



# **District Executive Committee Meeting**

**Hybrid - 3 February 2024**

# Call to Order / Welcome address

District Director – Vera Margarida Cunha



# **District Mission**

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



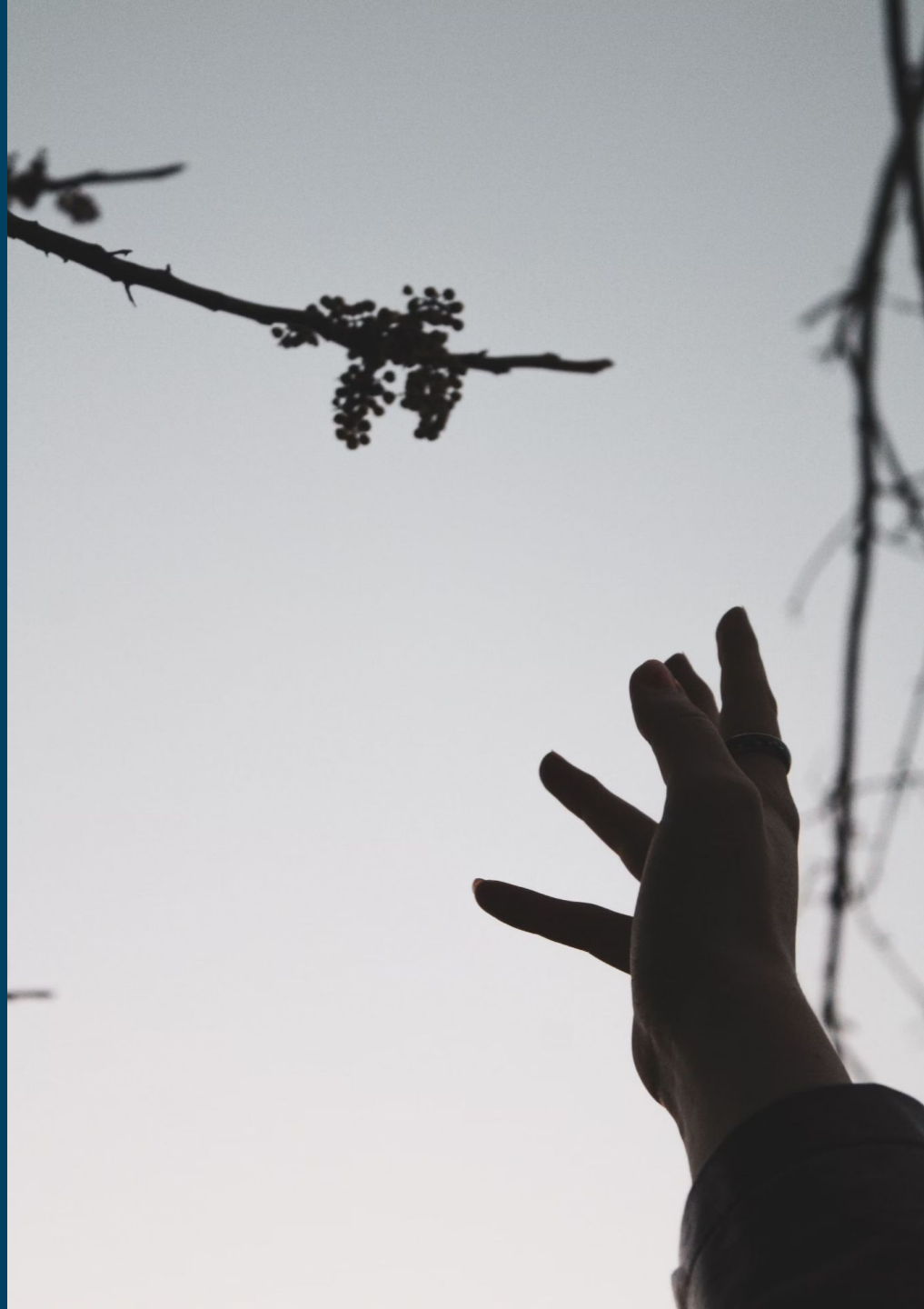














We **build** new clubs  
and **support** all clubs  
in **achieving excellence.**



