 Raise the Standards

- Seek continuous improvement in all you do, across the board, to make membership a truly memorable experience.
- Seek to embrace innovation—what do you need to change in your organization and what new member benefits do you need to add to keep members satisfied. Ask yourself the question—“why did our members join us?” Are we still doing the same old things or are we improving in areas of service, information, value?

How can new forms of media help you to communicate more effectively with your members? What areas of communication do you need to employ? Improve? Consider webinars, Facebook, Linked In, other forms of social media, your website and every area of communication where you can promote to members and prospects.

Kevin Cahalane is the author and publisher of The Membership Growth Toolkit, one of the largest selling membership development programs in the world. It is the only resource you will ever need to gain new/retain current members and build member revenue.

“Growth is never by mere chance; it is the result of forces working together.”

— James Cash Penney, founder, JC Penney



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Building Your Facebook Page

Lauralee Norris, IP3 - D7 Public Relations Manager

Last month, I covered how to create a Facebook page. This month, I will be talking about building your Facebook page. When you are building your Facebook page, it is helpful to use pictures so that you can give your audience a sense of who your club is. These pictures could be of your club, in action or not. Some ideas would be posting the weekly Table Topics winner, awards and meeting pictures, which keeps your audience engaged.

After you have filled in your basic information, you will want to create a story of who you are. Your story can be organized in four sections. In the first section, talk about when your club started, and what Toastmasters is. This section is about the education system and how we can help our community. With the third section, you can include information about what your club does in your community, such as organizing speechcrafts, helping the youth with their speech writing, or hosting an annual event that you invite your community to. Your last part should be an invitation to visit your club, and provide the reader with information to stay connected to

you, including information such as a club email, website. This is also where you provide club information about when and where you meet.

When you visit your page after you have started posting, you can view the page as a visitor. To do this, there are three dots next to the button to share your page to your own timeline, which I would suggest as well. After you see the dropdown menu, choose "View as Page Visitor". This will show you the page without any of the editing buttons you usually see. By doing this, you can see what your new story looks like to your audience, the photos you have recently posted, and your full 'About' section. As you view your page as a visitor, you can also see what your posts look like to your community.

September's PR Mission:

1. Take pictures of your club to share with your audience
2. Create your story
3. View your page as a visitor



Look Out, Central Oregon's a 'Rumblin'

Corrine Westphal, ACB, CL

In the true spirit of Oregonian “rugged individualism”, Central Oregon, Division I, once again, sallied forth with a local Toastmasters Leadership Institute (TLI) officers training program on July 28th in Bend, Oregon.

Ok, admittedly, creating our local TLI training is less about rugged individualism and more about plain ol’ practicality. A few of us from Central Oregon(CO) attended the Salem District 7 TLI in June. It’s fabulous to be part of a large group of people who share a dedication to Toastmasters. But, the reality is that most of us are east of the Cascades and can’t always make our way over the mountain. So (forgive fractured phrase), if Mohammed can’t make it over the mountain, then we needed to figure out how to circumvent that mountain. And from that, CO TLI sprang!

This is officially our second summer TLI (we had to cancel our winter TLI due to a snowstorm that prevented officers from even traveling across town), and we’re feeling good.

With leadership from division, area and club levels and support from district, we have a tight program which we’ll continue to tweak and

improve, but we’ll stick with a brief introduction of roles, with most time dedicated to breakout groups focused on best practices. (88% of participants preferred or strongly preferred interactive, facilitated groups versus formal presentations). This format is possible only with everyone’s willingness to do a bit of “homework” pre-training, with new officers arriving with already an overview of their responsibilities.

We were delighted to welcome James Wantz from District, who gave a Pathways presentation. The information he provided gave many an extra shot of motivation to continue on and embrace the system.

A post-TLI anonymous (SurveyMonkey) survey provided invaluable overall feedback that supported our efforts and gave constructive criticisms and suggestions that we’ll implement next time to create even better learning.

“I was so excited with our recent TLI event in Bend!” Frank Waterer, Division I Director said. “Holding our TLI trainings locally will ensure that we get our greatest possible participation. We are confident that District will continue to give their full support to our efforts.”



With many of us having the goal of developing a stronger community of Toastmasters, creating our local TLI allows us to both build bonds and better address the specific needs and challenges of our CO clubs. There's a building consensus that pooling our talents and resources across the division makes the best sense and is the most energy efficient.

Feedback we received was encouraging and motivating. "I hope we can all work together and draw people to our clubs!", "CO has strong TM leadership that should work as a group to help each club obtain stronger membership." "So glad we can use our local talents to improve our clubs." and "Just really enjoyed it and learned a lot. Got me jazzed up!" are just a few of the comments we've received that have us stoked!

"The shared goal of all of our leaders is to help each individual member achieve their own goals and reach their greatest potential," Frank Waterer continued, "from that, the success of our clubs, areas, division and district will naturally follow. We don't want a 'trickle down' effect, we're looking for our successes to move UP—like a volcano that slowly builds under the

surface until it EXPLODES!! Working together as a team, we can do this!"

