

**TOASTMASTERS**  
INTERNATIONAL

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# District Executive Committee Meeting

Online - 18 November 2023

# **Call to Order / Welcome address**

District Director – Vera Margarida Cunha

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## **District Mission**

**Administration Manager**  
**Sílvia Vilas**





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**We build new clubs  
and support all clubs  
in achieving excellence.**

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**Robert's Rules of Order  
Parliamentary Procedures**

**Parliamentarian  
Ana Santos Carvalho**





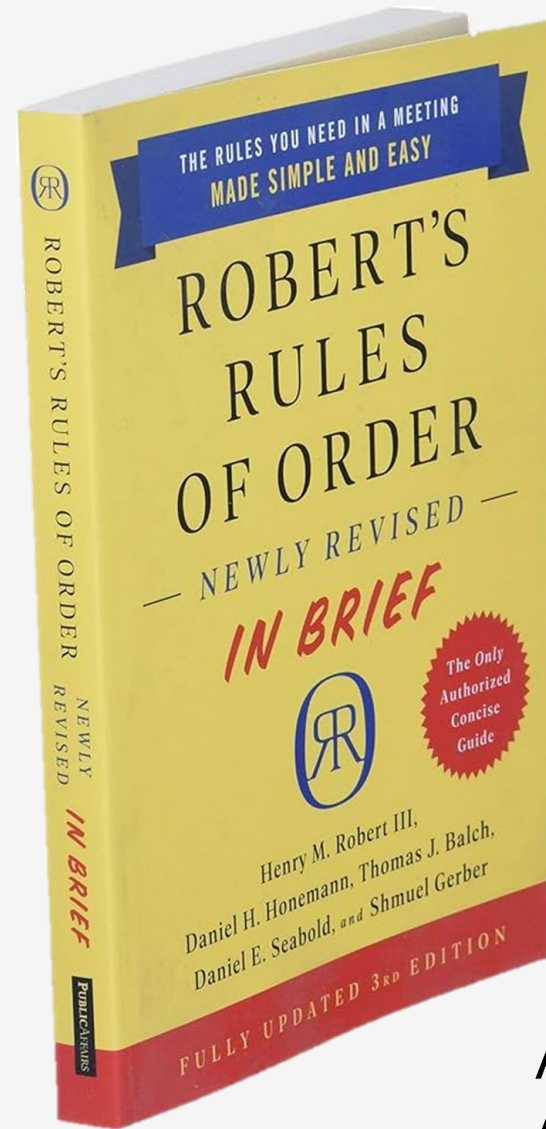
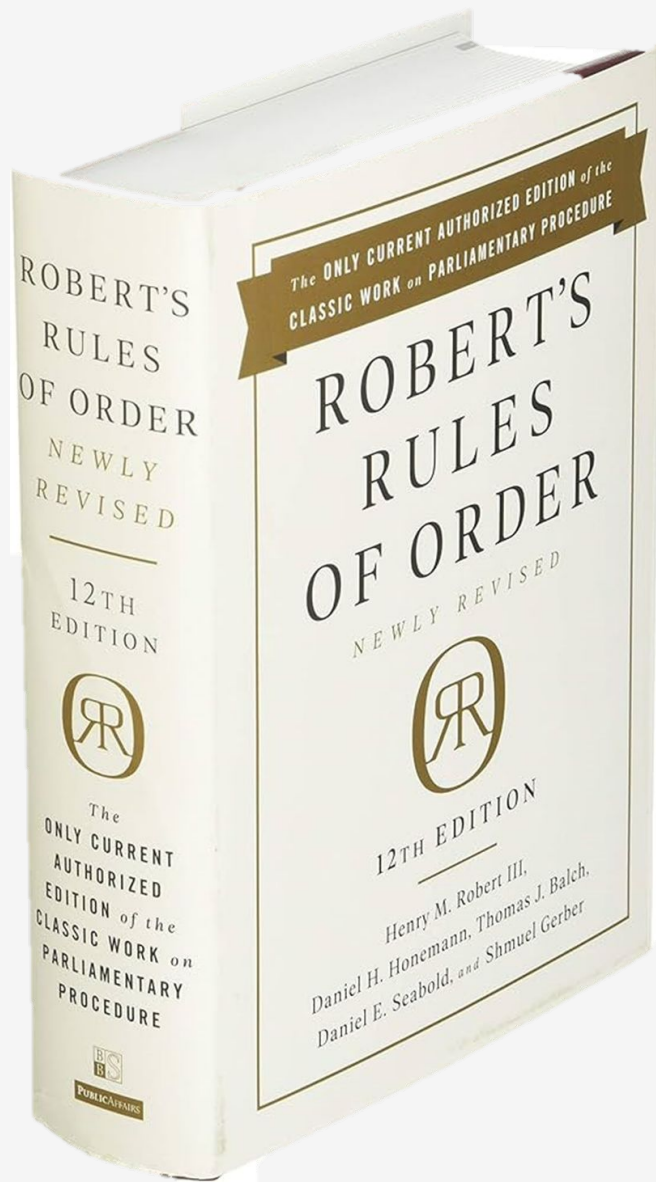
Follow  
the  
Rules





Follow  
the  
Rules





Allow to make decisions!  
At DECM & DCM

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# How to r

## I move that..



Ex.

“I move that today all of us should get recognition”

Motion is a proposal made by a member. Motion should be as **concrete** and clear as possible.

Motion should be **written**.

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**What about now?**

**How can we promote a debate about a motion?**

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# Before the debate...



“It is moved and second that today all of us get recognition”

It needs to be clear before the discussion.

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# How debate works?

Debate is about the merits of the question, whether the action should or should not be taken.

Maker of motion has one-time preference.

Who has not yet spoken has preference.

Alternate between supporters and opponents.

Stick to the subject.

Do not go personal.



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# How motions are approved? Unanimous consent

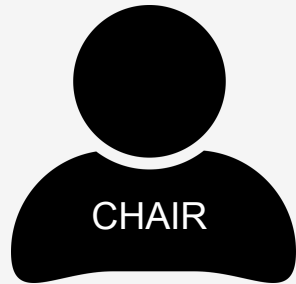
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# How motions are approved? Vote

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# How motions are approved?

## Others voting types



- Standing vote
- Show the hands
- Counted vote
- Ballot vote



# In summary...

One member

“I move  
to...”

I move to adopt  
the agenda

Another  
member

Second

Second

Chair

Open  
the Floor

I open the floor  
for discussion

Several  
members

Discuss

Speak in favour  
or against the  
proposal

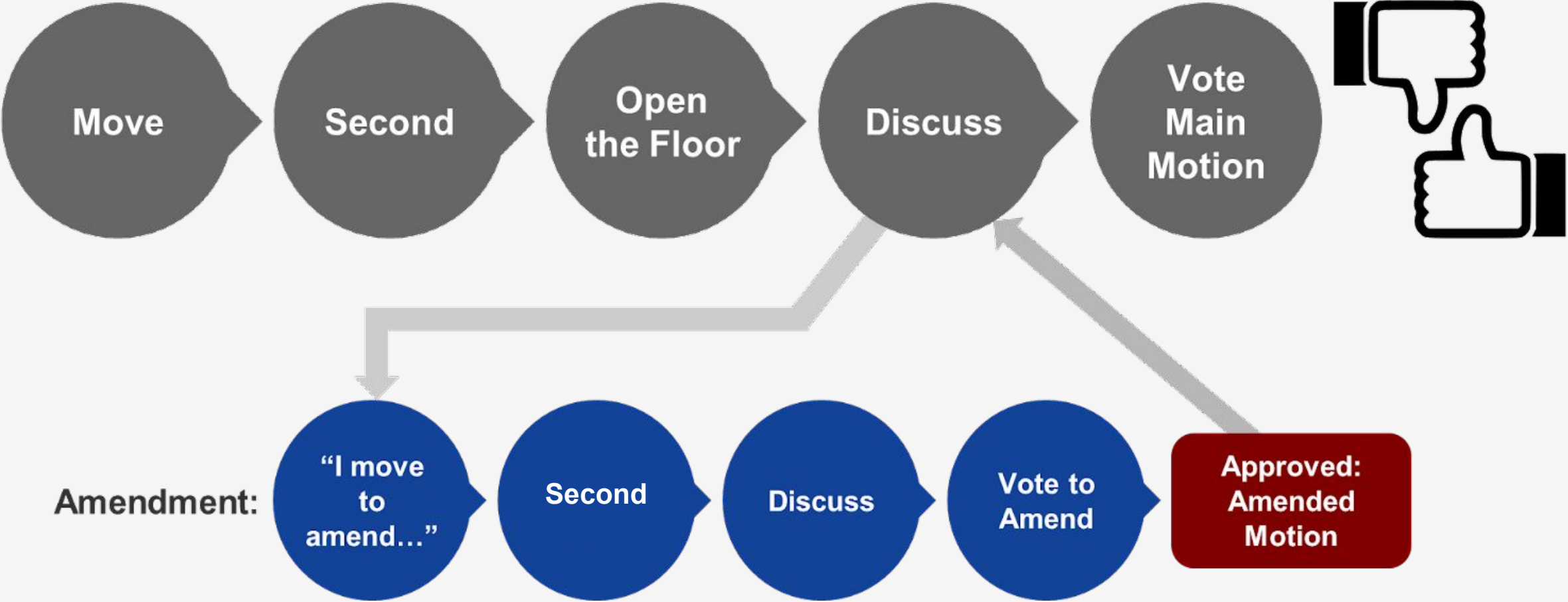
Everybody

Vote

**—Is there any doubts about the motion proposed?**

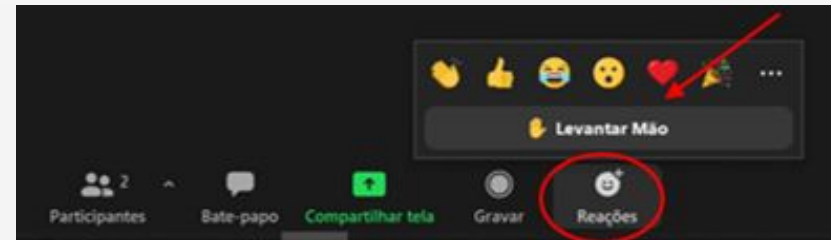
**An amendment may be moved.**

# Amend the main motion

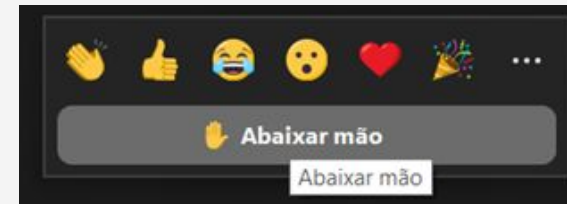


# Addressing the Chair

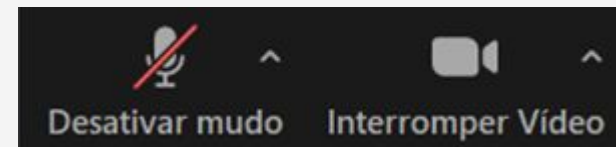
**Raise your hand**



**Lower it after given the floor**



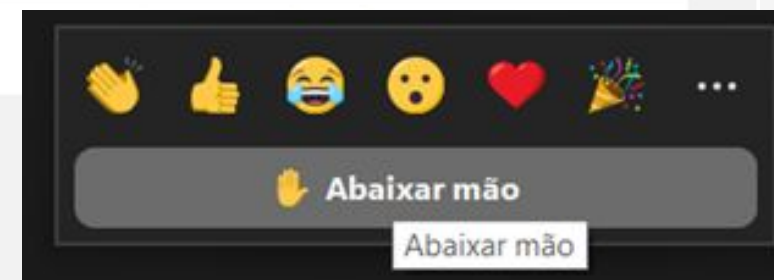
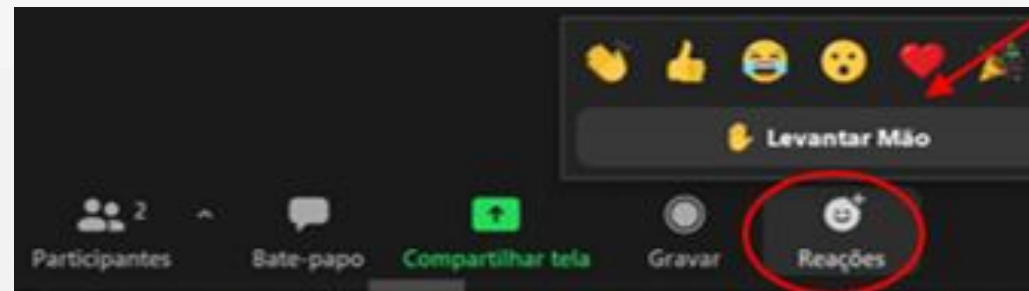
**Mute audio in the end**



# Speaking during the debate

**Raise your hand**

**Lower it after the chair  
gives someone the right to speak  
(you will raise it again later)**





Follow  
the  
Rules



# **Certification of Quorum**

Administration Manager – Sílvia Vilas

**Majority is required**

**DEC members: 38**

**Quorum > 19**

**Confirmations: 26**

**WE HAVE QUORUM**

# **Adoption of Agenda**

District Director - Vera Margarida Cunha

I move to approve the agenda as presented.

