Message from the District Governor

Can you believe that we are in the last quarter of the Toastmasters year? Where did the time go?

It seems that the 2013 – 2014 Toastmasters year just started!

Looking at the reports, I see that the members of District 38 are earning education awards, clubs are getting stronger, and new clubs are forming.

During the year we have had the opportunity to bring Darren LaCroix, Ed Tate, Ryan Avery, and Craig Valentine to District 38 for special speaking events. Members were able to be coached and ask questions.

At the upcoming Spring Conference on May 16 and 17, we will host 2004 WCPS Randy Harvey and 2012 WCPS, back for an encore visit because he likes us so much, Ryan Avery.

This year, we have tried to have events that enhance your Toastmasters experience and help you become a better speaker and leader.

With three months to go, we’re not finished yet! We have some ideas up our sleeves to help make the remainder of the Toastmasters year fun.

I hope you are enjoying this Toastmasters year and are achieving the goals you want to achieve.

Paula

2013-2014 New Clubs

- Dun & Bradstreet - Center Valley, #3349865, Area E18
- SAP Toastmasters @ NSQ, #3356109, Area B7
- High Voltage Toasters #3365583, Area E26
- Mondeléz International Toastmasters #3451218, Area E16
- Nationwide Funds Group #3451948, Area B6
- Affinity Toastmasters #3474192, Area B8
- SEPTA Toastmasters #3349720, Area C17
- Toastmasters at CDW Voorhees #3471484, Area D14
- Horsham Consortium #3600880, Area B9

2013-2014 Educational Awards

- Ambe, Sachin G., CL, Toastmasters In Unity Club-Mount Laurel
- Anderson, Richard J., CC, ToastMARKers-Philadelphia
- Angeli-Desiderio, Denise, CC, State Farm Toastmasters Club-Concordville
- Applebaum, Candice, CC, Fort Washington Communicators Toastmasters-Fort Washington
- Applebaum, Candice, CL, Fort Washington Communicators Toastmasters-Fort Washington
Save the Dates

See the District Calendar on the web for details on these and all other events.

May 16-18 - District 38 Spring Conference
2004 World Champion of Public Speaking, Dr. Randy J. Harvey and the 2012 World Champion of Public Speaking, Ryan Avery

Register for the Annual Convention in Malaysia
Register for the largest-ever Toastmasters convention, to be held August 20-23, 2014, in Kuala Lumpur, Malaysia. Don't miss this truly global event, which features skill-building seminars, international speech contests and celebrations with members from all over the world. Demand for hotel rooms is expected to be high, so book your room today. Visit www.toastmasters.org/convention for details.

Message from the LGET

Lions-Tigers, I mean, Training - Contest - Elections oh yes. What a winter, as we were exiting the midyear training period, our club contests were in high gear. As we participate and experience the Area & Division contests, we must also pause to think about our successors. Who have you observed at meetings that is engaged, enthusiastic, cooperative and supportive of the club mission? These are the Toastmasters to consider as officers for 2014-2015. Club elections should occur in May or early June; allowing time before June 30th to enter the names of the new officers (which goes towards your 2014-2015 DCP point credit).

Of course we have a few months before the 2013-2014 year ends. There is still time to accomplish many of your personal goals. If your club meetings do not give you enough speaking or leadership opportunities, reach out to other clubs directly [or to your Area Governor for help] to get on their agenda. Many new clubs or low member clubs will greatly welcome you to be a part of their meeting. I invite you to explore the opportunities around you; and in all you do as you strive for your personal and club goals remember our Toastmasters values of Integrity, Respect, Service and Excellence.

Cynthia

Baker, Mike, CC, Xfinity Communicators-Mount Laurel
Baker, Vincent J., CC, ATL Toastmasters Club-Cherry Hill
Baron, Patricia, CC, ETS Toastmasters Club-Princeton
Bass, Lewis M, CL, Conestoga Club-Lancaster
Beamer, Stephen F., CC, Mainland FAA Toastmasters-Egg Harbor Township
Behe, Celeste, CC, Lehigh Valley Toastmasters Club-Bethlehem
Bell, John B., ALS, Sunrise Toastmasters-Allentown
Bell, John B., DTM, Sunrise Toastmasters-Allentown
Bell, John B., LDREXC, Sunrise Toastmasters-Allentown
 Benjamin, Donald M., CC, Princeton Toastmasters Club-Princeton
Bey, Roxanne, ACG, Positively Charged Toastmasters-Philadelphia
Bhide, Dnyanada R., CC, Princeton Toastmasters Club-Princeton
Biege, Neal W., ACB, Lehigh Valley Toastmasters Club-Bethlehem
Boakai, Selina M, CL, Treasury Toastmasters-Trenton
Booth, William F, ACB, Worley Parsons Club-Reading
Bowen, Chester Lee, ALB, Smithkline Speecham Club-King Of Prussia
Boyer, Marvin, CC, SpeakEZ Toastmasters-Bethlehem
Brennan, Debbie, ACG, Delaware County Toastmasters Club-Swarthmore
Brennan, Debbie, DTM, Delaware County Toastmasters Club-Swarthmore
Broekhuis, Robert R., ACS, Talk Of The Valley Club-Allentown
Broekhuis, Robert R., CL, Talk Of The Valley Club-Allentown
Message from the LGM

Going Beyond The Club

If you described Toastmasters to a friend, you might mention speech, topics, and evaluations, when and where your club meets, and perhaps some of the colorful characters in your club. Well, that’s great, but that’s not all there is.