So, watch out District 7 and beyond, Central Oregon's a 'rumblin' with energy!

Corinne attended her first Toastmasters meeting in her pjs, sitting on the stairs in her family home, watching her father and family friends in the rec room. As an adult, her first club was Vienna Toastmasters Club in Austria. She's now a proud member of Club #6525, Communicators Plus, in Bend. Oregon.



The Essence of Leadership is Vision

Baron Robison, ACB, CL

At the age of 54, I found myself staring at a life I didn't expect. Sometimes the best plans in the world just don't work out. No matter how many details you work on and put into the course you want, things just happen. That is where I was before I read a very powerful quote, "Set yourself earnestly to discover what you are made to do, then give yourself passionately to the doing of that thing." (Martin Luther King)

In January 2018 I decided, at the age of 54, to do the Warrior Dash with my sister, Brenda Farris. Brenda battled through breast cancer in 2016-17 which had metastasized. She managed it through diet and exercise. So a 3.1 mile, 12-obstacle course, through mud, sounded like a fun thing to do together.

Little did either of us realize that by May 19, 2018 when the Warrior Dash happened, that my enthusiasm for the event would garner 42 "friends" supporting GoTeamBrenda. Nor did we think that over 250 people in over 25 different "locations" (states and countries) would want a shirt that expressed our frustration by saying "Kickin' Cancer in the ___!"

Least of all did we expect to form a

foundation committed to "Supporting those who have fought or are fighting the good fight against cancer, along with educating people on how to live an anti-cancer lifestyle". This foundation has now gained the support of local business leaders in Salem, Oregon along with a number of cancer survivors who agree with the message on the shirt. More information on this foundation can be found at HelpTeamBrenda.com or on HelpTeamBrenda@fb.



As a member of Toastmasters since 2012, I was very grateful for my training, both on the communication side and the leadership side, since I have been asked to make several presentations to a wide variety of audiences for our HelpTeamBrenda foundation. I am sure more audiences are to follow, so practicing my skills weekly at my club in Salem is VERY helpful.

Anytime I run into a WALL, I remember the quote that gave me strength in early 2018, “Don’t let an obstacle to be conquered become greater than a person to be loved.” (Thomas Monson)

Our biggest obstacle right now is HOW do we get the word out about our fundraising efforts. If you would like to be part of the dinner

auction on September 30th, or the Eat and Do Social on Friday October 5th, or participate in the Lovin’ Run October 6th to honor YOUR own cancer-fighting loved one, please email HelpTeamBrenda@gmail.com

[Warrior Dash is the 5k obstacle course race and festival enjoyed by over three million Warriors worldwide. Since 2009, this is the get-dirty race anyone can start and everyone can finish. For more information on how to get involved visit warriordash.com—Editor]

Baron Robison has been a member of Toastmasters since 2012. He is a member of Flying Toasters in Salem, Oregon.



POTENTIAL UNLEASHED!

2019 DISTRICT 7 TOASTMASTERS CONFERENCE

UNTYING YOUR DREAMS

Dana LaMon



Imagine what you could do and the contributions you could make if you lived your full potential. You have the power to determine the course of your life and to make a difference in the lives of others. However, your potential cannot be realized if

1. You are NOT clearly defined,
2. You are NOT living on purpose,
3. You are NOT self-confident, and
4. You are NOT in control.

Dana LaMon offers information and inspiration to help you untie the NOTs that limit your imagination and thwart your potential.

- Author • Motivational Speaker • Accredited Speaker
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APRIL 26-27, 2019

Camp Withycombe, Clackamas, Oregon

Call for Speakers

Are you a dynamic, engaging presenter? Do you have a topic related to communication, leadership, or personal development that others could benefit from personally or professionally?

Speakers at the Toastmasters District 7 events are afforded the opportunity to speak for an hour to a diverse audience. If you have what it takes, [click here](#) and tell us about your proposed session.

Deadline: October 15 , 2018

I Wasn't Looking . . .

Donna Stark, DTM -

Immediate Past District Director



Serendipity—the accident of finding something good without looking. It's the perfect word to describe my Toastmasters journey. It's no secret that I wasn't looking for Toastmasters when the “opportunity” presented itself. At the time, all I was looking for was to silence a persistent coworker who needed one more member to form a new club. That was fifteen years ago, and I'm still finding good things that keep me engaged.

I wasn't looking to improve my written communication skills. The Toastmasters program taught me how to organize a presentation for maximum effectiveness. The skills we use when crafting a speech apply to other forms of communication, too. Documentation and written reports are part of my job description, and I'm sure I'm not the only one with an overflowing email inbox.

I wasn't looking to get involved in the leadership track, and yet being a club officer, Area Governor, Division Governor and Director, and Trio member, is how I really learned what the Toastmasters organization has to offer. (And if you haven't explored the leadership opportunities available in Toastmasters, I highly encourage you to check them out!)