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

**Parliamentarian  
Ana Santos Carvalho**



Follow  
the  
Rules

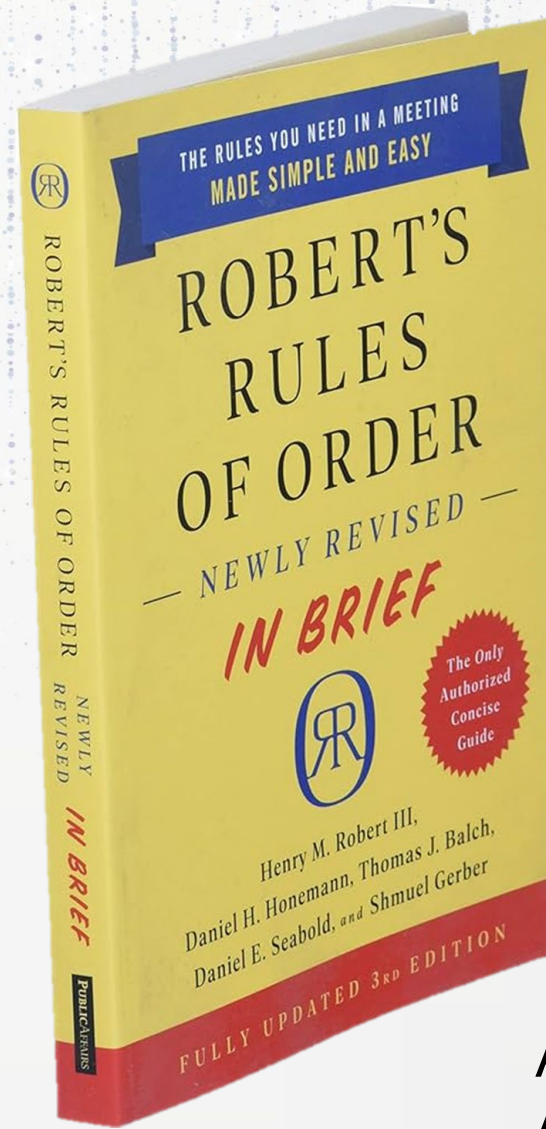
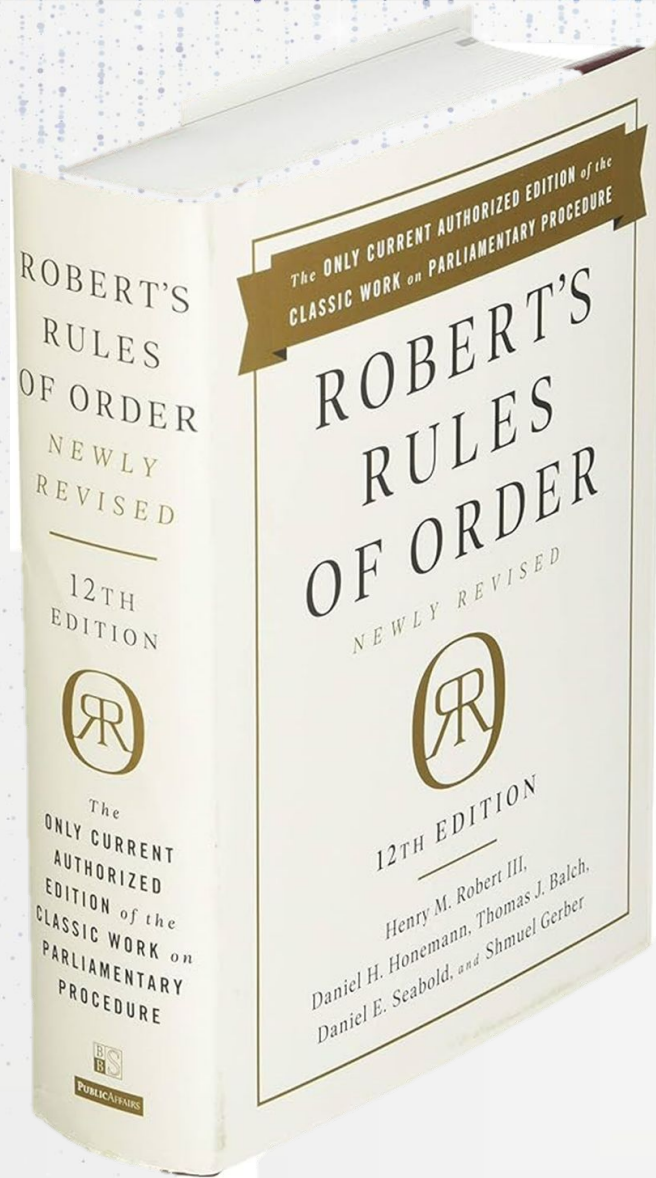