There is tremendous synergy in being part of an organization with 300,000 members in 14,000 clubs in 122 countries. With that many speakers and leaders, there is an unlimited pool of members to learn from, share with, and emulate. So, how does a member, even a new member, improve as a speaker and a leader by going outside of the club. Here are some ideas.

• Show Successful Club Series module Going Beyond Our Club, available for free at http://www.toastmasters.org/298DCD, a 10-12 minute powerpoint presentation.

• Join a second club. Or a third ... Club cultures vary, and the opportunity to give more speeches and take on additional roles at meetings will accelerate your growth.

• Attend a conference. Really attend every district 38 conference, and maybe conferences at nearby districts. The workshops are useful, and unavailable elsewhere. Seeing the best speakers and evaluators in Eastern Pennsylvania and Southern New Jersey can only serve to motivate and instruct everyone to improve. The opportunities to network are fantastic.

• Attend an international convention, meet members and see speakers from districts worldwide.

• Visit clubs wherever you go. Prearrange and ask to take a role.

• Produce a Speechcraft or youth leadership in your community. Teaching public speaking will help you learn public speaking, and going outside of your comfort zone will help you grow.

• Present the Better Speaker Series at a local adult education program or at your company, see http://www.toastmasters.org/269DCD, downloadable for free. Why not teach the public the basics of public speaking, which advances the mission of the organization.

So when you think of Toastmasters, remember, there is a lot to accomplish by Going Beyond The Club.

Jim Brown, Cynthia A.,CC,Positively Charged Toastmasters-Philadelphia
Brown, Michelle Denise,CL,Phly Phorum-Bala Cynwyd
Brown, Naomi E.,CC,York Toastmasters Club-York
Byrnes, Jim,DTM,Sunrise Toastmasters-Allentown
Byron, Barrie S.,ALS,Princeton Toastmasters Club-Princeton
Byron, Barrie S.,DTM,Princeton Toastmasters Club-Princeton
Carpien, Annette,CL,Concretely Speaking Club-Allentown
Carpien, Todd B.,ACB,Sunrise Toastmasters-Allentown
Carter, Vanessa L.,CC,Independence Square Club-Philadelphia
Cass, Emmett,ACG,Koinonia Speakers-Gilbertsville
Cass, Emmett,DTM,Koinonia Speakers-Gilbertsville
Cavanaugh, Brian P.,CC,Coatesville VAMC Toastmasters-Coatesville
Cavanaugh, Brian P.,CL,Coatesville VAMC Toastmasters-Coatesville
Chawla, Jaipreet,CC,Treasury Toastmasters-Trenton
Cline, PJ,ACB,Main Line Toastmasters Club-Conshohocken
Cocci, Martin J.,CC,Phly Phorum-Bala Cynwyd
Cohen, Shane W.,CC,Greater Susquehanna Valley Toastmasters-Lewisburg
Cole, Lois F.,CC,Now Hear This Club-Mechanicsburg
Coleman, Monica E.,CC,Independence Club-Blue Bell
Collins, Mel,CL,Penn Harris Toastmasters Club-Harrisburg
Compton, Joseph R,CL,York Toastmasters Club-York
Cooper, Bruce L,ACB,Speak E-Z-Millville
District 38 Spring 2014 Conference

Toastmasters & You... Priceless

Join Us For A Little R & R

Hosted by Division B

Conference Dates: Friday, May 16th & Saturday, May 17th PLUS Sunday, May 18th

Location:
Wyndham Garden
Exton-Valley Forge,
815 N. Pottstown Pike,
Exton, PA 19341

Hotel Room Group Rate:
$119 per night
reference “Toastmasters District 38” for the hotel discount

Registration Method:
Online via EventBrite.com
Paper & Check via Mail

Important Dates:
Early Bird Ends: April 16th
Hotel Group Rate Ends: April 16th
Payments Due: April 23rd
Advertising & Program Content Due: April 30th

Conference Co-Chairs:
Antigone Gabriel & Laurie Shannon-Bailey
confchair@tmdistrict38.org