# Hybrid DECM MoM approval (September)

District Director - Vera Margarida Cunha

I move to approve the DECM MoM as sent.

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# **District Executive Committee Meeting**

## **District Success Plan**



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# **District Success Plan Status Report**

**District Director**  
**Vera Margarida Cunha**

CEO

# CEO

**CREATIVE EXPERT IN OPERATIONS**

# CEO

***Towards Smedley Distinguished***

**D**IRECTION

**D**ECISIONS

**DIRECTION**

**TOWARDS SMEDLEY**

**DISTINGUISHED**

# DECISION



**Successful leaders make second things first,**



Successful leaders make second things first:

**First, create a compelling picture of the future; that's vision. Second, focus less on where you are going (vision) and more on **the people who take you there**; that's performance.**

Jack Welch

**We**  
**build new clubs**  
**and support all clubs**  
**in achieving excellence.**



**IT'S  
A PROCESS!**



**IT'S  
A PROCESS!**

**AND WE ARE  
MOVING!**

**44%**



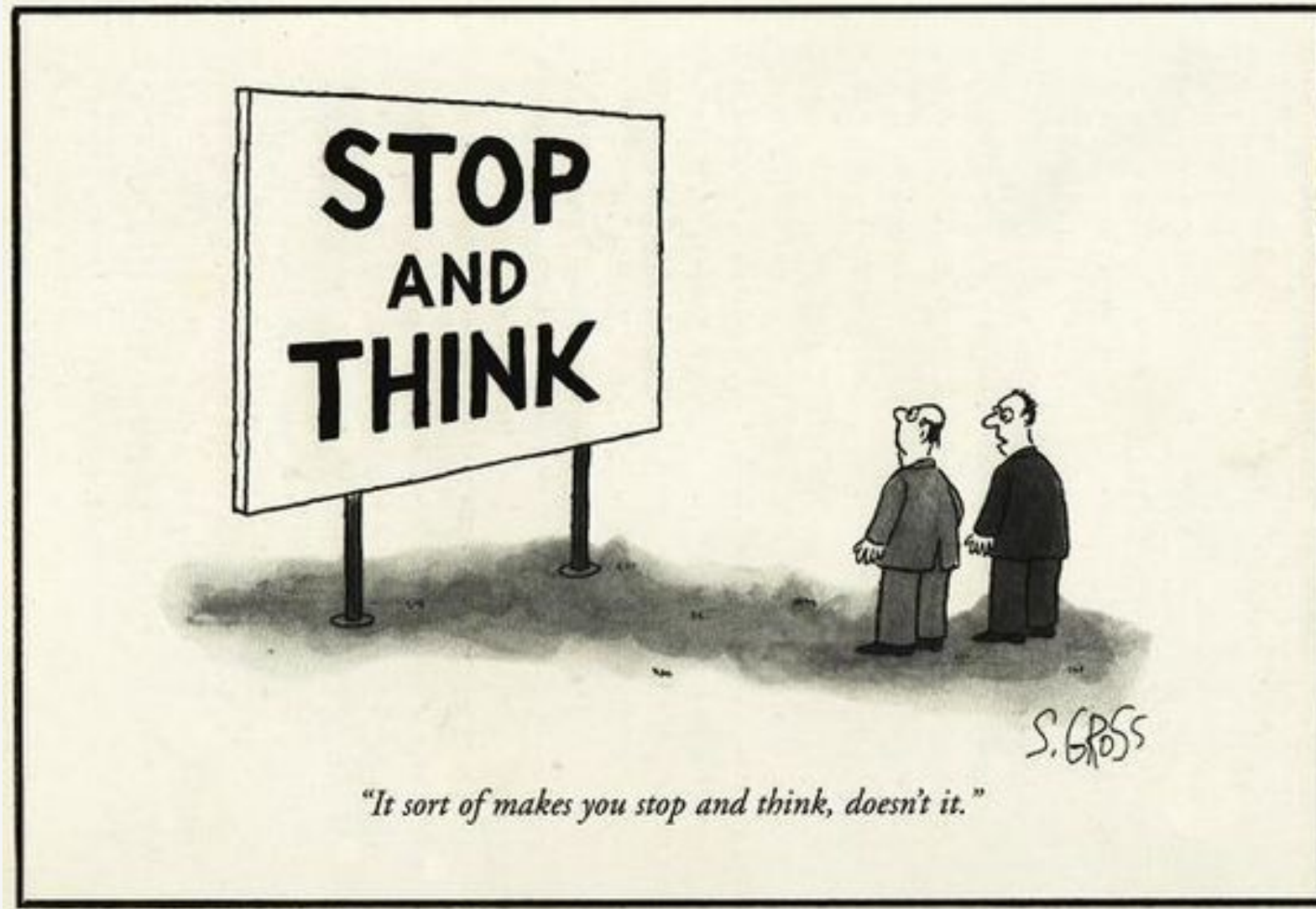
Payments	
Base	To Date
<b>3,768</b>	<b>1,780</b>

Goals
Distinguished
<b>3,806</b>
Select Distinguished
<b>3,882</b>
President's Distinguished
<b>3,957</b>
Smedley Distinguished
<b>4,070</b>

**44%**

**MEMBERSHIP**







# WHY?



**US!**



**WE ARE  
CREATIVE!**















**Adam Grant** 

@AdamMGrant

Hope is not blind faith that things will get better. It's a realistic belief that things can get better.

Despair is an illusion of certainty. Hope is an appreciation of possibility.

Change requires a way. There is no way without will. There is no will without hope.

**44%**

**I believe we will reach**  
**50%**  
**until 31 of December.**

**Are you with me?**

# EMPOWERING VOICES

**DON'T BE THE SAME.  
BE BETTER.**

**I NEED YOU!**

**WHO HAS CREATIVE IDEAS TO  
HELP US ACHIEVE OUR MISSION?**

**LET'S WORK TOGETHER!**

Successful leaders make second things first:

**First, create a compelling picture of the future; that's vision. Second, focus less on where you are going (vision) and more on **the people who take you there**; that's performance.**

Jack Welch





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# **Program Quality Report**

**Program Quality Director**  
**Claudia Villarreal**

Quality is  
everyone's  
responsibility!





uality starts with  
**YOU!**



quality continues with **US!**



uality = **Smedley**  
**Distinguished!!!**



**STRONGER  
TOGETHER**



# EMPOWERING VOICES



# Program quality



# Pathways is moving to the new Learning Management System! **Take action ASAP and no later than December 15!**

To ensure that your education achievements transition to the new LMS correctly, **you need to check that they are all submitted on BOTH Base Camp and Club Central.** [Learn how to check your submissions in the below 4-minute screencast video.](#) Then, if you discover that an achievement was submitted to one platform but not the other, ask your Club President, Vice President Education, or Club Secretary to make the missing submission on your behalf.

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**How to check that your education achievements are submitted to BOTH Base Camp and Club Central**

# Distinguished Club Program

How to Be a Distinguished Club



## Distinguished Club Program Goals

### Education

1. Four Level 1 awards achieved
2. Two Level 2 awards achieved
3. Two more Level 2 awards achieved
4. Two Level 3 awards achieved
5. One Level 4, Level 5, or DTM award achieved
6. One more Level 4, Level 5, or DTM award achieved

### Membership

7. Four new, dual, or reinstating members
8. Four more new, dual, or reinstating members

### Recognition

When your club meets the **qualifying requirement** and also does the following, it is eligible for Distinguished recognition at year-end:

Achievement	Recognition Earned
Five of 10 goals	Distinguished
Seven of 10 goals	Select Distinguished
Nine of 10 goals	President's Distinguished

Check your progress at [www.toastmasters.org/DistinguishedPerformanceReports](http://www.toastmasters.org/DistinguishedPerformanceReports).

### Training

9. A minimum of four club officer roles trained during each of the two training periods

### Administration

10. On-time payment of membership dues accompanied by the names of eight members (at least three of whom must be renewing members) for one period and on-time submission of one club officer list

# 36 Distinguished Clubs by December 2023!!

0% Growth



## Paid Clubs

Base	To Date
<b>89</b>	<b>89</b>

## Goals

Distinguished	<b>89</b>
Select Distinguished	<b>90</b>
President's Distinguished	<b>92</b>
Smedley Distinguished	<b>94</b>

-68.52% Growth



## Payments

Base	To Date
<b>3,767</b>	<b>1,186</b>

## Goals

Distinguished	<b>3,805</b>
Select Distinguished	<b>3,881</b>
President's Distinguished	<b>3,956</b>
Smedley Distinguished	<b>4,069</b>

0% of Clubs

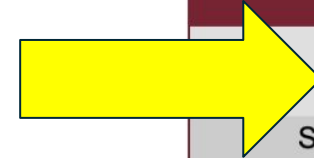


## Distinguished Clubs

Base	To Date
<b>89</b>	<b>0</b>

## Goals

Distinguished	<b>36</b>
Select Distinguished	<b>41</b>
President's Distinguished	<b>45</b>
Smedley Distinguished	<b>49</b>



# Distinguished or close to becoming Distinguished?

Division	Are	Club	Club Name	Membership to dat	Club Goals Met
C	1	965761	Oporto Toastmasters Club	36	6
D	1	5488304	PM Portugal Toastmasters	33	6
F	5	7864253	Tunis Toastmasters	17	6
C	4	1495468	Clube Toastmasters De Aveiro (CLUTA)	29	5
A	4	5616605	Asturias Toastmasters Club	25	5
D	1	2394775	Lisbon MBA Toastmasters	21	5
F	5	7976330	Agadir Toastmasters Club	16	5
D	3	2309332	Algarve Toastmasters Club	15	5
F	2	1578352	Toastmasters Malaga	39	4
A	1	1509273	Nova Madrid Toastmasters	31	4
C	4	3743181	Invicta Toastmasters Club	31	4
D	2	2929225	Almada Communication Leaders	23	4
E	1	4023798	International Speakers	23	4
F	3	983117	Valencia Toastmasters	22	4
C	4	7472207	Douro Toastmasters Club	20	4
C	3	2154508	Leiria Toastmasters Club	19	4

# Qualifying Requirements for 2023-2024

	Distinguished	Select Distinguished	President's Distinguished	Smedley Distinguished
Paid Clubs	No net club loss	Net +1 club	+3%	+5%
Membership	+1%	+3%	+5%	+8%
Distinguished Clubs	40%	45%	50%	55%

The Board also announced changes to the membership qualifying requirement for the Distinguished Club Program for the 2022-2023 and 2023-2024 program years.

Effective immediately, the membership requirement is now having either 20 members or a net growth of at least three (3) new, dual, or reinstating members as of June 30.

# District Leadership Handbook

A Guide to Effective District Management



# Toastmasters International District Recognition Program



# Second Round Club Officer Training: *Between November 1 and February 28*



Officers who attended the Madrid Fall Summit **will receive COT/TLI credit if they attend a minimum of two workshops that were highlighted in red plus the keynote presentation on Dynamic Demo Meetings.**

Clubs with officers attending training receive credit toward the training goal in the *Distinguished Club Program*.