I wasn't looking to meet new and interesting people, but it was inevitable. Hearing other people's stories is one of my favorite aspects of being a Toastmaster. I cherish the friendships

that have been made at the club, district, and even international level.

I wasn't looking for increased confidence. When I first joined, I questioned whether I could finish the *Competent Communication* manual and believed that the advanced levels were beyond my reach. The supportive and encouraging environment that exists in Toastmasters helped me adopt an, “I can do it” attitude—and believe it.

I wasn't looking for opportunities outside of Toastmasters, and because of my Toastmasters experience, my employer has “loaned” me to the local United Way chapter to make presentations on their behalf.

I may not have known what I was looking for when I joined Toastmasters fifteen years ago, but I'm thankful I didn't say no to the opportunity. What keeps me coming back is the joy that comes from seeing new members find their voice, increase their confidence, and develop the speaking and leadership skills they may or may not have been looking for.

Our district is filled with success stories! Is there a word that describes your Toastmasters experience?

I'd love to hear from you!

Schoolhouse for Speakers!

B. Lee Coyne, ATMS

Ding a ling. The schoolhouse bell is ringing, fellow students. Time to gather our supplies and head to the classroom. So much to master.

Our TM curriculum contains two branches: effective leadership and copacetic communications. They rely on one another.

We ready rotate roles in this our salad bar of skills. For example:

TOASTMASTER. This tasks us with running the show. We must both plan and implement. Our coordination skills are tested.

SPEAKER. Here we convert our thoughts into words designed to reach out to others. That pitch differs with the purpose and our toolkit offers many options.

EVALUATOR. An opportunity to use our analytic powers. We blend the skills of compliment and critique, but dare not leave out motivation.

GRAMMARIAN. Listening is prime. We are seeking out apt grammar as well as signs of eloquence. Let no cliché be your verbal crutch.

TIMER. Nobody is allowed to hog the footlights. Our air time becomes finite. Hot air must cool and get some gentle discipline.

AH COUNTER. He who hesitates likewise vacillates. Our goal here is to ditch the fillers and stick to the basic delivery. With chivalry!

GENERAL EVALUATOR. We become air controllers of the speech format to assess how

well we all landed. All of which propels us to make certain that our gear is well maintained.

Any Leader and Follower sharpens the tools of life in Toastmasters Territory. From a staff meeting at work to problem solving at home with a mate, communicating is a vital component. Those who falter will be sentenced to infamy. That's the final word.

Lee Coyne has been active in TM clubs for two decades covering Virginia, New Mexico, and Oregon.



You Can't Tell a Book (or Toastmaster Club)

Paul Fanning, DTM - Club Coach

For thirty years, I had been going to an antique and bookstore run by a seemingly well educated and scholarly gentleman by the name of Wendell P. Hammond. When I was a teenager, I was impressed by the bookshelf behind his counter that had a series of bound books with colorful covers and gold leaf embossed lettering written by him. One title always caught my eye, *All I Know About Gold Dredging*, and his name “Wendell P. Hammond.” After he died his store, stock, and fixtures went up for sale. Having the fond memories of Wendell P. (as he was called by all of us,) I went to the sale and actually found his opus for sale. Then I made a great discovery. I asked the clerk if I could see it and after I was handed the green bound tome with the decorative designs and gold embossed lettering, I discovered his great secret-every page was blank behind the elaborate covers! All his impressive shelf full of self-written books were the same. This was Wendell’s greatest joke on us all. You really can’t tell a book by its cover.

It’s the same with our Toastmaster Clubs.

You can’t tell a club by its “cover” either. Yes, we can review reports on the TM website, etc., but it’s not until you open the “volume” of that club and peer inside can you see its actual makeup, vision, and membership experience. That’s one of the reasons why Toastmasters had created the position of Club Coach. It is to assist a club in their efforts to deliver a quality, positive membership experience, and help them discover what their “secret” behind the “covers” may be. What’s the makeup of the club? Are their restrictions that hold back membership growth? Why have they lost (or never added) members? What can we, the district, do to help them? What resources can we share with them-and on and on.

I have been asked in my limited time as coordinator one reoccurring question: Why do we need a Club Coach? I could answer that question with a stock answer of “because TMI has you on the list needing a coach”, but the answer isn’t that simple. I see the club coach as someone who will come to your club, conduct an assessment, and agree to help you for the next



Toastmasters Club) by the Cover

Club Coach Coordinator

year to two years to discover for yourself what can be done to help you to not only grow your membership, to create a positive membership experience for your club and to guide you to a quality club program that leads to distinguished club status. What the coach is not is a dictator coming to tell you how to run your club, nor to serve as a club officer, but to serve as a resource, guide, friend, and help you “write” on the blank pages.