Giveaway: Branded Bags
Remember to bring your Club Banner

Randy J. Harvey, Ph.D.
World Champion of Public Speaking, 2004
www.randyjharvey.com

Ryan Avery
World Champion of Public Speaking, 2012
www.ryanavery.com

PACKAGES

- Full Package – Early Bird: $139.00
- 1st Timers Full Package – Early Bird: $119.00
- Plus Sunday Morning Workshop: $35.00
- Friday Only: $59.00
- Saturday Only: $109.00
- Contest Only: $25.00
- Installation Dinner Only: $50.00
- Full Package: $159.00
- 1st Timers Full Package: $139.00
- Full Package – Late Registration (May 13th – May 17th): $180.00
- First Timers Full Package – Late Registration (May 13th – May 17th): $160.00
- Saturday Only – Late Registration (May 13th – May 17th): $130.00
- District Business Meeting – NO COST

www.tmdistrict38.org/conference-spring-2014/
District Incentives Revisited

2013-2014 Education & Training Incentives Announced At Fall Conference

Attending Winter TLI - when 4 club officers attend the same TLI, the club receives a Toastmasters Club Meeting Plaque

Attending Winter TLI - when 7 club officers attend the same TLI, the club receives a Toastmasters Club Officer Pin set

First Step Award - when you achieve Competent Leader designation for the first time, you will receive a CL pin

Leadership Development Award - when a Toastmasters club achieves DCP points 5 & 6 during the 2013-2014 year by April 30, 2014, the club will receive a High Performance Leadership Kit

Start the Legacy Award - when a Toastmasters club achieves Distinguished Club Status for the first time by April 30, 2014, the club will receive a Customized Banner.

Rebound Award - when a Toastmasters club achieves Distinguished Club status after a two or more year gap by April 30, 2014, the club will receive a Medium Club Banner.

Amazing Mentor Award - A Mentor Pin will be awarded to one person from each Division, based on submitted nominations (during the month of February)

Both Feet Award - An Outstanding Member Pin will be awarded to one person from each Division based on submitted names of persons who served as an officer or achieved an educational designation during their first year of membership in Toastmasters International.

For more information on these 2013-2014 incentives, please visit, http://www.tmdistrict38.org/incentives/. Questions may also be directed to Lt. Governor Cynthia A. Brown, DTM at lget@tmdistrict38.org

Candidates for Offices in District 38 for the year 2014-2015:

Division A: Available
Division B: Fazal Mehmood
Division C: Available
Division D: Richard Kretschmer
Division E: Michael Kelly
Division F: Kristina Tatum
LGM: Ash Bhargrave
Brian Cavanaugh
Lois Cole
LGET: Jim Samuel
Barbara Spause
DG: Cynthia A. Brown
Member Spotlight
Beth Rudy, DTM

“You’re not only a writer, you’re also a speaker. You should join Toastmasters,” Beth’s writing coach gently encouraged in May 2005. It took two years for Beth to believe that she was either. Finally, in February 2007, Beth visited F&M Toastmasters, and she visited and visited and visited ... until May 2007 when she decided to conquer her doubts and join.

The positive encouragement and constructive feedback from other members increased her confidence and made Beth a full-fledged believer in the Toastmaster program. A goal-oriented driver, she determinedly mapped out a plan to achieve her DTM in the shortest time possible. To fast track to the DTM designation, in February 2008, she expanded her membership to Conestoga Toastmasters so that she could speak every week.

Eventually she joined Susquehanna Advanced Toastmasters to take her speaking to a higher level. There she listened to and learned from some of the best speakers in District 38.

As if three Clubs weren’t enough, in order to attain DTM, Beth had to mentor a Club and was assigned the Coatesville VMAC club. She discovered that she loved coaching new Toastmasters, joined their club, and has never left.

At last, in March 2012, Beth realized her DTM dream, and acknowledged that she is not only a writer, but also a speaker. With new found courage and confidence, developed in Toastmasters District 38, this crazy goal setting gal left her fourteen year career as an Account Executive for a Fortune 1000 company to focus on the desires of her heart: to launch as a professional speaker and publish a book. Not surprising to those who know her passion for purpose, in September 2013, Beth reached that milestone by keynoting the Love Your Body Love Your Soul women’s conference alongside her long time writing and speaking coach - national speaker and author, Nancy Sebastian Meyer - who believed in her long before she believed in herself, and released her first two books.

Beth speaks, writes, and leads with a servant’s heart and an engaging manner. Primarily, she brings the Bible to life and spurs her audience to go deeper into God’s precepts, promises, and purposes. However, when possible, she will secularize her presentations without compromising biblical principles as she did when she presented The Priceless Treasure of Abundant Living at the 2013 District 38 Fall Conference.