In order for clubs to receive credit, the District's Program Quality Director must record the training information online at District Central under the Club Officer Training Report.

# Club officer training tool kit



Club Officer Training Building Blocks

**Club Success Plan (New)**

**Marketing (New)**

**Prospective Member Engagement (New)**

**Member Engagement and Retention (New)**

**Quality Club Meetings (New)**

Building a Healthy Team

Building on Achievement for Continued Success

Creating a Quality Club

**Effective Meetings (New)**

Enhancing Evaluations

Leading the Club to Success



# Winners Academy

Helping members to prepare for the Contest Season!

**Starting:** Nov/Dec 2023

Most probably with a Special Guest: a World Champion of Public Speaking

TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107



**JOIN!** THE CONTEST SEASON IS COMING!  
ARE YOU PREPARED?

## The Main Thing

A series of educational online sessions around Club Quality, Club Growth, Leadership, Coaching and Mentoring, and the overall Toastmasters experience.

**Starting:** Nov/Dec 2023

# THE MAIN THING

A SERIES OF EDUCATIONAL ONLINE SESSIONS

## YOODLI

### AI Speech Coach in Action

BY

Sharan Jhangiani




Online

6 MARCH  
19:00 PT  
20:00 ES/MOR


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INTERNATIONAL  
DISTRICT 107

# The team of Program Quality Ambassadors: YOU!


Division A  
Division A Director - Irantzu Chinchetru




Area A1 Director - Elena Errazuriz




Area A2 Director - Marisa Rey Martin



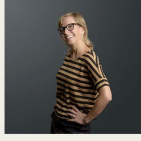
Area A3 Director - Maria Alesanco




Area A4 Director - Carmen Baña



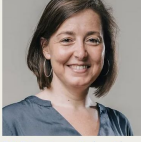
Division B  
Division B Director - Janine de la Fuente




Area B1 Director - Teresa Guerrero




Area B2 Director - Berta Cots



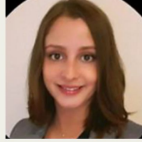
Area B3 Director - Dulce Alvarez Garcia



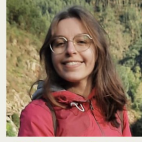
Division C  
Division C Director - Mafalda Guimaraes



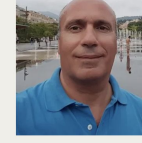
Area C1 Director - Beatriz Macedo




Area C2 Director - Inês Marques




Area C3 Director - Pedro Moisés




Area C4 Director - Rafael Marques



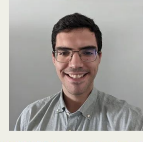
Division D  
Division D Director - Izidro Sousa




Area D1 Director - Rui Domingos



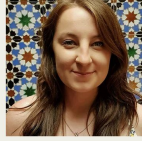
Area D2 Director - Francisco Sampaio




Area D3 Director - Denise Simão




Division E  
Division E Director - Joanna Wakuluk




Area E1 Director - Ilyas Elamri



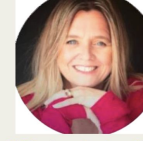
Area E2 Director - Carlos Vilaza



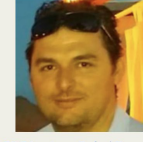
Area E3 Director - Celia Bento




Division F  
Division F Director - Helen Johnson



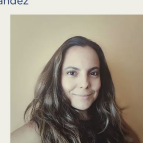
Area F1 Director - Stephane Delrez



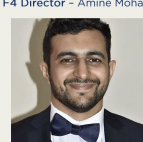
Area F2 Director - Rafael Torres Garcia




Area F3 Director - Débora Cerro Fernandez



Area F4 Director - Amine Mohamed Baji



Area F5 Director - Othmane Laraqui



- + Norberto Amaral (Club Growth Director)
- + Vera Cunha (District Director)
- + Pablo Garcia (Immediate Past District Director)
- + George Rivera (Accountability Partner)... and me!



quality starts with **YOU**  
...**with US!**

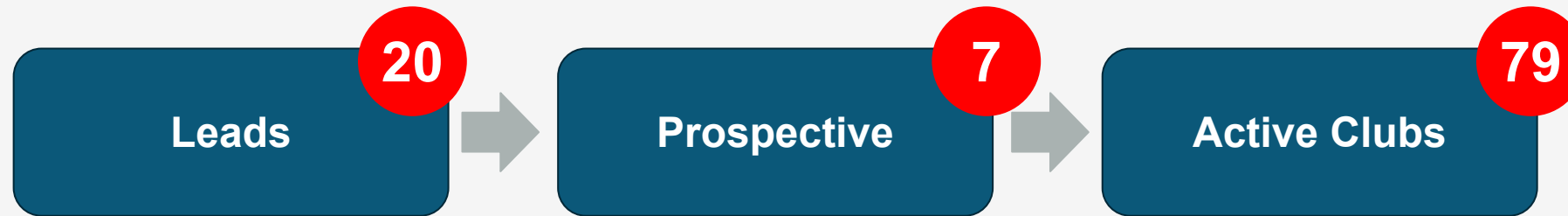
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INTERNATIONAL

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# **Club Growth Report**

**Club Growth Director**  
**Norberto Amaral**

# Club Growth



⇒ Club Base: 89 clubs

⇒ Good leads keep on increasing

⇒ Prospectives Fátima and Science TM reached one year...

# Club Growth

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## Dead clubs:

- Albufeira
- Altamira
- Las Palmeras
- Zaragoza



## Zombie clubs:

- Airbus Speakers Getafe (0)
- Ingram Micro Santander (0)
- Marrakech (0)
- VM Ware (0)
- Advanced Toastmasters Runners (7)
- Ericsson Málaga (5)
- Eloquent Leaders (1)
- ALC Al Jadida (5)

# Area Directors' Club Visits



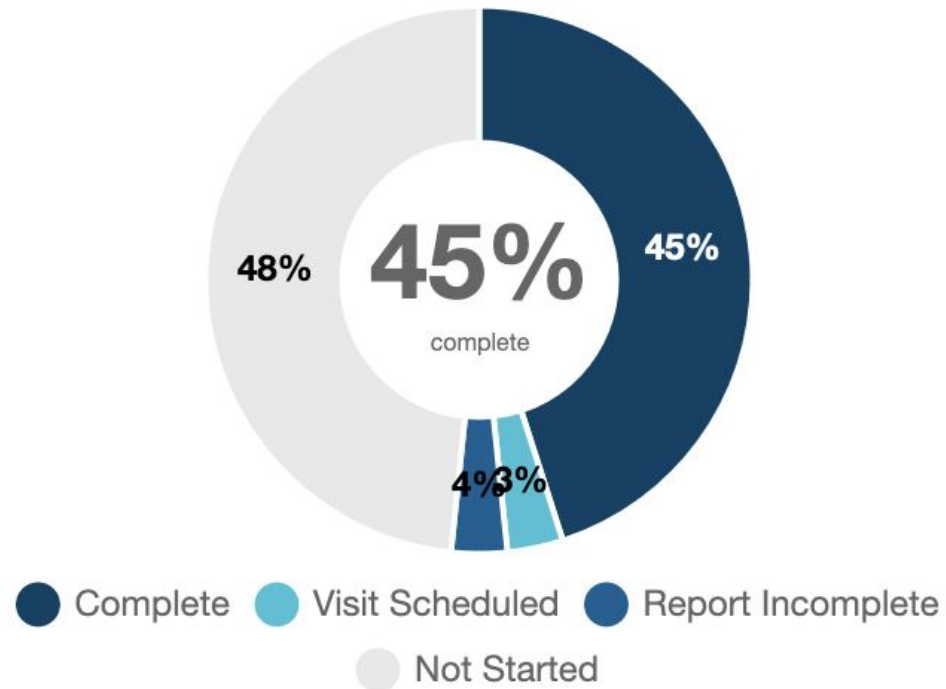
**Club visit reports should have detailed information and actionable improvement suggestions.**

**I will be reading every club visit report and sending comments!**



# Area Directors' Club Visits

## Current Round Summary



AIM:  $\geq 75\%$ !

## Status

Division A: **A1**, **A2**, **A3**, **A4**

Division B: **B1**, **B2**, **B3**

Division C: **C1**, **C2**, **C3**, **C4**

Division D: **D1**, **D2**, **D3**

Division E: **E1**, **E2**, **E3**

Division F: **F1**, **F2**, **F3**, **F4**, **F5**

**Finished visits**, **Started**, **No reports received**  
**DEAD OR INACTIVE CLUBS IN YOUR AREA?**  
**Write a club visit report anyway!**

# Club Coaches

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**We received 13 applications**

**We have three new club coaches:**

Celia Edwards > Axians + on in Brazil

Ali Parandeh > Sardinero

Ricardo Gama > Porto de Mós

**Further clubs wanting coaches:**

Bissau Toastmasters Club

Advanced TM Runners

**Ingram Micro Santander**

More information on the [Club Coaches Program](#) and the [Club Coaches FAQ](#).

Would you like to be a sponsor, mentor or coach? [Register here](#).

Does your club need a Coach? Just ask!

# Awards so far



TOASTMASTERS INTERNATIONAL DISTRICT 07

**FLASH AWARD**

This certificate is awarded to  
**European Geotalk**  
for being the fastest club to charter in the first semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director



TOASTMASTERS INTERNATIONAL DISTRICT 07

**KNOCK-KNOCK AWARD**

This certificate is awarded to  
**Rafael Marques - Area C4 Director**  
for being the first to complete an Area Visit Report!!!  
1<sup>st</sup> Semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director



TOASTMASTERS INTERNATIONAL DISTRICT 07

**KNOCK-KNOCK AWARD**

This certificate is awarded to  
**Rafael Marques - Area C4 Director**  
for being the first Area Director to complete all Area Visit Reports!!!  
1<sup>st</sup> Semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director



TOASTMASTERS INTERNATIONAL DISTRICT 07

**SPRINTERS AWARD**

This certificate is awarded to  
**Asturias Toastmasters Club**  
for their scurry sprint in renewing 20 members!!!  
1<sup>st</sup> Semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director



TOASTMASTERS INTERNATIONAL DISTRICT 07

**SPRINTERS AWARD**

This certificate is awarded to  
**BCN Pride Toastmasters**  
for their scurry sprint in renewing 20 members!!!  
1<sup>st</sup> Semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director



TOASTMASTERS INTERNATIONAL DISTRICT 07

**SPRINTERS AWARD**

This certificate is awarded to  
**Oporto Toastmasters Club**  
for their scurry sprint in renewing 20 members!!!  
1<sup>st</sup> Semester 2023-2024

*Norberto Amaral*  
Norberto Amaral  
Club Growth Director

*Vera Margarida Cunha*  
Vera Margarida Cunha  
District Director

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# What's next?

# New Year Membership Campaign

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**The three clubs that add the highest number of new members from December 1 to January 31 will win €100 towards marketing materials or online campaigns!**

## **New year, new members!**

Every New Year comes with new resolutions! For some, it's about (re)starting some physical sport, for others it's about learning a new language or even to promise themselves that they will finally find the time to read more!

Here at Toastmasters what else could it be but communication and leadership? Let's help other people fulfil their new year's resolutions by getting them to be members!

**The three clubs that add the highest number of new members from December 1st to January 31st will win €100 towards marketing materials or online campaigns!**

The details:

- Clubs don't have to apply: just register new members
- New members must appear in the Toastmasters Dashboard on February 1
- The District will compare these numbers against December 1 and determine the three clubs that added the highest number of members
- The prize can be used for marketing purposes: materials, fliers, online ads, among others.
- Money must be spent and all receipts submitted until May 31, 2024.