Toastmasters is the cover. Your club is the pages, chapters, and appendices that you compose your volume of leadership, evaluation, and public speaking upon. However, there is one major caveat—we will not appoint a club coach for you without your approval or agreement to have one. It would be counter-productive to just send someone to you. Like all good writing, you will need to put a little effort into the process. We currently have a list of over 40 clubs that could use a club coach. We have experienced Toastmasters available to be coaches—and more soon to join us on the list.

If your club membership is 12 or less, and desire to increase your numbers, become a distinguished club, or just need help figuring out the how’s and why’s, then please request a club coach. Just email me at coaches@d7toastmasters.com and I will be pleased to send you a club coach request form.

“We live to serve” was a motto that was shared with me in another organization. The success of your club, the positive membership experience, and the quality program you deliver is all part of our service through Toastmasters. Each district, division, and area director shares this goal and watchword. We are here to (happily) help. Contact us.

And by the way—looking for a great holiday gift for a friend or your club? My new book, *All I Know About Coaching A Toastmasters Club* will be out by November. It’s an impressively red-bound book. The cover is designed with gold-embossed-letters. Surely this is the book for you . . .

Creating Solid Teams

Patrick Locke, DTM

Integrity, Respect, Service, and Excellence, how do these core values fit into your life and your role as a Toastmaster and leader? Last month I left you with a thought to exercise and develop your core values. To become more aware of how values connect to actions. One reader wrote, “I began to think about what service to my club truly means. I hadn’t thought about arriving early to a meeting as connecting to values.”

Think about something as simple as arriving to a meeting fifteen minutes prior to start time. The act itself demonstrates your integrity to your Toastmaster Promise. It also shows respect for other members and their time. You may have an opportunity to be of service to someone by helping set up or fill an open role. When done with a joyful attitude, only excellence can follow.

Have you noticed, as you focus attention on something your thoughts begin to move to a deeper awareness? You begin to identify more sources of information; you begin noticing little clues here and there that spark your interest. A book, an article, a conversation happens to touch on the subject. My awareness has heightened as my understanding of the importance of leadership development has grown.

The other day I watched a boat working its way down the Columbia River. The water

appeared calm but I realized there were millions of gallons of water rushing toward the ocean over a hundred miles away. Like the boat, we Toastmasters work our way through the river of information flowing past us. All the tools, all the information, all the help we could ever ask for is right at our fingertips. If we don’t reach out and grab these resources and activate their power, they remain flowing around us as a river and although visible remain hidden in plain sight.

As a leader, how do you develop or inspire someone to develop their leadership skills? Last month I shared with you the Toastmaster Core Values as behaviors. What do these values look like in action? As a Toastmaster, how do you put these values into practice? This interaction brings on another set of values which create a team environment and culture. Developing well-functioning teams is one of the most important skills a leader must acquire. No matter what we do, there will be many points of contact with other people. Embodied within team development is another set of values. Let’s call them “Team Values.” Trust, Conflict, Commitment, Accountability, and Results, these five team values and the four core values interface to create solid teams with the abilities to create empowering organizations that

accomplish goals and change lives. And, isn't changing lives in positive ways our primary purpose in Toastmasters?

Over the past eight years, as a fully engaged Toastmaster, I've experienced tremendous growth in both communication and leadership skills development. I struggle with Attention Deficit Disorder (ADD) where I have a tendency for short term memory challenges and procrastination. I find that the more I increase my awareness and understanding of these values the more I am able to overcome those challenges. When I practice both Team and Core values, I begin to internalize what they represent. Integrity of person, respecter of others, being in service to others, and being the best I can be. It is in the practice of the values that makes the difference.

From there I consider the development of team values. Trust is being a person others can believe in. No organization, whether a club or business can thrive without trust. I must develop the ability to work with conflict to produce positive outcomes. Where conflict and self interests exist there is no place to develop trust. Inspiring people to work through conflict is a trust building activity. Only when trust has been established can I move to a place where I can make commitments to others. Do you see how each value is building on the previous value? Next is Accountability. I will never be accountable to something I am unable to commit to. Even though it may be extremely challenging it is only



Core Values + Team Values

when I am truly committed that I will be willing to be held accountable for what I say I will do. The final value is Results. Where there is Trust, lack of conflict, accountability, and commitment I am in a place to produce quality results.

Consider how these values manifest in your life today. Consider your participation in a Toastmaster club, your work, and your home. What does your interaction with significant people in your sphere of influence look like? Next month melding Core Values with Team Values – Integrity in Teamwork: How Integrity Fosters Trust in Team Building.

Charter Member, Club #31

ROBERT JOHN CHRISMAN

Harvey Schowe, DTM - District Historian

This article about Robert J. Chrisman, a Portland Toastmasters Club #31 charter member, is the last in a series about Club #31 charter members. They left a lasting legacy after founding Oregon's first successful Toastmasters club that remains active today. One of its former members, Ryan Avery, became World Champion of Public Speaking at the 2012 Toastmasters International Convention.