Follow  
the  
Rules



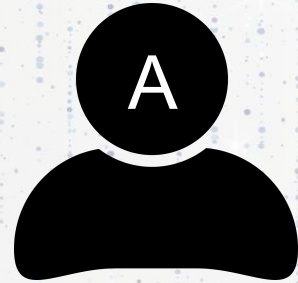




Allow to make decisions!  
At DECM & DCM

# The motion

I move that..



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

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

Second



“Second”

To a motion be considered and discussed by the group, another member need to second it! He/She can be in favor or against...the second means that at least two members want the proposal considered.

Before  
debate...



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

It needs to be clear before the discussion.

# The debate

---

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.

# The approval



- Unanimous consent
  - Vote
- Standing vote
  - Show the hands
  - Counted vote
  - Ballot vote



# The approval | Unanimous consent

To simplify  
the process

“Is there any objection to *Today all of us should get tagine?*”



“Silence”



“Without objections, the motion is approved”

To save time, we sometimes avoid all the process using the **unanimous consent**.

# The approval | Vote



“Those in favor of the motion say *Aye*”

“Those opposed, say No”

“Aye”



“No”

“The ayes have it, and the motion is adopted” or

“The noes have it and the motion is lost.”

(The next item of the business is...)

# 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

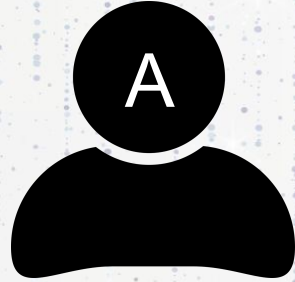
Everybody

Vote

# The amendment

To clarify a motion  
Same process  
“Shortcut”

I move to  
amend...



“I moved to **amend** that strike out the word tagine and insert the word couscous.”

Second



“Second”