# Next round of awards

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Name	Prize	Criterion
Sprinters Award	3x €50 in merchandising, marketing or equipment	First three clubs to renew 20+ members
Knock-knock Award (First AD)	Certificate	First AD to complete one club visit report, October and March
Knock-knock Award (Full Area)	2x €50 in merchandising or equipment	First AD to complete all club visit reports, October and March
Knock-knock Award Division	2x €50 in merchandising or equipment	First Division with all areas with club visit reports submitted, October and March

# Next round of awards

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Name	Prize	Criterion
The Influencer	€50 in Pathways, merchandising or equipment	One member with the most posts in 2023-2024 in Facebook, LinkedIn, Instagram, TikTok, Discord, Reddit
Club Creator Area	2x €50 in Pathways, merchandising or equipment	Two Area Directors with the most new clubs by the end of the year, no net loss
Club Creator Division	€50 in Pathways, merchandising or equipment	One Division Director with the most new clubs by the end of the year, no net loss
Flash Award	1x €50 in Pathways, merchandising or equipment	One club already one an award: European Geotalk One more club fastest to charter

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# **Marketing & PR Report**

**Public Relations Manager**  
**Hanane Bourehiyi**

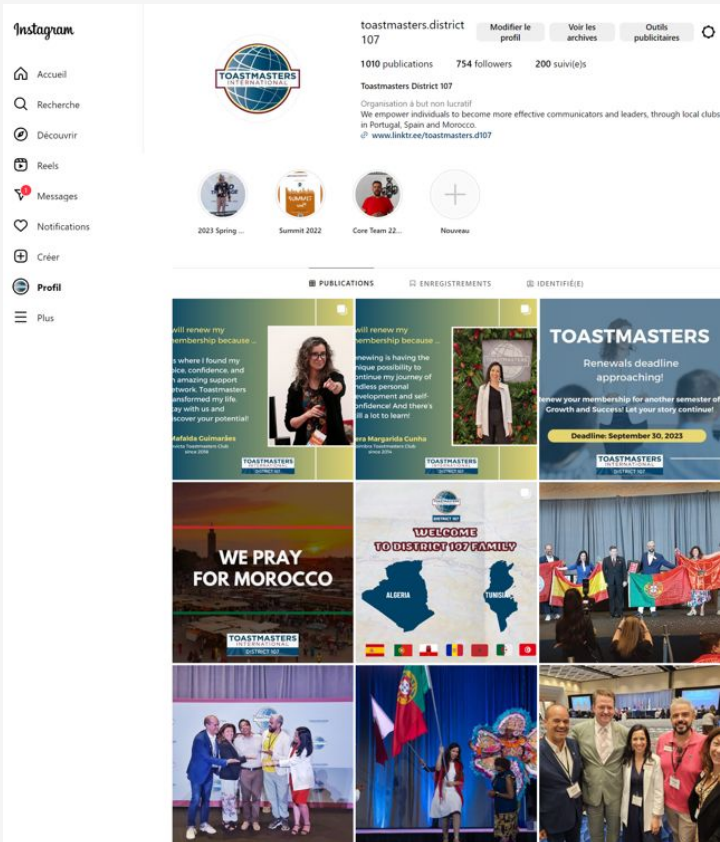


# Our Goal



HAS OUR  
**VOICE**  
BEEN HEARD?

# Social Media Accounts:



# Website:

















**TOASTMASTERS DISTRICT 107 FALL SUMMIT 2023**  
SPAIN | PORTUGAL | MOROCCO | GIBRALTAR | ANDORRA | TUNISIA | ALGERIA

*Communicating from the center*

**MADRID - SPAIN**  
03 - 05 NOVEMBER 2023

TOASTMASTERS INTERNATIONAL DISTRICT 107

[Discover more >](#)

Division A	Division B	Division C
Division A Director - Irantzu Chinchetru	Division B Director - Janine de la Fuente	Division C Director - Mafalda Guimarães
		
Area A1 Director - Elena Errazuriz	Area B1 Director - Teresa Guerrero	Area C1 Director - Beatriz Macedo
		
Area A2 Director - Marisa Rey Martín	Area B2 Director - Berta Cots	Area C2 Director - Inés Marques
		
Area A3 Director - Maria Alesanco	Area B3 Director - Dulce Alvarez Garcia	Area C3 Director - Pedro Moisés
		
<b>WHERE LEADERS ARE MADE</b>		

# WhatsApp Groups:

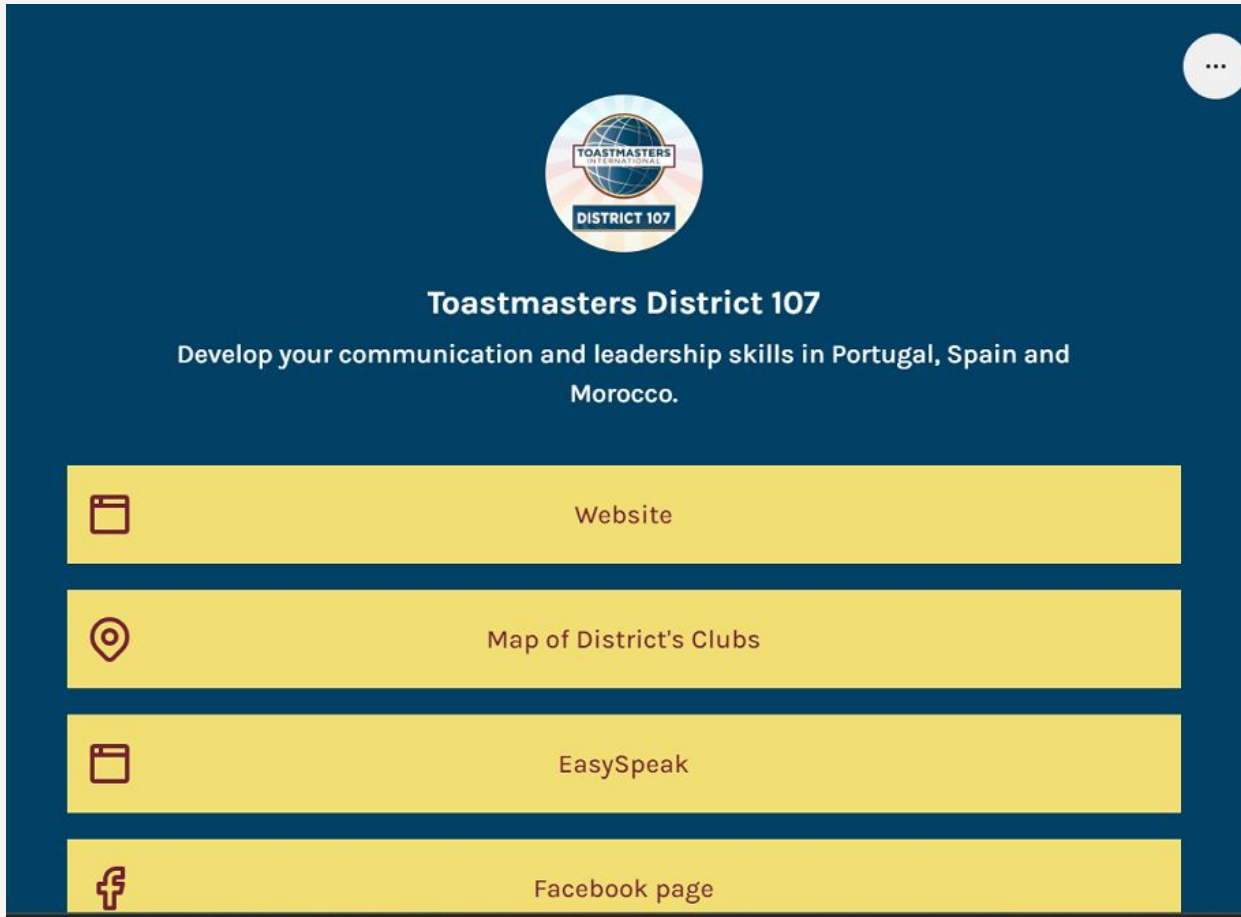
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**REVITALIZE WITH  
MORE INTERACTION!**

# Linktree:


---



**SHARE IT**  
**STAY CONNECTED!**

# Newsletter:

District 107  
**Newsletter**  
JULY 2023 Vol. 21



Core team Strategic meeting

**Fellow Toastmasters**

Empowering Voices...that's probably the most relevant outcome of our journey, step by step, speech by speech, role by role...and that's our motto for 2023-2024!

Toastmasters is a worldwide family and a never-ending learning ecosystem that each of us should explore, daring to lead ourselves and those around us!

Believing that together we rise and thrive! In 2024 we will celebrate the 100th anniversary of Toastmasters and to celebrate it dare yourself to make this year the best year ever in your Toastmasters life... Discover your passion and let your spark inspire the world!

Vera Margarida Cunha, DTM  
District Director

**INSIDE THIS ISSUE**

- MEET THE CORE TEAM
- MEET THE BEC-TEAM
- SMOILEY DISTINGUISHED
- CLUB OFFICERS TRAINING
- DISTRICT 107 CALENDAR 2023-2024

Vol. 21 Newsletter

**DISTRICT 107**  
Monthly Newsletter | Public speaking & Leadership

August Issue. Vol 22

**VOICE OF THE MONTH**  
WITH

SENSEIYALIST OF THE WORLD  
CHAMPION OF PUBLIC SPEAKING **AKHIL GUPTA**



**TUNIS TOASTMASTERS JOURNEY**

**MADRID FALL SUMMIT**

**TOASTMASTERS INTERNATIONAL**  
DISTRICT 107

**DISTRICT 107**  
Monthly Newsletter | Public speaking & Leadership

September Issue. Vol 23



**Voice of the month**  
Wolfgang Harbauer

Sparking Creativity and Laughter      DECM & DOT Memories

Become a Toastmasters Supporter: Sponsor, Mentor or Coach Today!

**TOASTMASTERS INTERNATIONAL**  
DISTRICT 107

**DISTRICT 107**  
Monthly Newsletter | Public speaking & Leadership

OCTOBER ISSUE. VOL 24

**Voice of the Month**  
Soulimane Belhadj



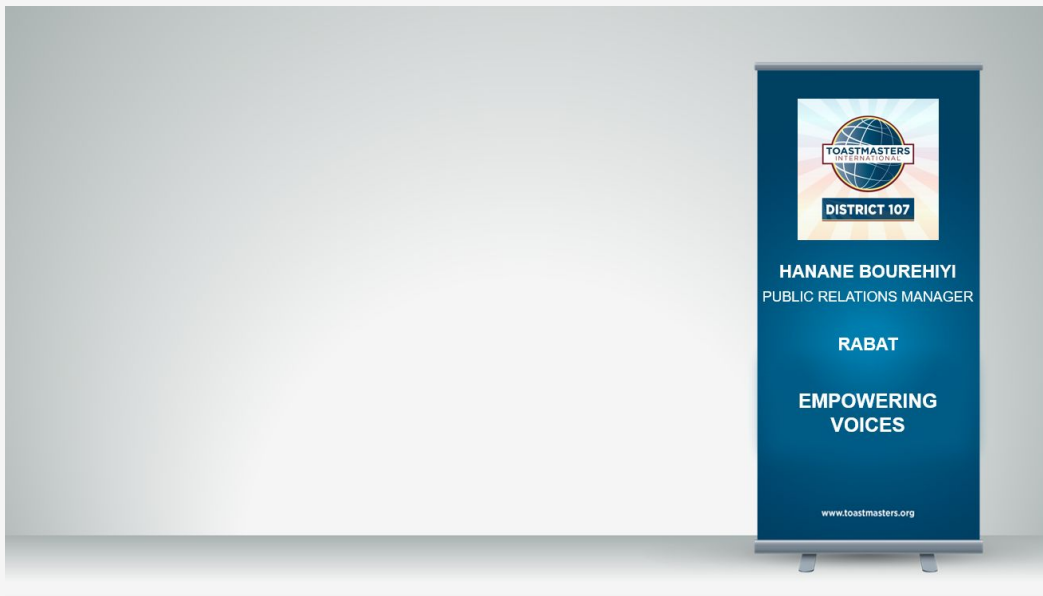
District 107 Online Party

99th Birthday Messages

Change Management

STEP UP AND MAKE YOUR **VOICE HEARD!**

# Digital Presence:



ZOOM BACKGROUND

*If you 'd like, I can create a customized Gmail signature for you!  
Simply send me a picture*

	<p>IMMEDIATE PAST DISTRICT DIRECTOR DISTRICT 107</p>
<p>Pablo García, DTM TOASTMASTERS INTERNATIONAL DISTRICT 107</p>	<p>☎ +34 635.44.66.16 🌐 <a href="http://WWW.tmdistrict107.org">WWW.tmdistrict107.org</a> ✉ <a href="mailto:ipdd@district107.org">ipdd@district107.org</a> 🏆 <a href="#">Smedley Distinguished District 2022-2023</a> EMPOWERING VOICES</p>
	<p>ADMINISTRATION MANAGER DISTRICT 107</p>
<p>Silvia Vilas, DTM TOASTMASTERS INTERNATIONAL DISTRICT 107</p>	<p>☎ +351 914.566.088 🌐 <a href="http://WWW.tmdistrict107.org">WWW.tmdistrict107.org</a> ✉ <a href="mailto:am@district107.org">am@district107.org</a> 🏆 <a href="#">Smedley Distinguished District 2022-2023</a> EMPOWERING VOICES</p>

GMAIL SIGNATURE

# Next Steps:



Explore District Officers roles to inspire members to apply for the upcoming term.