Robert Chrisman's story begins on May 4, 1890 in Danville, Kentucky where he was born to Addie H. Kerr, a gardener, and George Chrisman, a farmer. He attended primary school and high school in Danville, Kentucky. After high school graduation he studied at Center College where he became a star football player. He attended Oregon Agriculture School, now known as Oregon State University, majoring in Forestry.


At Oregon Agricultural College, he participated in various activities. He served as a club officer for the Forestry Club; president of R. R. Club; and Orange O club treasurer and president. He was a member of Easterners Club, the YMCA, Delta Omega Fraternity, and the football team, where he was known as an aggressive lineman. He scored a touchdown during a game with Whitman College in 1914. Oregon State University officials named a football lineman trophy after him in the 1950's. After graduation in 1915, he worked as physical director for about two years at the North Carolina School of the Deaf. He left this position for a sales job at the wholesale Douglas Fir Lumber Company in Portland, Oregon with offices in the 1110 Yeon Building.

He enlisted in the US army in the fall of

1917 after the US entered World War I. He was promoted to First Lieutenant of Company B of the 116 US Engineers. After passing an exam with a 100% score, he was promoted to captain. He served in France for 18 months before returning to the US in May 1919. He was discharged as a captain in the US Reserves.

At Staunton, Virginia, on September 6, 1919, he married Addie Kerr, a teacher, at North Carolina School of the Deaf. After their marriage they moved to Portland, Oregon where he worked for Farmers Insurance as an underwriter. In the early 1930s he partnered with Norman Oliphant, an Oregon Agriculture College graduate, to establish the Farmers Automobile Inter-Insurance Exchange. In the 1930s, Robert Chrisman remained an active member of the Oregon State College alumni club Orange Council participating in fund raising events. Charles Stidd and Lynn Sabin, Portland Toastmasters charter members, belonged to the Orange Council alumni organization.

During the fall of 1934, Robert Chrisman became a charter member of Portland Toastmasters Club #31. In February 1935, he participated in the first Oregon Toastmasters Speaker's Bureau. This activity was part of the



“Let’s Stop the Killing” safety campaign. The campaign goal was promoting automobile traffic safety. The Toastmaster speakers addressed various clubs and organizations in the Portland area.

Robert Chrisman left the club after 1937 because of a job promotion. He moved to Beverley Hills, California. He worked for Farmers Underwriters office on Wilshire Boulevard, Los Angeles. He was promoted to vice president of sales for Farmers Insurance Group of Los Angeles. He delivered speeches at insurance conferences such as the one held in Medford, Oregon April 1943. He and his family moved to Playa de Rey Santa Barbara, California. He raised orchids and built a large green house for them. The Los Angeles Times Sunday edition April 21, 1951 had a full page article about his orchid garden. He retired in 1957 continuing with his gardening hobby. He was a member of the Men’s Garden Club, American Orchid Society, and Channel City Club. On June 22, 1965 he died and was buried at Goleta Cemetery. The program of the Orchid Society fifth conference was dedicated to Robert Chrisman because he was instrumental in bringing the 1966 conference to Long Beach, California.

WELCOME NEW MEMBERS

Club Name	Last Name	First Name
Rogue Valley Networking Toastmasters	Ackerman	Heather
Storymasters Toastmasters	Al-Sheikhly	Huda
Make Better Toasts Everyday	Alzahrani	Raed
Milwaukie Talkies	Angel	Mario
Noon Talkers	Arnesen	Mike
MultCo Toasties	Ball	Barb
Toasting Excellence Club	Bird	Summer
Rogue Communicators Club	Birnie	Djemilah
Fortunate 500 Club	Blaisdell	Mandee
Silvertongues	Boianoff	Dominika
I.R. Speaking Toastmasters Club	Bolt	Brett
Toastmasters of Redmond	Bond	Karen
Smooth Talkers Club	Brinson	Glenn
Make Better Toasts Everyday	Brouhard	Kristina
Make Better Toasts Everyday	Chambers	Jerry
Make Better Toasts Everyday	Collar	Matthew
Vancouver Toastmasters Club	Costello	Andi
Lunch Bunch Toastmasters Club	Curry	Ronnel
Wallmasters International Club	Devine	Casey
Yammertime	Donnadelle	Shanya
Sage Beaverton Toastmasters	Dooley	David
At The River's Edge Club	Dzouza	Damien
Sunrise Toastmasters Club #1492	Edwards	Charles
Make Better Toasts Everyday	Emrich	Terri
Downtown Lunchbunch	Englert	Andreas
Make Better Toasts Everyday	Esqueda	Vicki
At The River's Edge Club	Filk	Ruth
The University Club	Fishback	James
Talk-In-Tel	Fitzpatrick	Liliana
Make Better Toasts Everyday	Flores	Kelly
Hood River Club	Freeman	Michael
The University Club	Gaty	Samuel
Portland Club	Goubert	Debrin
Oregon City Toastmasters	Graser-Lindsey	Elizabeth
Make Better Toasts Everyday	Haider-LaMare	Aspen