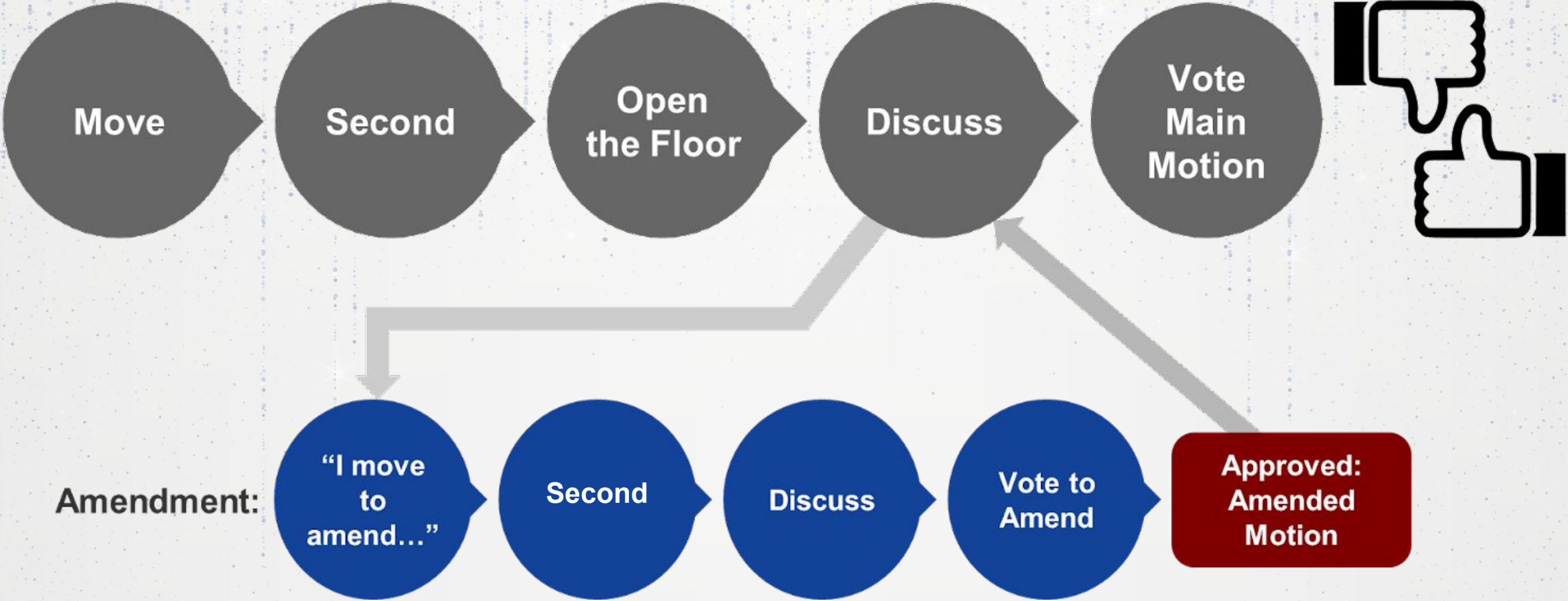
Before  
debate...



“It is moved and second to strike...and If the amendment is adopted the main motion will read “Today all of us should get couscous”