**Starting  
DECEMBER**

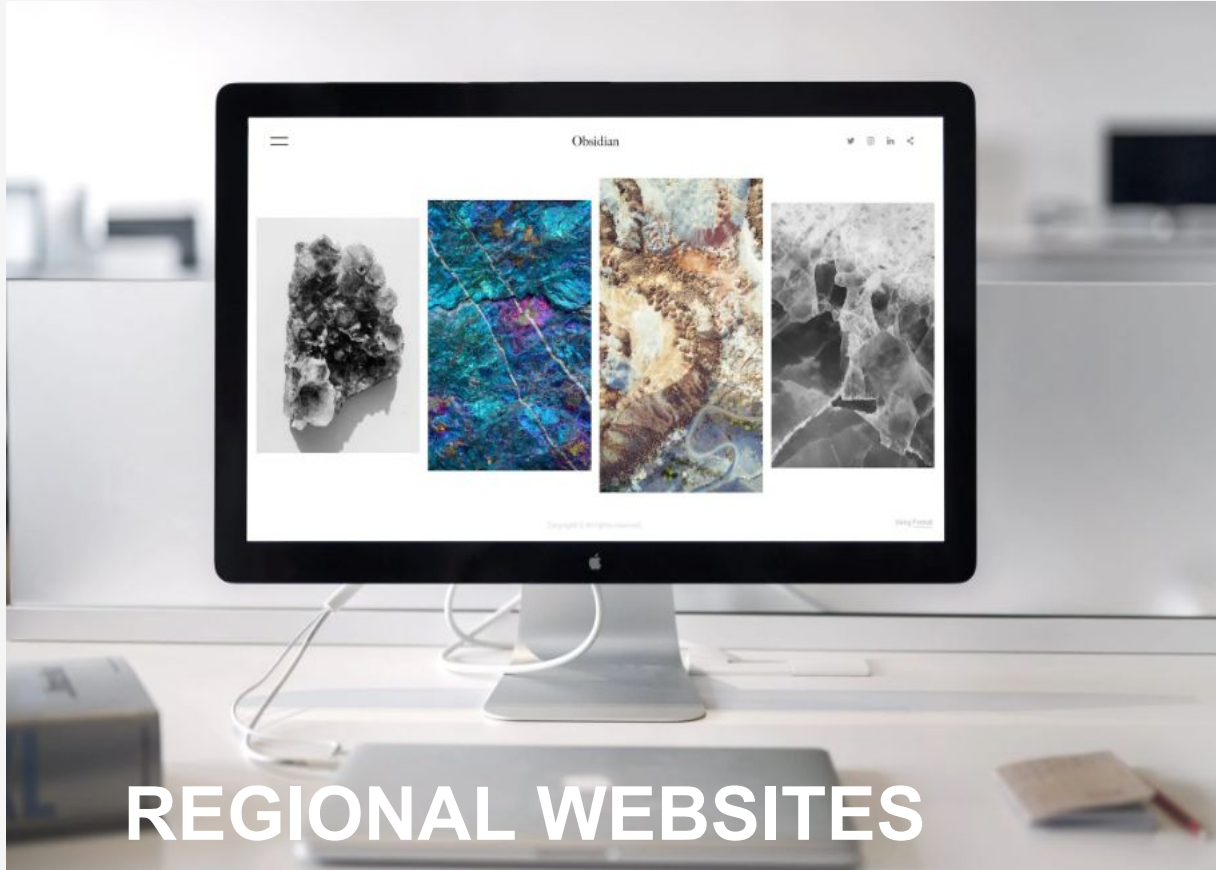


# Next Steps:



Postponed  
**DECEMBER**

# Next Steps:



REGIONAL WEBSITES

**I NEED YOUR HELP!**

---

**THANK YOU FOR  
YOUR  
COLLABORATION &  
RESPONSIVENESS**



**TOASTMASTERS INTERNATIONAL**  
DISTRICT 107

**TOASTMASTERS INTERNATIONAL**  
DISTRICT 107 SPRING CONFERENCE | PORTO  
**18 - 19 MAY | 2024**

**REGISTER NOW**  
**BE ELIGIBLE TO WIN**  
**A FREE TICKET**

**CELEBRATING TOGETHER**

**TOASTMASTERS INTERNATIONAL**  
DISTRICT 107  
DISTRICT 107 SPRING CONFERENCE | PORTO  
**18 - 19 MAY | 2024**  
**GOLDEN TICKET**  
CELEBRATING TOGETHER

**SPREAD THE WORD!**

**TOASTMASTERS**  
INTERNATIONAL

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# Alignment Report

**District Alignment Manager**  
**Sérgio Águia**

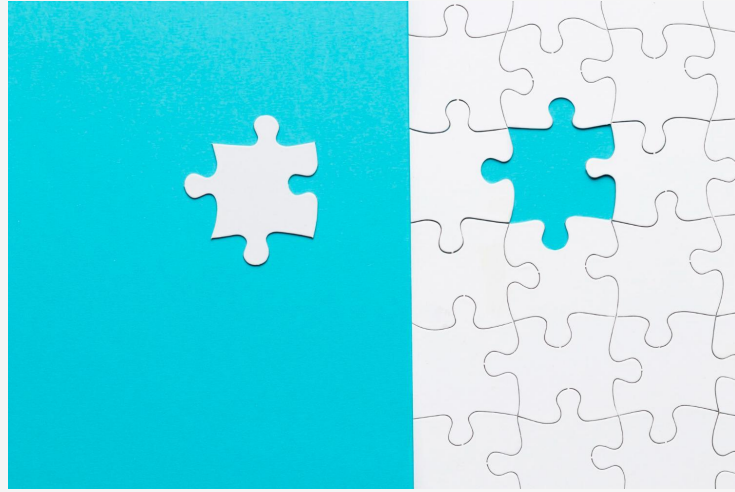
# THE BIG... **PUZZLE**

- ANDORRA
- SPAIN
- PORTUGAL
- GIBRALTAR
- MOROCCO
- ALGERIA
- TUNISIA
- 2 ONLINE CLUBS
  - *Outside District 107*
    - Cape Verde
    - Guiné Bissau