WELCOME NEW MEMBERS

Club Name	Last Name	First Name
Clark County Toastmasters Club	Heid	Steven
Make Better Toasts Everyday	Heryet	Sean
Communicators Plus	Heuer	Erica
Make Better Toasts Everyday	Hill	Ana
Make Better Toasts Everyday	Hoge	Hans
The Dalles Toastmasters Club	Hotchkiss	Caleb
NoonTime Club	Hutterli	Conrad
Sage Beaverton Toastmasters	Indane	Bhagyashree
Professionally Speaking	Ingoe-Kern	Sheryl
The University Club	Inserra	Yvonne
Make Better Toasts Everyday	Jackson	Keith
Make Better Toasts Everyday	Johnson	Jamie
Wagon Tongues	Johnson	Justina
Bend Chamber Toastmasters	Kelly	Lindsey
Encouraging Words Club	Kerr	Renee
Wagon Tongues	Keylock	Scott
Make Better Toasts Everyday	Kiddle	Annemarie
Wallmasters International Club	Kloser	Nancy
Essayons Club	Knappett	Kate
Gresham Toastmasters Club	Kumar	Shyam
Make Better Toasts Everyday	Lafata	Chris
West Beaverton Club	LI	RANRAN
Tualatin Valley Toastmasters Club	Lindholm	Judith
Noon Talkers	Liu	Megan
Toastmasters For Speaking Professionals	Lopez	Janna
Battle Ground Toastmasters	Mades	Ronni
Clark County Toastmasters Club	Margeson	Connie
University Toastmasters Club	Martin	Connor
Make Better Toasts Everyday	McGinnis	Jill
Myrtlewood Hootowlers Club	McGuire	Frances
West Beaverton Club	McLean	Josh
Smooth Talkers Club	McNellis	Tony
Fortunate 500 Club	Merrick	David
Professionally Speaking	Mix	Tanisha
Make Better Toasts Everyday	Molamphy	Jim

WELCOME NEW MEMBERS

Club Name	Last Name	First Name
Make Better Toasts Everyday	Mujcinovic	Nermina
MultCo Toasties	Murray	Ellenmarie
Make Better Toasts Everyday	Nault	Veronica
Make Better Toasts Everyday	Notz	Kristi
Liberty Talkers	Partch	Cara
Make Better Toasts Everyday	Ramey	Khana
Toastmasters For Speaking Professionals	Repogle	Charles
Sage Beaverton Toastmasters	Repogle	Charles
Make Better Toasts Everyday	Saldivar	Dexter
Make Better Toasts Everyday	Santiago	Ramon
Make Better Toasts Everyday	Sayre	Sandy
Storymasters Toastmasters	Searcy	Mallory
Gateway Toastmasters	Shelley	Evan
Clackamas Stepping Stones Tm Club	Shults	Don
Corvallis Evening Group	Simmons	Trampas
Make Better Toasts Everyday	Sisneros	Gabriel
Make Better Toasts Everyday	Smith	Melissa
Lake Oswego Toastmasters Club	Staser	Bob
Make Better Toasts Everyday	Tandberg	Tia
NoonTime Club	Teed	Duncan
Mentors Of Focus Club	Thomson	Bradley
Make Better Toasts Everyday	Tomecek	Natasha
Make Better Toasts Everyday	Truett	Denise
The University Club	Vieregg	Sharon
Make Better Toasts Everyday	Willer	Debbie
Smooth Talkers Club	Woods	Joseph
Walker Talkers Toastmasters Club	Zarrin	Soheil