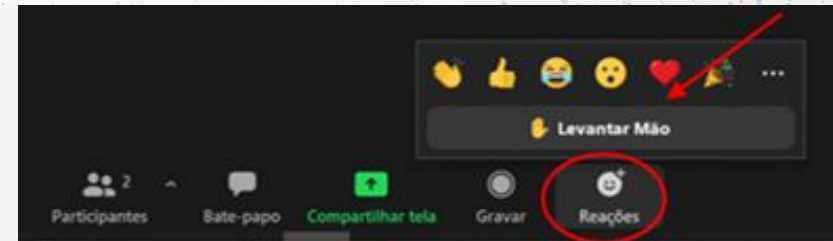


# Amend the main motion

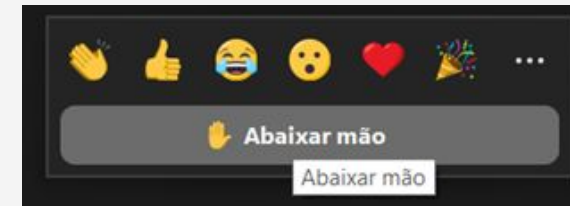


# Addressing the Chair

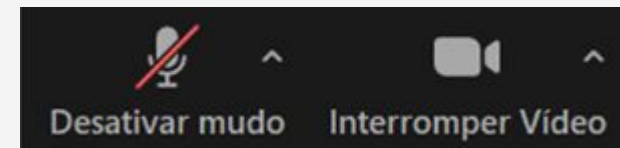
**Raise your hand**



**Lower it after given the floor**

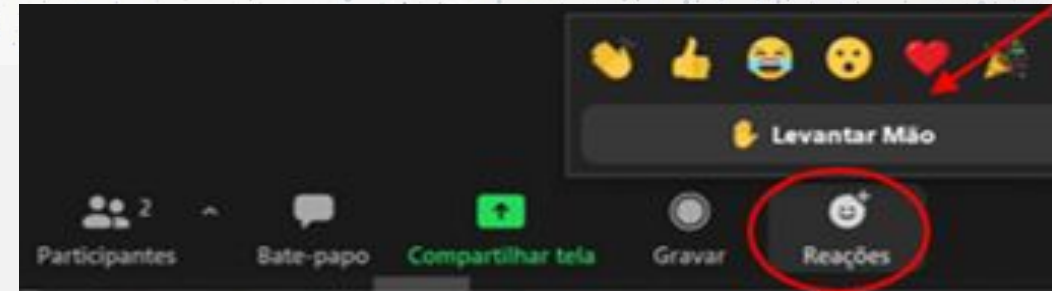


**Mute audio in the end**

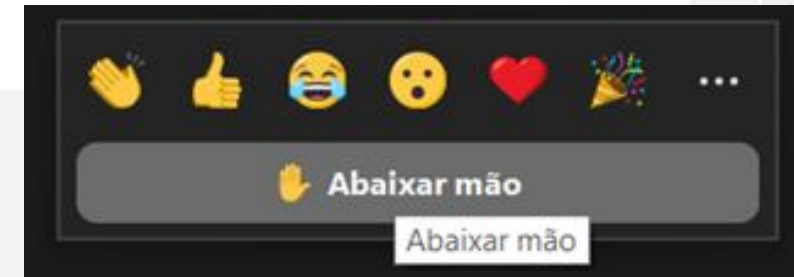


# Speaking during the debate

**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: 32!!!**

**WE HAVE QUORUM**



# Adoption of Agenda

District Director - Vera Margarida Cunha

I move to approve the agenda as presented.

# Online DECM MoM approval (November)

District Director - Vera Margarida Cunha

I move to approve the DECM MoM as sent.



# **District Executive Committee Meeting**

## **District Success Plan**



# **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

**EMPOWERING VOICES** (for the next term too 🧐)

# DLC Timeline



**EMPOWERING VOICES** (for the next term too 🧐)



# 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



**EMPOWERING VOICES** (for the next term too 🧐)

# Some numbers (as of Jan 30)

- 38 positions  
33 candidates for now
- 27 interviews scheduled  
8 done already

**EMPOWERING VOICES** (for the next term too 🧐)

# Some numbers (as of Jan 30)

- 38 positions  
33 candidates for now
- 27 interviews scheduled  
8 done already
- **Missing** ADs
  - **75%** in DivA (3/4)
  - 33% in DivB (1/3)
  - 25% in DivC (1/4)
  - **none in DivD**
  - **66%** in DivE (2/3)
  - **80%** in DivF (4/5)

**EMPOWERING VOICES** (for the next term too 🧐)



# **District Success Plan Status Report**

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

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

**DON'T STAY WHERE YOU  
ARE...**

**MOVE. CHANGE. TRY.**

CEO

***Towards Smedley Distinguished***

**Are we  
there yet?**



**We are not there...  
yet!**

**SHE BRINGS HOME HER PAY  
FOR LOVE, FOR LOVE**

**TOASTMASTERS**  
INTERNATIONAL

DISTRICT 107

**SHE BRINGS HOME HER PAY  
FOR LOVE, FOR LOVE**

**TOASTMASTERS**  
INTERNATIONAL

DISTRICT 107

**WE ARE  
MOVING!**

**CEO**

**CREATIVE EXPERT IN OPERATIONS**

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

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

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



# DISTRICT LEADERS

**D**IRECTION

**D**ECISIONS

**DIRECTION**

**TOWARDS SMEDLEY**

**DISTINGUISHED**

# **D**ECISIONS TO FULFILL OUR MISSION

**”The main thing is to  
keep the main thing the  
main thing...”**

**44%**

## District 107 Performance

-6.74% Growth



### Paid Clubs

Base	To Date
<b>89</b>	<b>83</b>

### Goals

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

-44.85% Growth



### Payments

Base	To Date
<b>3,768</b>	<b>2,078</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>