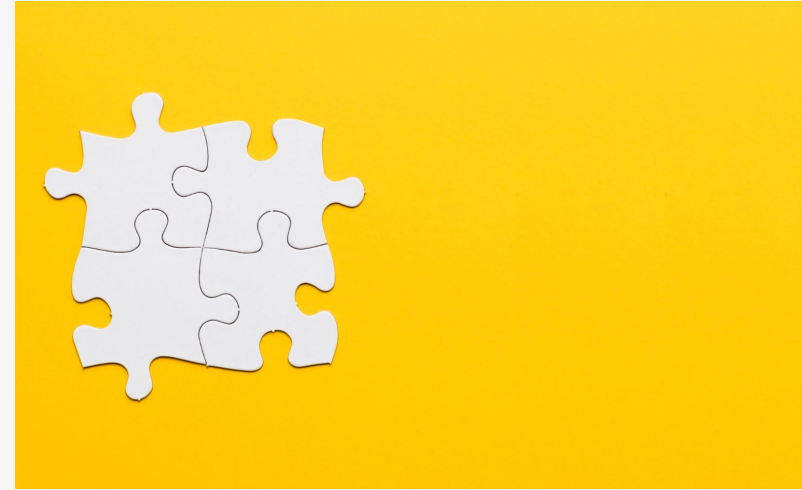


# Fitting the **PIECES OF THE PUZZLE**

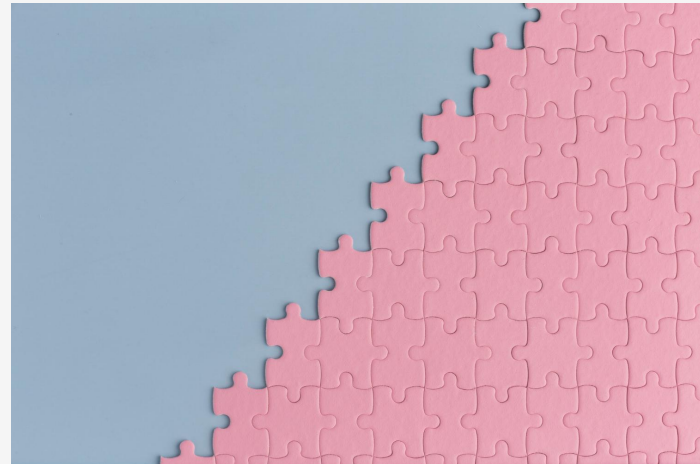
One **PIECE**  
One **CLUB**



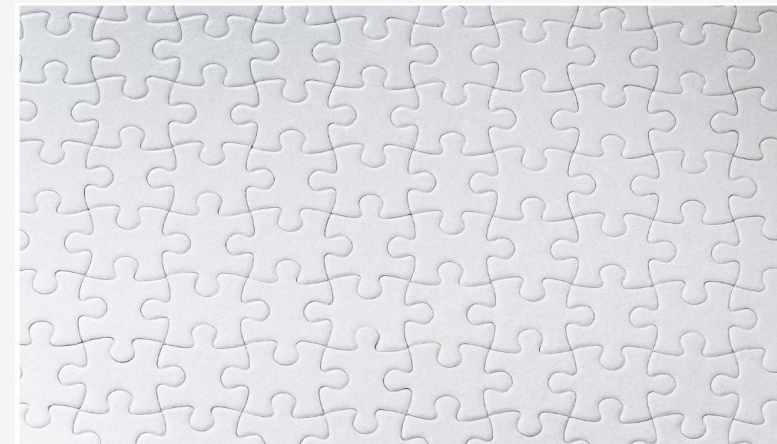
4 to 6 **PIECES**  
One **AREA**



3 or more group  
of **PIECES** (Areas)  
**TOGETHER**



One **DIVISION**



Group of  
**DIVISIONS**

**ONE DISTRICT**

## Fitting the **PIECES OF THE PUZZLE**

A lot of pieces  
**WILL FIT PERFECTLY**  
by the **end of the TI year.**





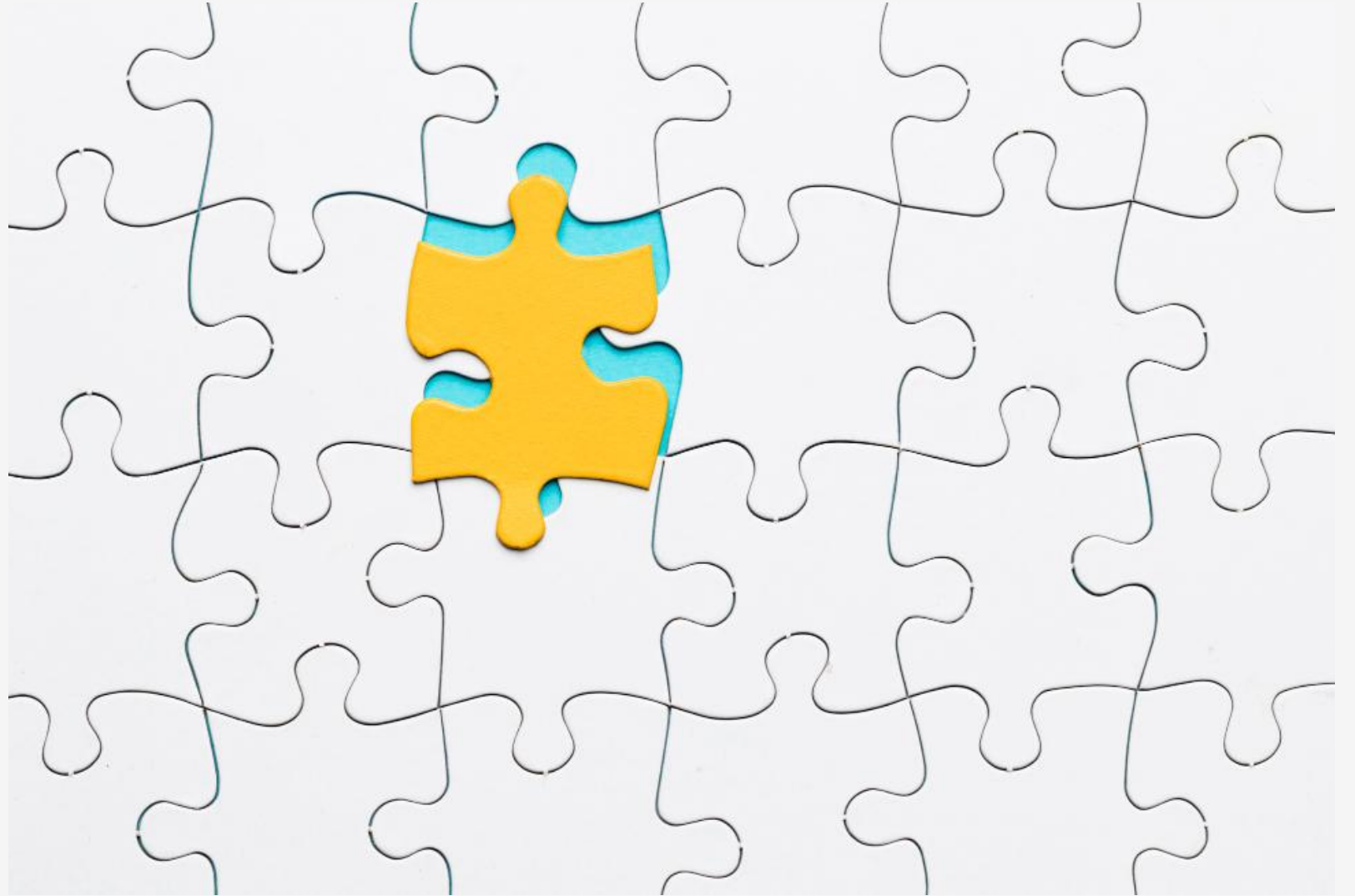
## Fitting the **PIECES OF THE PUZZLE**



Other pieces, will need to  
**FIND THE PERFECT FITTING FOR THEM.**

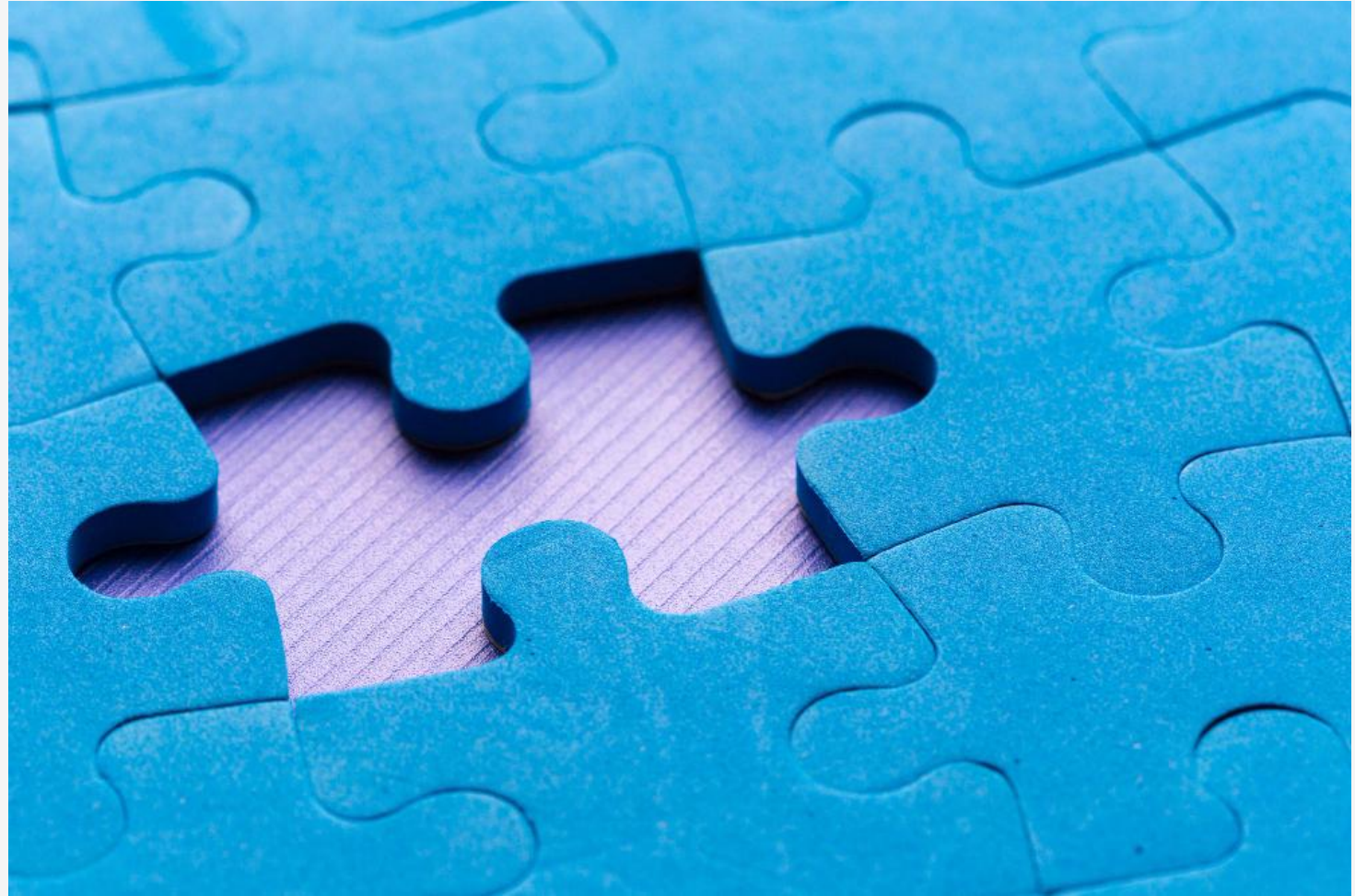
# Fitting the **PIECES OF THE PUZZLE**

**New pieces of the puzzle** are appearing



# Fitting the **PIECES OF THE PUZZLE**

Other pieces...  
**are fading away**

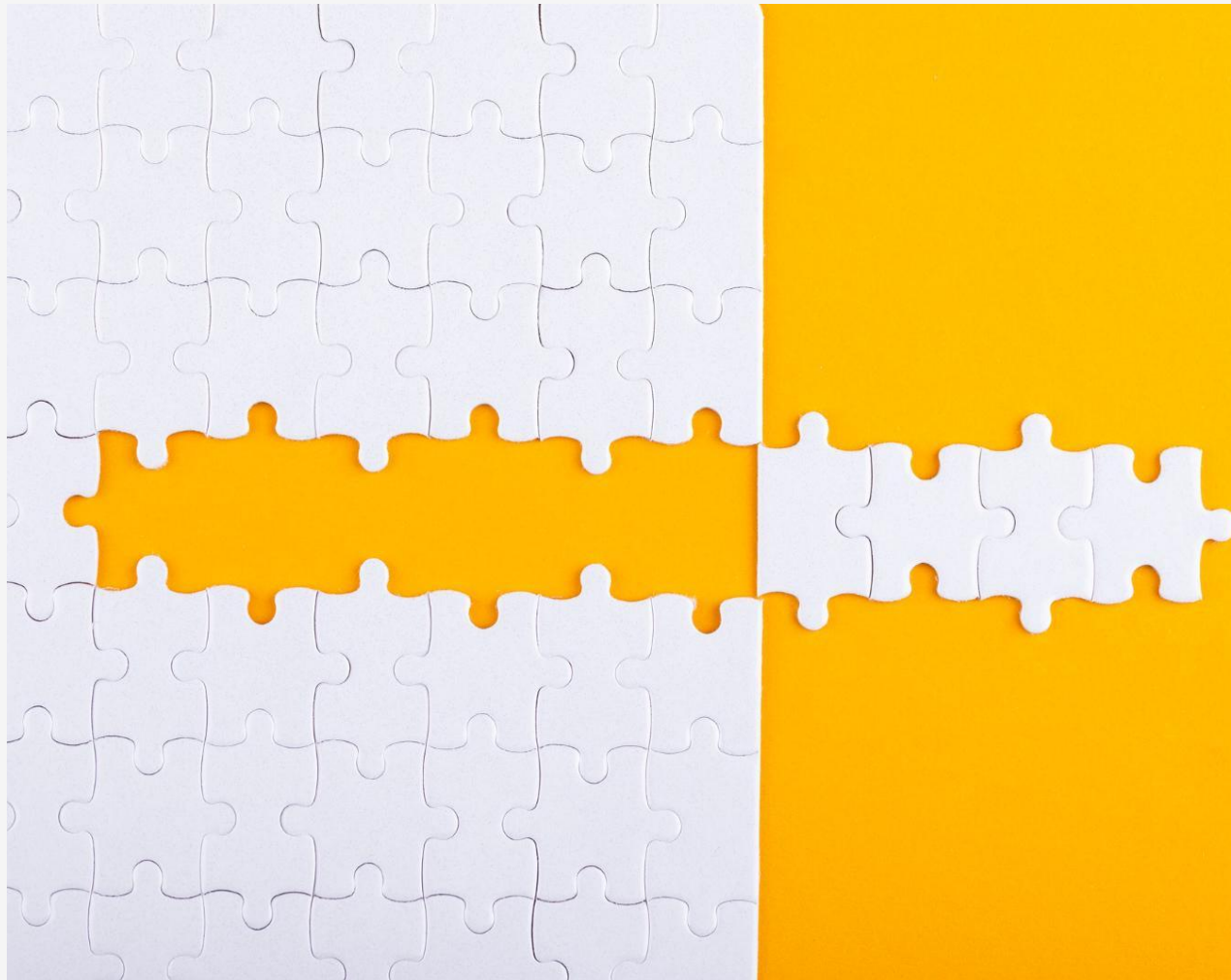


# Fitting the **PIECES OF THE PUZZLE**

Starting 2024,  
**we are going to  
talk about the puzzle**



# Fitting the **PIECES OF THE PUZZLE**



## **Talk with:**

- **Area Directors**
- **Division Directors**
- **IPDD (Pablo Garcia)**
- **Trio**
- **... and more!**

## **To better fit the Puzzle pieces**

In the next Alignment...

Fitting the **PIECES OF THE PUZZLE**



... so we can fit the Puzzle Pieces  
**IN THE PERFECT PLACE**  
and keep creating an amazing **D107 Puzzle!**

WE ARE ALL, **PIECES OF THE PUZZLE**



HAVING THE BEST PUZZLE WILL  
EMPOWER OUR VOICES

**THANK YOU**

**TOASTMASTERS**  
INTERNATIONAL

---

# Finance Report

**District Finance Manager**  
**Gustavo Amaro**



# Motto

---



# Money history

---

## Usual AD/DD



## Reality

- **1st TLI/COT & AD Club Visits**
  - Few areas submitted expenses
- **Marketing/ Education**
  - Some purchases previous made into last year budget
- **Travel/lodging DOT - Lisbon**
  - Very little .... saving to Rabat?

# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
Total	39.041 €		42,12%
5 months:			
Jul-Nov	16.442,4 €	4.801,44 €	29,2%

**Close To The Target?**



**Or not...**

# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
District Store	0 €	87,55 €	%
Education & Training expense	3.375,00 €	-216,63 €	-6,42%
Marketing Outside Toastmasters expense	3.455,00 €	-116,20 €	-3,36%
Club Growth expense	2.635,00 €	150,00 €	5,69%
Public Relations expense	1.465,84 €	346,84 €	23,66%
Recognition expense	3.018,20 €	598,19 €	19,82%

# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
Travel expense	9.760,22 €	1.280,68 €	11,58%
Lodging expense	5.855,66 €	1110,12 €	12,94%
Food and Meals expense	5.352,53 €	607,79 €	11,36%
Speech contest expense	1.680,00 €	54,41 €	3,24%
Administration expense	667,38 €	300,59 €	32,43%
TI Allocation	1.774,56 €	598,10 €	33,70%
<b>Total</b>	<b>39.039,40 €</b>	<b>4.801,44 €</b>	<b>12,07%</b>

# Closer look



# Division Directors

## Money Available \$\$

		Travel DOT	Lodging DOT	Marketing Outside TMs	COTs	Contests	Club Visits
DivD A	Irantzu Chinchetru	150 €	90 €	50,00 €	N/A	60,00 €	N/A
DivD B	Janine de la Fuente	150 €	90 €	50,00 €	N/A	60,00 €	N/A
DivD C	Mafalda Guimarães	129,02 €	29,94 €	50,00 €	N/A	5,59 €	N/A
DivD D	Izidro Sousa	150 €	90 €	50,00 €	N/A	60,00 €	N/A
DivD E	Joanna Wakuluk	150 €	90 €	50,00 €	N/A	60,00 €	N/A
DivD F	Helen Johnson	150 €	90 €	50,00 €	N/A	60,00 €	N/A

# Area Directors

## Money Available \$\$

		Travel DOT	Lodging DOT	Marketing Outside TMs	COTs	Contests	Club Visits
A1	Elena Errazuriz	0 €	28,37 €	100,00 €	150 €	60,00 €	0,00 €
A2	Marisa Rey Martín	1,01 €	0 €	100,00 €	131,62 €	60,00 €	0,00 €
A3	Maria Alesanco	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
A4	Gabriel Balsera	20,03 €	38,72 €	100,00 €	117,93 €	60,00 €	234,46 €
B1	Teresa Guerrero	150 €	90 €	100,00 €	37,5 €	60,00 €	0,00 €
B2	Berta Cots Carrasquer	0 €	0 €	100,00 €	150 €	60,00 €	0,00 €
B3	Dulce Alvarez Garcia	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
C1	Beatriz Macedo	150 €	90 €	100,00 €	77,96 €	60,00 €	0,00 €
C2	Inês Marques	150 €	90 €	100,00 €	77,96 €	60,00 €	0,00 €
C3	Pedro Moisés	150 €	90 €	100,00 €	77,96 €	60,00 €	0,00 €
C4	Rafael Marques	129,02 €	29,94 €	81,95 €	77,96 €	60,00 €	0,00 €



# Area Directors

## Money Available \$\$

		Travel DOT	Lodging DOT	Marketing Outside TMs	COTs	Contests	Club Visits
D1	Rui Domingos	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
D2	Francisco Sampaio	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
D3	Denise Simão	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
E1	Ilyas Elamri	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
E2	Carlos Vilaza	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
E3	Célia Bento/?	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
F1	Stephane Delrez	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
F2	Rafael Torres Garcia	12,05 €	90 €	100,00 €	150 €	60,00 €	0,00 €
F3	Débora Cerro	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
F4	Amine Mohamed BAJJI	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €
F5	Othmane Laraqui	150 €	90 €	100,00 €	150 €	60,00 €	0,00 €

# DECM Rabat – DOT 2023

---

- Majority of ADs and DivDs have **\$money\$** to Rabat



# Over allowancing

- If you need to go over allowances, just send email to Gustavo + (Claudia or Norberto)



# Mid-year Financial break-down

---

All 2023 expenses should be submitted until 15th December!!



# Conclusion

---

District budget is here to build your Toastmasters vision.

Don't cry for \$money\$!

Show us that impossible is possible!



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INTERNATIONAL

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# IT Report

**IT Manager**  
**Fabrício Monteiro**

# Q&A

District Director – Vera Margarida Cunha

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INTERNATIONAL

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# Division Directors Success Plans

Division Directors



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INTERNATIONAL

---

# Division A Success Plan

Director Division A – Irantzu Chinchetru



Marisa

Elena

María

# A-TEAM

Gabi

Irantzu

# Goals

---

## Club Growth

Few clubs almost  
achieve the  
membership goal!

Very good trend in all  
clubs in general



## Quality

More members allow  
to have better quality  
meetings and more  
events

Fun... Christmas  
dinners being  
organized



## Public Relations

Fantastic  
MADRID SUMMIT

CONGRATULATIONS  
Elena & Marisa  
and Team



# Situation Analysis

---



## EDUCATION

Slow motion  
Not all project levels  
reflected in TMI.

We need to continue  
to support VPEs and  
encourage clubs to  
use Pathways



## GROWTH

Clubs keep growing  
and division growing  
as well.

2 new clubs in Madrid



## MARKETING PUBLIC RELATIONS

Many activities  
happening in the Div:  
- Public speaking  
workshops globally!  
- Thanks giving event  
- Halloween event

# Strategy

---

- Continue to providing guidance and training on Pathways. Continue our support to the VPEs.
- Continue collaboration and support within the areas and the divisions. Things are easier with Teamwork.

# Good Ideas that actually worked

- Synergies between Areas. A3 & A4 hosting their first COT together.

# Help/Contributions you may need from others

- Possible support needed to the A Division contest in Vitoria-Gasteiz. Other areas and/or divisions to share their best practices. Thanks Claudia for all your help already!

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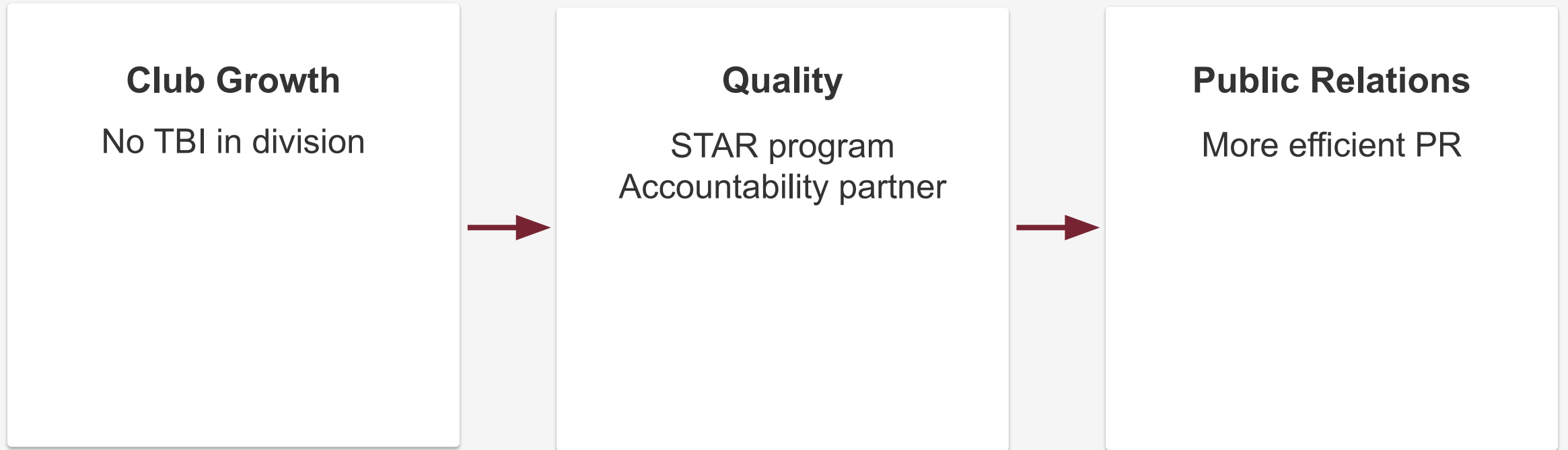
# Division B Success Plan

Director Division B – Janine de la Fuente



# Goals

---



# Situation Analysis

---



## EDUCATION

Many clubs are struggling to find mentors for their new members



## GROWTH

Only 1 TBI club!  
Lost 1 club lead (Qlik)  
1 club at risk (VMWare)



## MARKETING PUBLIC RELATIONS

More structured PR:  
PR leader part of VPPR as well as President group  
List of club Some accounts

# Strategy

---

- Leadership: Engage members to step up for leadership/project roles via “Division recognition pin”
- Education and quality: STAR program
- Pathways support: Guide for HPL/projects in Level 4 and 5 with examples
- New clubs: Get Amazon lead in touch with new Amazon Madrid club

# Good Ideas that actually worked

- Division B photo booth with Division B special frame at Open Mic -> to be used at all Division events
- Open Mic: 70 attendees, out of those 15 guests
-

# Help/Contributions you may need from others

- Ideas on how to get more mentors for new members?

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# Division C Success Plan

Director Division C – Mafalda Guimarães

# Goals

---

## Division President's Distinguished

No net Club loss

7 Distinguished Clubs and Charter 1 Club



## Club Growth

Charter new Clubs to keep the 4 existence areas (at least 4 Clubs)



## Quality and Membership

More members to achieve President Distinguished Clubs and help the clubs to achieve education goals

# Situation Analysis



## EDUCATION 19/84

C1 (Oporto has 4 goals, but the others clubs have 0)

C2 (Cantanhede has 2 education goals, but the others clubs have 0)

C3 (Leiria and Torres Novas have 2 education goals and Porto de Mos has 1 goal)

C4 (Cluta and Douro have 3 Goals and Invicta has 2 Goals)



## MEMBERSHIP 7/28

C1 (all clubs, except Mind Business, have 1 membership goal)

C2 (0 membership goals in all clubs)

C3 (Leiria has 1 membership goal, the other clubs have 0)

C4 (all clubs, except Douro, have 1 membership goal)

TBI Clubs - Figueira, Cantanhede & Porto de Mós



## GROWTH 0/4

4 Prospective Clubs:  
Science TM Club; Fatima Speakers (may end); Vale do Sousa TM Club; Águeda TM Club

Leads - Maia, Deloitte, Santa Maria da Feira, BNP Paribas, Adidas and Sonae



# Strategy

---

- Moments of Truth;
- Division Director visit to every club;
- Toastmasters-Rotary Collaboration;
- Demo Meetings;
- Webinars to all clubs with important thematics (how to retain members, how to attract members, how to organize a competition, how to have hybrid meetings...);
- We're going to send out a form to club officers and members about training needs and how they feel about their relationship with the division.

# Good Ideas that actually worked

- Visitor challenge
- Accountability Partner
- Use Division C Social Media to Pass District Information and relevant Toastmaster Stuff

# Help/Contributions you may need from others

- More Financial Support from District;

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INTERNATIONAL

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# Division D Success Plan

Director Division D – Izidro Sousa

# Situation Analysis

---

## What have we already achieved since July?

- At least 4 officers of all clubs have attended the first COT/TLI
- 50% of clubs have reached at least 50% (3 or more) of the goals to become Distinguished
  - *3 virtual Distinguished with 5 or more goals met.*
- Potential lead – **McKinsey** | Demonstration session held | **50 employees willing to join**

# Situation Analysis

---

## What has changed since September?

- Albufeira Toastmasters Clubs has not renewed
- Net loss of 29 members
  - *Although there are clubs growing.*
  - *One club alone lost **13 members**: from 36 to 23 – still a strong club*
  - *And **9 members** from Albufeira Toastmasters Club*
- Written commitment from RioSado to become Distinguished including adding 4 more members.

# Goals

---

What are our updated goals?