On February 22, Beth lead a women’s retreat for a church in Lancaster, PA. She inspired her audience with Hannah’s Hope: Finding Happiness in Hard Places, based on Hannah’s story found in 1 Samuel of the Bible. Then, in March she will head to New Hampshire to present The Priceless Treasure of Abundant Living, a workshop designed to inspire women to seek God and live vibrantly, at the SOAR Women’s Conference, alongside of ten other women of faith.

Cont’d Nest Page
Craig Valentine, the 1999 World Champion of Public Speaking, arrived from Baltimore a bit late after being stuck on the Schuylkill Expressway. Craig said it was the longest 8 miles of his life. Welcome to District 38, Craig!

Here are a few highlights of Craig’s presentation thanks to the great note taking skills of Barrie Byron who filled in for your PRO and editor who was unable to attend. Thank you Barrie!

When preparing and giving your speech, remember that:

- Conflict is the hook.
- Do not close with Q&A. Close with your own message.
- Uncover the humor. Deliver the humor in dialog.

HOW TO CRAFT YOUR STORY:

1. Create a foundational phrase. This phrase determines what stays (remove all irrelevant details). Foundation phrase is fewer than 10 words.
2. Specifics stick.
3. Don't tell. Ask.
Love is a Many Splendored Thing

Love is a many splendored thing. Not sure what this means but it was good enough to be a movie title, good enough to be a song title, and good enough to fit into our Toastmaster Meeting rotation. In the book of Exodus, the Israelites were admonished to set aside one day of the week for rest for it was necessary. At Siemens Toastmasters, we set aside one meeting a year to talk about love because, well, it is necessary. It is something we all long for, something we all need, and hopefully, something we have all experienced.

Love can take many forms, as this year’s meeting proved. And interestingly enough, a sub-theme emerged – juxtapositions. The meeting was called to order and the Toastmaster, Dr. Love, lamented his lack of preparation for such an auspicious meeting but Cupid was waiting in the wings. Dr. Love petitioned Cupid for assistance, a Lovette, but alas, when he drew back his bow and released his arrow, two targets were hit – Janet Muscavage and Keith Straw.

What to do? Well, in the spirit of competition, Dr. Love proposed an audition. Janet and Keith would reenact the balcony scene from Romeo and Juliet... with a twist. Janet would play Romeo... and Keith played fair Juliet (notice the “cruel orb” behind Juliet... attention to detail).

The meeting proceeded with a Love speech by Dave Miller, but it was not a typical Love speech. It was more a Love/Hate speech that waxed eloquently on the trials, tribulations, and triumphs of a Philadelphia sports fan. Next, Yueying (Ying) Plasco lifted our spirits by reading a letter from James Michner to his son giving him advice on how to proceed with love.

And what is a Toastmasters meeting without Table Topics? Cupid’s arrow found Laurie Dameshek who posed questions around the theme, “How I love thee. Let me count the ways.”

In the end, Love’s place in the pantheon of human desires was reaffirmed. In the end, there was one common thread that we all could agree on – our love for Toastmasters.

By Alex Lawes, CC
President, Siemens Toastmasters
District 38 Helpful and constructive speech evaluations have been a hallmark of the Siemens Toastmasters Club from early in our existence to the present day. I feel a little pride every time I see a skillful and positive evaluation at one of our meetings! And what a great thing for us to be good at evaluations! At Siemens Toastmasters, a new speaker can use feedback from their speech evaluations, alongside personal attention from their mentor, to grow quickly as public speaker. But they say it is better to give than to receive, so here are a few tips for giving an excellent speech evaluation.

First and foremost, give kudos to your speaker. At Toastmasters we all experience the nerve-wracking excitement of giving a speech. An evaluation is a gift back to the speaker - so let’s make it feel like a gift. Give lots of positive feedback. Don’t assume the speaker knows his or her own strengths. You can’t receive too many genuine compliments! It’s important to foster our Club’s culture of being a safe place to learn and grow. To that end, be sincerely positive in noticing the speaker’s strengths and skills.

Give the gift of observation. Think about the difference between, “you have nice gestures” versus “the way you smacked your fist into your palm underscored how strongly you felt about your conclusion”. It can help to replay a snippet of the speech, or demonstrate that gesture, followed by praise or a suggestion. A short replay reminds the audience of what they saw earlier and sets the context for the point you want to make.

An observation technique to consider is the “more of / less of” approach. For example, “I noticed that your eyes lit up and you smiled when you started talking about your dog. I’d like to see more of that kind of expressiveness from you. Later on you described your strong dislike of cats. That would be a good place for a grimace, or perhaps even a snarl, to emphasize your point.” Notice the combination of observing something the speaker did well (that’s positive feedback) and the specific suggestion of how to build on that strength. A typical “less of” approach is to notice the frequent use of filler words, then encouraging the speaker to focus on eliminating them.