HONORING EDUCATIONAL AWARDS

AWARD	DATE	MEMBER	CLUB NAME
EC1	8/31/2018	Anderson, Audrey E.	NuScale Toasters
CL	8/2/2018	Arp, Tammy R.	Bridge Toastmasters Club
LD2	8/30/2018	Bakke, Jacqueline E.	Noon Talkers
LDREXC	8/17/2018	Balasubramanian, Kaushik	New Horizons Toastmasters Club
EC2	8/22/2018	Cerasin, Janet L.	Sherwood Town Criers Club
ALB	8/6/2018	Clough, Deborah E.	Portland Club
CL	8/6/2018	Clough, Deborah E.	Portland Club
MS2	8/8/2018	Corbin, Tamsen Miller	WE Toasted Toastmasters
CC	8/17/2018	Cox, Cleon M.	Wallmasters International Club
SR1	8/23/2018	Croteau, Lachlan P	Babble-On Toastmasters Club
VC2	8/28/2018	Crouch, Eddy Marie	At The River's Edge Club
MS1	8/9/2018	Dabi, Romeo J.	New Horizons Toastmasters Club
VC1	8/6/2018	Dorzab, Erich W	The Dalles Toastmasters Club
EC4	8/28/2018	Dukelow, Kyle B.	Fortunate 500 Club
EC2	8/16/2018	Economy, Dean G	Southern Oregon Speechmasters
EC1	8/16/2018	Economy, Dean G	Southern Oregon Speechmasters
DL1	8/22/2018	Engebretson, Anastasia	Toast of Corvallis Toastmasters
ACG	8/8/2018	Exum, Carolyn	Audacious Orators
ALS	8/9/2018	Fanning, Paul C.	Columbia Square Sqkg Heads
LDREXC	8/9/2018	Fanning, Paul C.	Columbia Square Sqkg Heads
DTM	8/9/2018	Fanning, Paul C.	Columbia Square Sqkg Heads
LD1	8/2/2018	Fanning, Paul C.	Columbia Square Sqkg Heads
ACS	8/6/2018	Freedman, David E.	Babble-On Toastmasters Club
IP1	8/27/2018	Gallardo, Jesus	Downtown Lunchbunch
DL2	8/1/2018	Gleason, Eric Allen	Coastal Toastmasters Club
EC1	8/14/2018	Hale, Dawnette	Swan Island Toastmasters
CC	8/24/2018	Handler, Jeremy S.	Portlandia Club
VC3	8/22/2018	Harmon, Phyllis A.	Feedbackers Toastmasters Club
SR2	8/14/2018	Haydon, Steve	Grants Pass Toastmasters Club
CC	8/23/2018	Helland, Terry	Cedar Hills Club

HONORING EDUCATIONAL AWARDS

AWARD	DATE	MEMBER	CLUB NAME
ACS	8/24/2018	Hutton, Lisa	Marylhurst Toastmasters
TC1	8/21/2018	Kinnison, Claire	Portland Progressives
CC	8/26/2018	Locke, Julius Patrick	Early Words Club
CC	8/27/2018	Locke, Julius Patrick	Speakers With Spirit Club
ACS	8/22/2018	Love, Dottie	Sporty Speakers
PM1	8/22/2018	Lynch, Bradley T	Portland Club
CC	8/20/2018	Murphy, Erika L	Xyz Tm
SR1	8/27/2018	Natarajan, Ganapathy	MIME Speaks
ALS	8/31/2018	Ng, Ean H.	MIME Speaks
DTM	8/31/2018	Ng, Ean H.	MIME Speaks
ACB	8/29/2018	Nye, Gregory Allan	Spirit Trackers
VC4	8/28/2018	Olson, Patrick J.	Transtosters
ALB	8/20/2018	Parker, Traci	Swan Island Toastmasters
LD2	8/24/2018	Phillips, Brian	Toastmasters of Redmond
IP2	8/16/2018	Phillips, Karen Sue	Civil Tongues Club
IP1	8/14/2018	Prange, Laura J	Swan Island Toastmasters
EC3	8/21/2018	Pugh, Crystal D.	Cascade Toastmasters Club
ACG	8/11/2018	Pugh, Crystal D.	Yawn Patrol Club
CL	8/7/2018	Pugh, Robert S.	Wallmasters International Club
CC	8/7/2018	Pugh, Robert S.	Wallmasters International Club
CL	8/2/2018	Raheem, Yacoub Tiedje	Columbia Square Sqkg Heads
LDREXC	8/16/2018	Sandwick, Jean K.	Wallmasters International Club
MS1	8/14/2018	Schupp, Lisa S.	Toast of Corvallis Toastmasters
VC2	8/5/2018	Serhan, Marvin T.	Professionally Speaking
DTM	8/22/2018	Shaw, Jo Anna	Jefferson State Toastmasters
ALS	8/22/2018	Shaw, Jo Anna	Jefferson State Toastmasters
ACS	8/2/2018	Simmons, Rashelle	Liberty Talkers
PM1	8/24/2018	Smith, Steven E.	Toastmasters of Redmond
CC	8/14/2018	Spiegel, Nick	New Horizons Toastmasters Club

HONORING EDUCATIONAL AWARDS

AWARD	DATE	MEMBER	CLUB NAME
ALB	8/14/2018	Spiegel, Nick	New Horizons Toastmasters Club
ACS	8/6/2018	Standeven, Ernest J.	Toast of Corvallis Toastmasters
EC1	8/22/2018	Stark, Britten K.	Sherwood Town Criers Club
VC1	8/16/2018	Stevenson, Scott	Civil Tongues Club
CC	8/3/2018	Stevenson, Scott	Civil Tongues Club
CL	8/3/2018	Stevenson, Scott	Civil Tongues Club
VC2	8/20/2018	Stevenson, Scott	Marylhurst Toastmasters
CC	8/22/2018	Stevenson, Scott	Mentors Of Focus Club
CL	8/22/2018	Stevenson, Scott	Mentors Of Focus Club
VC4	8/21/2018	Stevenson, Scott	Mentors Of Focus Club
VC3	8/21/2018	Stevenson, Scott	Mentors Of Focus Club
IP3	8/14/2018	Taylor, Allen G.	Oregon City Toastmasters
DL2	8/1/2018	Tully, Kathleen	WE Toasted Toastmasters
IP1	8/18/2018	Vipperman, Cyndi	The Dalles Toastmasters Club
IP1	8/22/2018	Walker, Mesa Eileen	Toast of Corvallis Toastmasters
IP1	8/7/2018	Waters, John E.	Molalla Toastmasters
ACS	8/21/2018	West, Nancey L.	Lebanon Toastmasters
CL	8/21/2018	West, Nancey L.	Lebanon Toastmasters
CL	8/5/2018	Westphal, Corinne M.	Communicators Plus
IP2	8/15/2018	Wilson, Michael A	Grants Pass Toastmasters Club
IP1	8/15/2018	Wilson, Michael A	Grants Pass Toastmasters Club
ACS	8/9/2018	Xavier, Trenna J	Swan Island Toastmasters

