

The Advantage

Holly J. Walker, DTM

Editor

The Time Has Come to Say ...Goodbye and Thank You!

This has been an exciting year and opportunity to serve as your Northeast Division Governor. At the beginning of the year I announced that our motto would be Division A—Taking Advantage: Advantage of our Skills, Resources, the Program and our Future. The challenge was taken up, met and exceeded. Thank you for your commitment and dedication to Toastmasters and Division A.

To say that there were no obstacles to face and overcome would be a lie. The Area Governors are a support team. If one is unable to do their job for any reason, the others stepped in to keep their area going and thriving. Thank you to the Area Governors for working as a team and doing an excellent job this year.

So far this year, we have welcomed three new clubs (wonderful): Ponte Vedra Toastmasters (Area 22), Amelia Island Toastmasters (Area 37, moving to Area 7), Toast of ECCU (Area 43). Currently we are waiting on the official charter for CitiStreet Toastmasters (Area 19). We continue to spread the benefits of Toastmasters. A great deal of appreciation goes out to Bill Grey, Bill LeClere, Mark Dennis, Ray Benson, Erik Sampayo and Larry Baughn for helping to charter these clubs.

This year we took on the task of assigning one person to serve as Chief Judge for all of the Area and Division Contests this year. Sandy LeClere took on this position and exceeded all of my expectations. She has devised the ultimate contest kit that will help next years Chief Judge. Thank you Sandy for all of your hard work, dedication and support.

Finally, thank you to every single Toastmaster. I am constantly impressed by your progress and commitment. Without your efforts, Division A would not be a President's Distinguished Division for the third year in a row.

Holly J. Walker, DTM
Northeast Division Governor, 2002-2003



Gung Ho!—3 Years

JTA—4 Years

9 Years

SE Volusia County
TM on the Halifax

1 Year

Work Source
City of Jax

2 Years

Homeside Lending
JIA

Top O' The Rock—28 Years

Beaches Area—29 Years

Toast of Jax—30 Years

Orange Park—33 Years

Southside—40 Years

Special Points of Interest

- F June 14—Planet Toastmasters—Orlando
- F June 30—deadline to submit Club Officer Lists
- F June 30—2002(03) Distinguished Club Program ends
- F July 1—new club Officers begin term
- F July 17—Division A Club Officer Training

**Clubs Receiving the
“Talk Up Toastmasters” Award
March—April 2003**

#546 *Southside*—5 new members
 #5128 *Meadows*—5 new members
 #6418 *Bethune Cookman*—10 new members
 #7612—*Gung Ho!* - 6 new members

A TOASTMASTER’S PROMISE

As a member of Toastmasters International and my Club, I promise . . .

- To attend all Club meetings regularly;
- To prepare all of my speeches to the best of my ability, basing them on projects in the Communication and Leadership Program manual or the Advanced Communication and Leadership Program manuals;
- To prepare for and fulfill meeting assignments;
- To provide fellow members with helpful, constructive evaluations;
- To help the Club maintain the positive, friendly environment necessary for all members to learn and grow;
- To serve my Club as an officer when called upon to do so;
- To treat my fellow Club members and our guests with respect and courtesy;
- To bring guests to Club meetings so they can see the benefits Toastmasters membership offers;
- To adhere to the guidelines and rules for all Toastmasters educational and recognition programs;
- To maintain honest and highly ethical standards during the conduct of all Toastmasters activities

When each and every club incorporates the Toastmaster’s Promise into each meeting, undoubtedly it will be a success. Any visitor that is in attendance will see the dedication, enthusiasm and support that Toastmasters offers and will want to be a part of such a dynamic program.

New faces, ideas and speeches make the Toastmasters experience more enjoyable and worthwhile for all members.

Who Is A Potential To a s t m a s t e r ?

Toastmasters come from all walks of life. Take a few minutes and make a list of potential members. You will find your list includes people from your workplace, your civic and social groups, your neighborhood, and your friends and relatives. Include anyone you know who is interested in personal development.

Do it Right.

Treat guests at your Club exactly as you would guests in your home. Make sure guests are introduced to each member and acknowledged formally during the meeting. Give your guests a sample of the warm friendly atmosphere, the comfortable learning, and the feeling of achievement they will get in toastmasters.

How Can Toastmasters Help the Pro s p e c t ?

What needs does the guest have that Toastmasters can meet? To close the sale show how specific segments of the Toastmasters program can help meet various needs. For example, if someone needs help clearly presenting unprep a red ideas in front of a group, tell them about Table Topics and how it will help.

Here are some needs and Toastmasters activities that will help them:

NEED:	SOLUTION:
Prepared speeches	Communication and Leadership Program
Impromptu speaking	Table Topics
Conducting meetings	Toastmaster of the Day
Personnel review	Evaluator
Management/support	Participation as a Club officer
Leadership Development	High Performance Leadership Program

The Most Important Part .

Your efforts have been productive, and the prospect has joined. Now make s u r e every new member gets out of Toastmasters what he/she needs. New members immediately need to become involved in Club activities.

**Governor’s Award Recipients
For Sponsoring 3 or More New Members
July 1, 2002—March 31, 2003**

John Becker (City of Jax)
 David Hollingshead (Speak Up America)
 William LeClere (Bell Speakers)
 Johnny Ledford (Work Source)
 Claudine McKee (Bethune Cookman)
 Billy Simmons (Work Source)
 Terry Hall (Inspiring Voices)
 Peter Reynolds (LOGS)

Congratulations! May Educational Achievements

Competent Toastmasters

Willie Pearl Blackwell (Southside)
 Maureen McLain (Southside)
 Leonard Earl Erikson (Beaches)
 Melvin R. Epley (Toast of Jax)
 Philip Aaron Bright (Meadows)
 Darlene Duncan (Inspiring Voices)
 Terry Hall (Inspiring Voices)
 George Evvard Addington (City of Jax)
 Linda E. Coy (River City Speakers)
 Manuel R. Costa, III (Speak Up America)

Distinguished Toastmaster

Holly J. Walker (Orange Park)

Competent Leaders

Angelina Anderson-Alexander (Daytona Bch)
 Lawrence Shivertaker (Orange Park)
 Chandra Desikan (Orange Park)
 Renee Moyd (Top O' The Rock)
 Shauib A. Karim (Toast of Jax)
 Marilyn Fenton-Harmer (City of Jax)
 Barbara Sisbarro (TM on the Halifax)

Advanced Toastmaster

Renee Moyd (Top O' The Rock)
 James Columbus (Beaches)
 Holly J. Walker (Orange Park)
 Wanda Brown (Top O' Rock)

Skill Building...

Heirloom Handouts

If you want your public speaking handout material to be kept forever, you must give each audience member a reason to keep it. I do this by strategically adding important reference material to EACH PAGE of the speaking handout. This material was picked specifically for that day's audience.



The reference items could be important phone numbers, web site addresses, book titles, or even humor that applies to the audience's industry. The reason the information isn't put on one page at the back of the handout is because that page could be torn off and the rest of the handout thrown away. Don't forget to put your contact information on every page of the handout too.

Start Low

Unless you are doing some type of surprise or big rah rah opening in your public speaking engagement, consciously start out with a slightly lower than normal voice inflection. In the excitement or nervousness that many of us feel at the beginning of a speaking engagement, it is easy to go the other way and start out with a voice inflection that is too high. The problem with this is that if you are already at a high range when you start, you have nowhere to go as you attempt to crescendo the audience to a big peak of excitement at the end of your program.

When you present in public . . . start low.

Source: Advanced Public Speaking Institute