Finally, give the gift of your opinion. Remember, you are offering opinions and suggestions rather than hard, cold, facts and judgments. A suggestion from you could be exactly what the speaker needs to hear. Or, your suggestion might not work for them ..... but it may be perfect for someone in the audience who uses it when crafting their next speech.

Remember, the next time you hear an evaluation at Siemens Toastmasters, that you are part of a proud tradition. Let’s keep building our group’s skill at delivering quality evaluations. I am quite sure it is a club strength that leads our guests to return as members!

Robin Ratliff, CC, ATM Bronze, is a Charter Member and the first elected President of the Siemens Toastmasters. She has served in several other Board roles during the first several years of the club’s existence. In addition, Robin was the winner of District 38 Evaluation Contest in 2000.
I will never forget my second day on the job at a former employer. The CEO popped his head into my office and asked me to step into the Board of Directors meeting to provide a synopsis of my plans for the Marketing Department. Talk about an impromptu speech!

Fellow Toastmasters, I am still not 100% sure what I told the Board that day, but I would give anything to travel back in time for a second chance. My Toastmasters experience has helped me to grow, not just as a speaker, but as a leader. And that’s why the Toastmasters program gives speaking skills and leadership skills equal emphasis.

The Competent Communicator part of the program helps you to improve your speaking skills. When you build upon those speaking skills, your credibility as a leader naturally evolves. Leaders are expected to exude confidence, credibility, and candor while keeping cool in any situation, and the techniques in the speech manuals provide practice under many different circumstances.

Accordingly, the Competent Leader part of the program hones new leadership skills while you are unknowingly building confidence and other leadership qualities by delivering more speeches.

As for impromptu speaking, leaders who master this skill will be even more successful, in business and in other aspects of life where masterful communication is needed.

Another opportunity that helped me to grow as a leader was to join my Siemens Club Board of Directors. I’ve been the VP of Education twice and the President once. It sounded intimidating initially, but our Board was very supportive. You are able to help make decisions on behalf of the Club, and it’s quite impressive on a resume. (PS – don’t forget to put Toastmasters participation in general on your resume!) You never know if your next interview will be with a current or former Toastmasters member who understands the value of TMI. I utilize my Toastmaster skills almost every day, whether I am answering an impromptu question from my manager, gathering a team to work on a project, saying a few words to the meeting down the hall, volunteering at our PTA, or even gracefully declining a telesales person in the evening. I now have the ability to organize my thoughts coherently, speak with confidence, maintain eye contact, and remain brief yet thorough in my communications.

One of the highest compliments I have received came from colleague with whom I attended a workshop 3 years ago. We met up at a recent similar workshop, and after several discussions, he sent me a note saying, “I don’t know what you’ve been up to in the past 3 years, but you seem to have really grown. You seem so confident, warm, and poised in your discussions – it is really noticeable!” Can you guess what was I doing over the past 3 years? Obviously, it’s Toastmasters!

Leeann Essai, CC, CL, is with Siemens Toastmasters in Malvern, PA and has been VP Education (2010 – 2011, 2013-2014) and President (2011 – 2012). She has been with Siemens Healthcare for six years and was recently promoted to Director, Communications.
District Realignment Coming to a Club Near You in May

Once a year at the May District Council Meeting, the district realigns clubs as necessary into new areas and divisions. The changes are effective with the new Toastmasters year on July 1st. Most clubs will still have the same clubs in their existing areas and divisions although the designation may change. Some clubs will change areas and divisions for one of several reasons. Toastmasters International’s policy is that all areas start the year with at least four and no more than six clubs. Through the course of the year, some geographic areas start new clubs, some lose clubs and occasionally some clubs move their meeting location into neighboring areas. If your area or one around you is projected to have less than 4 clubs or more than 6 clubs on June 30, the composition of your area could be changing.

Clubs are assigned to areas primarily based on geographic proximity. Therefore, it is imperative that each club have an accurate meeting address. Having an accurate meeting address will also help having guests find your meeting location. Each club should have a club officer check their meeting address on the Toastmasters International website “Find A Club” and “Update My Club Meeting Information” if necessary through Club Central. Clubs should also check and update if necessary the map location on the District 38 website Club Alignment page.

The District Executive Committee saw a proposal at their March meeting and the proposal is currently being tweaked. The proposal includes two major items. First, the areas are being renumbered district wide. Division A will have areas 10, 11, 12, 13, and 14. Division B will have areas 20 – 24, C 30 – 35 and so forth. The second major change includes realignments within divisions. The biggest change is in the old Division B, Montgomery, Chester and Delaware counties. The division, along with the old area E26, is being split into two divisions – B and G, each with 5 areas. In division A, Lancaster, Lebanon, York, Dauphin, and Cumberland counties. There will be several clubs shifting among old areas A10, A11, A12, and A22. In Division C in Center City Philadelphia, areas C1, C17, and C21 are being realigned into 4 areas. In Division D, suburban Philadelphia in NJ, areas D5 and D14 are being realigned into three areas. Divisions E and F are unchanged except for area renumbering.