TRIPLE CROWN AWARD PINS

MEMBER	COUNT	AWARD
Fanning, Paul C.	4	LD1 , ALS , LDREXC , DTM
Hale, Dawnette	3	EC3 , EC2 , EC1
Leis, Linda K.	3	ACG , ALS , DTM
Ng, Ean H.	3	ALS , DTM , LDREXC
Pugh, Crystal D.	4	ACG , PWMENTORPGM , EC3 , EC4
Redgrave, Cheri A.	3	ALS , DTM , SR3
Shaw, Jo Anna	3	VC2 , DTM , ALS
Stevenson, Scott	10	CC , CC , VC5 , VC3 , VC1 , VC4 , VC2 , CL , CL , CL

Starting a New Club? or Want to Start a New Club?

District 7 has the resources to help you make it happen. We have experienced members who can put on a stellar kick-off meeting. You will receive advice on marketing to attract the members you need. Don't worry about the charter paperwork, we can help you with that too. Don't go it alone. Contact Club Growth Director Cate Arnold, DTM, cgd@d7toastmasters.org for the support you need to start the next club in District 7.



HAPPY ANNIVERSARY TO SEPTEMBER CLUBS

The following clubs are celebrating their charter anniversary this month. Congratulations to all!

CHARTER DATE	YEARS	CLUB	CITY
9/29/2006	12	Banfield Barkers	Vancouver
9/1/1981	37	Daylighters	Portland
9/19/2005	13	Feather Tongues	Canyonville
9/17/2002	16	Feedbackers	Portland
9/1/1952	66	Lake Oswego	Lake Oswego
9/1/1952	66	Newberg	Newberg
9/1/1991	27	Noontime Nomads	Tigard
9/1/1978	40	Portlandia	Portland
9/30/2016	2	Puppetmasters Toast	Portland
9/29/2006	12	Rose City Toasters	Portland
9/17/2002	16	Sage Beaverton	Portland
9/15/2016	2	Samaritan Ah-so-Um	Corvallis
9/1/1991	27	Siuslaw Tale Spinners	Florence
9/27/2016	2	Stagecoach TM	Portland
9/6/2017	1	The Toast of Old Town	Portland
9/15/2006	12	Toast of the Region	Portland
9/24/2012	6	Tower	Portland



Happy Anniversary!

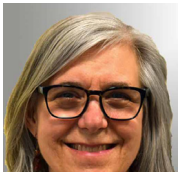
A special shout out to Lake Oswego and Newberg for being part of the District 7 Toastmasters family for over 50 years.



B. Lee Coyne, ATMS



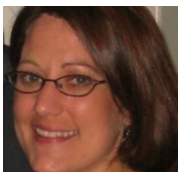
Baron Robison, ACB, CL



Cate Arnold, DTM



Corrine Westphal, ACB, CL



Diane (Pfeifel) Fisher



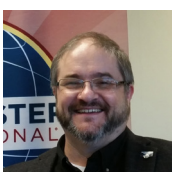
Donna Stark, DTM



Emilie Taylor, DTM



Harvey Schowe, DTM



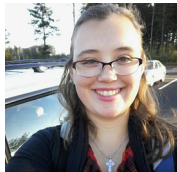
James Wantz, DTM



John Rodke, DTM



Kevin Cahalane



Lauralee Norris, IP3



Leanna Lindquist, DTM



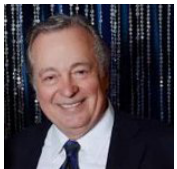
Patrick Locke, DTM



Paul Fanning, DTM



Phyllis Harmon, DTM



Terry Beard

Got Magazines?

Each year District 7 distributes 400+ *Toastmaster* magazines to potential members as part of the District mission to build new clubs and support all clubs in achieving excellence.

Toastmasters International no longer supplies districts with this marketing resource. To help District 7 continue promoting Toastmasters in our communities, please donate* your recent magazines to District 7's Club Growth Director Cate Arnold. Contact her at cgd@d7toastmasters to make a donation.



**Please do not deface your magazines. A non-removable, address label will be added.*