- **President's Distinguished Division**
  - *No net club loss*
  - *7 Distinguished clubs*
- Create 2 new clubs: **McKinsey** and **Évora**
  - *Eventually, an **English-speaking club in Albufeira***

# Goals

---

**Where will we be in February?**

- 6 Distinguished clubs
  
- Create 4 leads



# Strategy

---

**Next 4 (5) strategic actions, making us closer to reach our goals**

- **Special joint session** for 3 clubs – **Talk better than TED** | in December
- Create the DDLGP - **D**ivision **D** **L**ead **G**eneration **P**rocedure | by the end of January
- **DCP Tour** by the end of January
- At least **2 dynamic open sessions** | by the end of March
- **Deepen social media engagement** through healthy **competition among VPPR's** | rules defined by the end of December

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INTERNATIONAL

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# Division E Success Plan

Director Division E – Joanna Wakuluk

# Division E Team

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**Joanna Wakuluk**  
Division E Director



**Ilyas Elamri**  
Area E1 Director



**Carlos Vilaza**  
Area E2 Director



**José Linhares**  
Area E3 Director

# Achievements

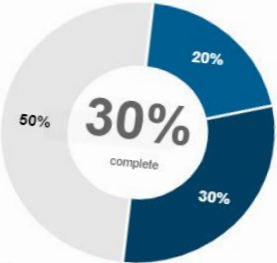


Participation in DOT



Amazing COT - July 2023

## Current Round Summary



● Report Incomplete ● Complete ● Not Started

Suspended clubs are not reflected in graph

Visiting majority of the clubs  
Work in progress....

# New initiatives

divisione\_tm\_107

7 Posty 53 Obserwuj... 15 Obserwuje

Division E Toastmasters D.107  
Division D

Pulpit profesjonalny  
W ciągu ostatnich 30 dni udało Ci się dotrzeć do 24 kont.

Edytuj profil Udostępnij profil

DOT Lisboa COT Setubal Nowe

CLUB IN THE SPOTLIGHT!  
Oeiras Toastmasters Club

TOASTMASTERS  
Communicating from the center  
MADRID - SPAIN

Division Instagram



Every month different club



Rotary & Toastmasters Alliance

**TOASTMASTERS CLUBS**  
*in Lisbon*

Day	Time	Club Name	Location	Language	Format
MONDAY	19.30 (1&3 week)	Advanced Runners		PT	Online
	19.45 (weekly)	International Speakers	Selina Secret Garden (Santos)	ENG	Hybrid
	20.00 (weekly)	Young Entrepreneurs	Centro Sagrada Familia (Alges)	PT	Hybrid
TUESDAY	18.45 (1,3 & 5 week)	Oeiras Toastmasters	Tagus Park (Oeiras)	PT	In person
WEDNESDAY	12.30 (1 & 3 week)	Cisco Portugal	Lagoas Park (Porto Salvo)	ENG	Corporate
	19.45 (weekly)	Business Speakers	Fintech House (Picoas)	PT	Hybrid
	19.45 (weekly)	Tagus Park	Tagus Park (Oeiras)	PT	Hybrid
THURSDAY	13.00 (1&3 week)	Banco Montepio TM Club	Banco Montepio (Marques de Pombal)	PT	Corporate
FRIDAY	19.00 (weekly)	Leadership TM Club	ISEG (Santos)	PT	Hybrid

List of meetings in Lisbon


# Action plan

---


 **November** - Finish Club Visits

 **December** - Start preparation to TLI & finding new leaders

 **January**- TLI - Toastmasters Leadership Institute (tbc if can be Feb)

 **February** - DOT (2-4 Feb) & Club Contests

 **March** - (16 or 23 Mar) - Area contest - all Areas together

 **April** - (20 Apr) Division contest

 **May** - Spring Conference, elections, and end of Clubs Visit

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# Division F

Director Division F – Helen Johnson

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# Current District Business



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---

# **District Leadership Committee (DLC)**

**Immediate Past District Director**  
**Pablo García Estévez**

# Roles for next term 2024-2025

## Appointed Positions

- Finance Manager
- Administration Manager
- Area Directors

## Elected Positions

- District Director
- Program Quality Director
- Club Growth Director
- Public Relations Manager
- Division Directors



# DLC Timeline



# DLC Team

Division A - Angela Fuentes



Division B - Scarlet Vazquez



Division C - Vanessa Baeta



Division D - Celia Edwards



Division E - Pedro Costa

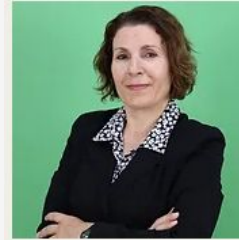


Division F - Marisa Aguilar



## Back up Team

Najwa Sara Merchaoui



Diogo Beja



Steve Miller



Pablo Garcia - DLC Chair



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INTERNATIONAL

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## **Madrid Outcomes**

**Program Quality Director**  
**Claudia Villarreal**



# TOASTMASTERS DISTRICT 107 FALL SUMMIT 2023

SPAIN | PORTUGAL | MOROCCO |  
GIBRALTAR | ANDORRA | TUNISIA | ALGERIA



*Communicating  
from the center*

**MADRID - SPAIN**  
**03 - 05 NOVEMBER 2023**

TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107





# TOASTMASTERS LEADERSHIP INSTITUTE

## 2<sup>nd</sup> ROUND CLUB OFFICER TRAINING



2 keynote speakers  
27 workshops  
140 participants

All in all it was a  
**HUGE** success!











# Don't underestimate the power of **RECOGNITION!**



A **HUGE** thank you  
to the organizing team for their dedication and commitment!!



**TOASTMASTERS**  
INTERNATIONAL

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**Spring Conference 2024**

**Program Quality Director  
Claudia Villarreal**



**TOASTMASTERS**  
INTERNATIONAL  
DISTRICT 107



**SAVE THE DATE**  
**18 -19 MAY**

Pre-register now before 30 November and enter the draw to win a Golden Ticket!

**REGISTER HERE**



**TOASTMASTERS  
INTERNATIONAL**  
DISTRICT 107

**TOASTMASTERS INTERNATIONAL  
DISTRICT 107 SPRING CONFERENCE | PORTO**  
**18 - 19 MAY | 2024**

**REGISTER NOW  
BE ELIGIBLE TO WIN  
A FREE TICKET  
THE GOLDEN TICKET**

**CELEBRATING  
TOGETHER**

# Conference Timeline

Friday

17

- Check in and Registration
- **Toastmasters 100 years 1st Celebration moment**
- *And more...*

Saturday

18

- Check in and Registration
- Workshops
- **District Council Meeting**
- Recognitions
- Keynote Speaker
- **Toastmasters 100 years 2nd Celebration moment**
- **Speech Contests**
- *And more...*

Sunday

19

- Workshops
- **Toastmasters 100 years 3rd Celebration moment**
- Coffee break
- District Officer Training
- *And more...*

Optional

- Cultural Visits
- Dinner
- *And more...*

- Gala Dinner
- *And more...*

- Cultural Visits
- *And more...*

TOASTMASTERS  
INTERNATIONAL

Since  
1924



# THE AMAZING TEAM



**Sérgio Águia**



**Mafalda Guimarães**



**Sílvia Vilas**



**Rafael Marques**



**Luis Marrana**



**Norberto Amaral**



**Sofia Marques**



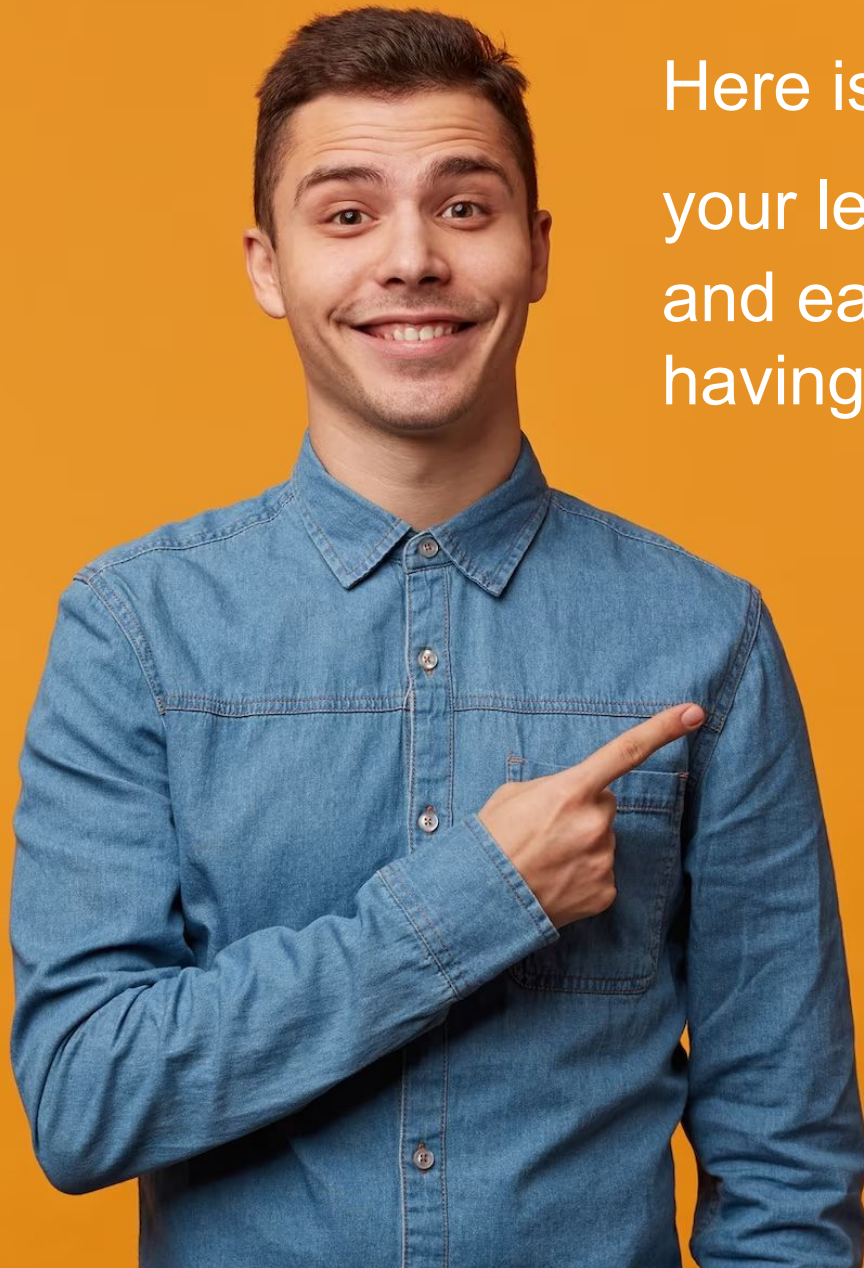
**Catarina Cardão**

**TOASTMASTERS**  
INTERNATIONAL

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**Call for Proposals**  
**2024/2025 District Events**

**Program Quality Director**  
**Claudia Villarreal**



Here is your chance to unleash your leadership **potential** and earn Pathways credit while having fun!!

Ready to host a District event?

- **November 2024 fall summit**
- **May 2025 District spring conference**

Send your proposal by **15 December 2023** to [pqd@district107.org](mailto:pqd@district107.org)

# Candidate Checklist to organize a fall Summit or spring Conference

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- City.** The name of the host city where the event will take place.
- Venue.** The proposed venue or expected venue?
- Date.** The proposed date?
- Team.** Do you have an organization team with assigned responsibilities? If so, please share their name and what they will be held accountable for.

## Cost of packages

- Early Bird
  - Regular
  - Full Package
  - Small Package
  - Gala Dinner
- 
- Budget.** List of expected expenses.
  - Video.** Prepare a 1 to 2 minute video and PowerPoint presentation by 15 December, and send to [pqd@district107.org](mailto:pqd@district107.org)

**TOASTMASTERS**  
INTERNATIONAL

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**Other Business**

**District Director**  
**Vera Margarida Cunha**

**TOASTMASTERS**  
INTERNATIONAL

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# Adjournment

District Director  
Vera Margarida Cunha