A final proposal will be voted on by the District Council meeting in May. Until then, the proposal will be revised slightly as clubs are chartered and other clubs dissolve. Watch the District 38 website for updates and come to the meeting in May for the final plan. For any questions please contact:

Bill Krouse
District 38
Realign Chair
realign@tmdistrict38.org
Life After your CC

The ETS Toastmasters club is proud to have Distinguished Toastmasters (DTMs) Jean Shipos, Lauren Kuik and Debbie McKee as members. All three contributed to write this article.

For those of you who think that life ends after earning your Competent Communicator, it doesn't. Achieving DTM status is an exciting journey in the Toastmasters world. Every outstanding communicator I know has earned the Distinguished Toastmaster (DTM) standard. That is because earning the DTM is the mark of practice, practice, practice, repeating and improving speeches, and refining your communication and leadership skills along the way. Being a DTM requires the completion of additional educational awards in the Toastmasters International Communications and Leadership programs.

There are so many challenges ahead for you in the Advanced Communicator manuals. Each Advanced Manual has lessons for five speeches. You must complete two manuals, or ten speeches each, to move up through the levels, starting with the Advanced Communicator Bronze to Advanced Communicator Silver and concluding with Advanced Communicator Gold. Each Advanced Manual encourages you to focus on something that is personally important to you, such as Interpersonal Communication, Speeches by Management, the Entertaining Speaker, or Public Relations. Your first 2 manuals you get to choose free upon completion of your CC award.

The Advanced Leader awards required to be a DTM look for you to step up to additional leadership roles. This includes providing training classes on how to run a successful club or how to excel in leadership, and completing a High Performance Leadership project. But the Advanced Leader awards also expect you to extend yourself beyond the confines of our ETS club. This introduces you to other clubs and the many different ways members execute similar tasks. You are expected to serve as a District Leader as Debbie McKee illustrated with her service as an Area Governor, and Jean Shipos serving as Area and Division Governor. Lauren Kuik is ETS Toastmasters' first District 38 Governor, the highest leadership role attainable in the District. A ribbon on our banner says, "Home of the District Governor", in recognition of this accomplishment.

Participation in District conferences, held in the spring and fall, provide insight into the workings of the larger organization. Business meetings provide for approval of a budget, election of District officers, and updates on District happenings. District Speech Contests showcase the best of the District and are eagerly anticipated. Presentations from Toastmasters outside of the District provide information otherwise not easily available for clubs.

As with all things, the journey to DTM is taken a step at a time. Take a few moments to chart your course by checking out the things you need to accomplish - what speeches do you need to deliver, what special projects do you need to complete? Goal Cards to assist you can be found on the District 38 website at: http://www.tmdistrict38.org/resources-member/. You can plot these activities along the course that makes the most sense for you. Before you know it you will have accomplished more than you may have thought possible!

Jean Shipos, DTM, Lauren Kuik, DTM and Debbie McKee, DTM
Member Testimonial

I joined ETS Toastmasters in August 2002. At first, I was only interested in listening to the speeches. I never had any intention of progressing much further. The last thing I expected was to ever achieve DTM status.

In a very short time, I was inspired to take on roles. For the first year, I must have been the Toastmaster for half of the meetings I attended. Mastering the role of Toastmaster was my way of learning how to speak in front of an audience while getting up the nerve to present my ice breaker speech. After a year of taking on the role of Toastmaster, some of the members thought that I must be close to completing my tenth speech, when, in fact, I had not even presented my first speech. A few things happened that allowed me to attain my DTM effortlessly.

1. I had excellent mentors who explained Toastmasters, encouraged me to give speeches, take on roles, and become a club officer.
2. I received excellent advice from a Toastmaster to speak as often as I could as it becomes easier each time.
3. I had opportunities to participate in programs and projects to fulfill my requirements for the Leadership Track. I had the privilege of being asked to be Area 19 Governor for which I served two terms. I could not have served as Area Governor without the wonderful support of Toastmasters from the ETS Club, the District officers, and other District clubs.

I encourage any Toastmaster who wants to achieve the goal of becoming a DTM to utilize the resources available in your club: members who are always willing to answer questions and offer guidance through the speech and leadership process; utilize the material provided by Toastmasters International; set goals; attend meetings at other clubs; volunteer to be an officer; and, attend the district conferences.

Debbie McKee
ETS Toastmasters

Triple Crown Awards

Mohanchandran, Aparna L. LDREXC, ALS, ACS, ACG, DTM
Derosier, Lola M. ACG, ALS, DTM, CL
Minkoff, Stephanie S. CC, CL, ACB, ALB
Shevlin, Lois LDREXC, ALS, DTM, CL
Shlegle, David C. CC, CL, ACS, CL
Spencer, Bruce LDREXC, ALS, ACG, DTM
Bell, John B. ALS, DTM, LDREXC
Ferrara, Marianne CL, ACB, ALB
Krouse, William H. CC, CL, ALB
Owens, Robert D. ACG, LDREXC, CL
Quesada, Elissa ALB, CC, ACB
Rocchi, Pat LDREXC, ALS, DTM
White, Maryellen LDREXC, ALB, ALS

McJunkin, Karla R., CL, I.T.S. Blue Diamond-Philadelphia
McKay, Kevin, CC, Group GAB Club-Dresher
McKinnon, Charles C., CC, Independence Club-Blue Bell
McMann, Terrell C., DTM, Lehigh Valley Toastmasters Club-Bethlehem
Mehmood, Fazal, CC, We The Speakers-King of Prussia
Miller, Mari Joy, ACB, Susquehanna Icebreaker Club-Summerdale
Minkoff, Stephanie S., CL, Greater Scranton Roaring Ramblers Club-Scranton
Minkoff, Stephanie S., CC, Greater Scranton Roaring Ramblers Club-Scranton
Minkoff, Stephanie S., ALB, Greater Scranton Roaring Ramblers Club-Scranton
Minkoff, Stephanie S., ACG, Greater Scranton Roaring Ramblers Club-Scranton
Misner, Paul R., ACB, Koinonia Speakers-Gilbertsville
Mohanchandran, Aparna L., LDREXC, SAP Toastmasters @ NSQ-Newtown Square
Mohanchandran, Aparna L., DTM, SAP Toastmasters @ NSQ-Newtown Square
Mohanchandran, Aparna L., LDREXC, Chester County Club-West Chester
Mohanchandran, Aparna L., ALS, Chester County Club-West Chester
Mohanchandran, Aparna L., ACS, Chester County Club-West Chester
Moise, Andrea Anna, ALB, His Toastmaster's Voice Club-Mount Laurel
Monk, Amelia, CC, ETS Toastmasters Club-Princeton
Monserrat, Barbara Ann, LDREXC, Blue Bell Toastmasters Club-North Wales
Monte, Cecilia M, CC, Toby Talented Talkers (T3)-Tobyhanna
Murali, Ram, ACB, Merck West Point Toastmasters Club-West Point
Mwanzia, Beatrice Mueni, PCL, United We Speak-Philadelphia
Nawa, Joseph Brian, CC, RLI Please Speak Up-Bala Cynwyd
Neely, Michael A., CC, Camden County Toastmasters Club-Haddonfield
Neiffer, John Paul, CC, Susquehanna Icebreaker Club-Summerdale
Nelson, Silas, CC, Mid-Day Toastmasters Club-Robbinsville
Nguyen, Dzung T, LDREXC, PPL Power Talkers Club-Allentown
Nzali, Sherita J., CL, ACE Philadelphia Toastmasters-Philadelphia
Nzali, Sherita J., CC, ACE Philadelphia Toastmasters-Philadelphia
O’Brien, Michael P, CL, Successfully Speak Up Toastmasters-Princeton
Olson, Nicholas John, ALB, Valley Forge Toastmasters-King Of Prussia
Orkin, David Lee, CL, Siemens Toastmasters Club-Malvern
Ortiz, Hector R, CC, Effective Communicators-Camp Hill
Owens, Robert D., ACG, Speak E-Z-Millville
Owens, Robert D., LDREXC, Speak E-Z-Millville
Owens, Robert D., CL, Speak E-Z-Millville
Pandya, Tapankumar R, CC, CNH America Club-New Holland
Parker, Deborah M., CL, Toastmasters by the Pond-Princeton
Patel, Nirav, CC, Pfizer Club-Collegeville
Perkins, Sean, ACG, Great Valley Toastmasters Club-Frazer

HOW TO DELIVER YOUR STORY:
1. Use areas of the stage as your timeline. Move with purpose.
2. Action prompts delivery.
3. Speak to one, but look to all. Craig calls this the "slight edge" principal... connect with the audience.

HOW TO SELL YOUR MESSAGE:
1. Sell the result, not the ______ (where _____ is product, service, message).
2. Change small, change often

Craig involves the crowd in “Change Small, Change Often”

Craig Valentine always speaks with passion
During his presentation, Craig also worked with several members of the audience to give them some one-on-one coaching. One of the Toastmasters that Craig worked with was later heard to say, “I never got past the first 60 seconds of my opening.” He just kept fixing things.

When Craig was done, he received a rousing Toastmasters standing ovation.

All photos in this article courtesy of the renowned and infamous Elliot Dennis. Thank you, Elliot for all your hard work!
Royer, Eileen A,CC, Franklin & Marshall College Toastmasters-Lancaster
Rudy, Beth, CC, Conestoga Club-Lancaster
Rugarber, Paul, CC, Jersey Shore Toastmasters-Lakewood
Rustagi, Amita, ACB, PPL Power Talkers Club-Allentown
Rustagi, Amita, CL, PPL Power Talkers Club-Allentown
Sachs, Michael C., ALB, Pocono Club-Stroudsburg
Samuel, Jim, CC, Mid-Day Toastmasters Club-Robbinsville
Sautter, Maureen, CC, PPL Power Talkers Club-Allentown
Scarcia-King, Trisha J., ACB, Kutztown Area Toastmasters-Kutztown
Schumacher, Kathrin U, CC, ETS Toastmasters Club-Princeton
Scott, Arlene R., CC, SpeakEZ Toastmasters-Bethlehem
Seip, Ellis A., ACS, Gannett Fleming Toastmasters Club-Camp Hill
Shakir, Taalib-Din Z., CC, Union Public Speaker's Club-Trenton
Shevlin, Lois, LDREXC, RWJF Toastmasters-Princeton
Shevlin, Lois, CL, RWJF Toastmasters-Princeton
Shevlin, Lois, ALS, RWJF Toastmasters-Princeton
Shevlin, Lois, DTM, RWJF Toastmasters-Princeton
Shipos, Jean, CL, ETS Toastmasters Club-Princeton
Shlegle, David C., CC, Washington Crossing Club-Langhorne
Shlegle, David C., CL, Washington Crossing Club-Langhorne
Shlegle, David C., ACS, Lower Bucks Toastmasters-Langhorne
Shlegle, David C., CL, Lower Bucks Toastmasters-Langhorne
Smith, Barbara A, CC, ASTM Toastmasters Club-West Conshohocken
Speers, Alexandra, CL, ACE Philadelphia Toastmasters-Philadelphia
Speers, Alexandra, CC, ACE Philadelphia Toastmasters-Philadelphia
Spencer, Bruce, LDREXC, Blue Diamonds Toastmasters Club-Wilkes Barre
Spencer, Bruce, ACG, Blue Diamonds Toastmasters Club-Wilkes Barre
Spencer, Bruce, DTM, Blue Diamonds Toastmasters Club-Wilkes Barre
Spencer, Bruce, ALS, Blue Diamonds Toastmasters Club-Wilkes Barre
Stepanuk, Kevin, ACB, Positively Charged Toastmasters-Philadelphia
Sundararaman, Priya S, CL, ML Bull Masters-Pennington
Swartz, Lauren F, CC, Bell Noontime Club-Philadelphia
Tatum, Kristina Lee, ACS, Successfully Speak Up Toastmasters-Princeton
Thompson, Patricia, CL, ACE Philadelphia Toastmasters-Philadelphia
Tomczak, Jennifer, CL, ACE Philadelphia Toastmasters-Philadelphia
Trimmer, Lori A., CL, White Rose Club-Glen Rock
TRINSEY, DIANE, CC, ASTM Toastmasters Club-West Conshohocken
Vaynberg, Abe, CC, Moorestown Area Toastmasters Club-Mount Laurel
Vollmer, Martha, CC, Merck West Point Toastmasters Club-West Point
Volpe, Nicole L., CC, ETS Toastmasters Club-Princeton
Vong, Philly, CC, Xfinity Communicators-Mount Laurel
Weerasinghe, Disna M., CL, Siemens Toastmasters Club-Malvern
Westerberg, Laura L., CC, York Toastmasters Club-York
White, Maryellen, ALB, Power Partners Toastmasters-Kennett Square
White, Maryellen, ALS, Power Partners Toastmasters-Kennett Square
White, Maryellen, LDREXC, Power Partners Toastmasters-Kennett Square
Wilson, Jerry E, CL, Now Hear This Club-Mechanicsburg
Wilson, Jerry E, ALB, Now Hear This Club-Mechanicsburg
Wolski, Ben B., CC, Blue Bell Toastmasters Club-North Wales
Woods, Gordon Sam, LDREXC, Positively Charged Toastmasters-Philadelphia
Woods, Gordon Sam, ALS, Positively Charged Toastmasters-Philadelphia
Woodson, Lemuel W., ALB, Toastmasters In Unity Club-Mount Laurel
Xie, Qinhua, CC, WorleyParsons Club-Reading
Xu, Yan, CC, Merck West Point Toastmasters Club-West Point
Young, Aubry, CC, His Toastmaster's Voice Club-Mount Laurel
Young, Rhonda L., Toastmasters In Unity Club-Mount Laurel
Zawadsky, Nancy, ACB, HUD Crystal Tea Toastmasters-Philadelphia
Zook, Edwin L., CC, Downtown Sunrise Toastmasters Club-Lancaster