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>

**51%**



# District 107 Performance

-44.85% Growth



## Payments

Base	To Date
<b>3,768</b>	<b>2,078</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>

# 51% MEMBERSHIP

88%

-6.74% Growth



### Paid Clubs

Base

**89**

To Date

**83**

### Goals

Distinguished

**89**

Select Distinguished

**90**

President's Distinguished

**92**

Smedley Distinguished

**94**

**88%**

**PAID CLUBS**

**WE HAVE TO LOOK  
CAREFULLY TO THE  
NUMBERS.**

**LEADERSHIP IS ABOUT**

**CREATIVITY**

**LEADERSHIP IS ABOUT  
DIFFERENT PERSPECTIVES**

**LEADERSHIP IS ABOUT  
CRITICAL THINKING**

**LEADERSHIP IS ABOUT...**



... BEING ACCOUNTABLE

... BEING THE OWNER OF  
YOUR (OWN) RESULTS!

100%







**SHE BRINGS HOME HER PAY  
FOR LOVE, FOR LOVE**



# **Program Quality Report**

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



“The main thing is to  
keep the main thing the  
main thing.”

STEPHEN COVEY



# QUALITY

**IT IS  
EVERYONE'S  
RESPONSIBILITY**



CREATIVE safety supply | creativesafety.com | 866-777-1360 # WS30203-24

Always remember this example that...

*“If your family has to be happy then you can’t assign a person in your family **a role and responsibility of happiness** and blame that person if something goes wrong”.*

If you want your family to be happy forever then it has to happen with everyone participating in it!

*W.Edwards Deming - The father of Quality*

**TOASTMASTERS**  
INTERNATIONAL





# 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

Division	Area	Club Name	Club Status	Mem. Base	Active Members	Goals Met
A	4	Asturias Toastmasters Club	Active	25	29	7
B	1	Mallorca Wordsmiths Toastmasters Club	Active	47	38	6
B	2	Barcelona Toastmasters Club	Active	37	39	5
B	2	Sagrada Familia Toastmasters Club	Active	19	21	6
B	2	Diagonal Mar Toastmasters	Active	17	24	5
B	3	BCN Pride Toastmasters	Active	47	33	5
B	3	Success Toastmasters Club	Active	10	17	6
B	3	Agora Almeda Barcelona	Active	18	20	6
C	1	Oporto Toastmasters Club	Active	37	39	8
C	4	Clube Toastmasters De Aveiro (CLUTA)	Active	26	30	6
C	4	Invicta Toastmasters Club	Active	30	33	7
C	4	Douro Toastmasters Club	Active	20	22	7

# 12

Distinguished Clubs and higher and counting...

Division	Area	Club Name	Club Status	Mem. Base	Active Members	Goals Met
D	1	Lisbon Toastmasters Club	Active	36	32	6
D	1	Lisbon MBA Toastmasters	Active	18	24	6
D	1	Axians Toastmasters	Active	9	9	7
D	1	PM Portugal Toastmasters	Active	36	34	7
D	2	Almada Communication Leaders	Active	25	23	5
D	2	Setubal Toastmasters Club	Active	13	23	9
E	1	International Speakers	Active	24	25	7
F	2	Toastmasters Malaga	Active	33	39	9
F	3	Valencia Toastmasters	Active	28	29	5
F	4	Rabat Toastmasters Club	Active	24	32	9
F	5	Agadir Toastmasters Club	Active	14	20	5

# 11

Distinguished Clubs and higher and counting...



Area	Club	Name	Goals	Paid members	Members needed
A1	<a href="#">1509273</a>	Nova Madrid Toastmasters	<u>4</u>	32	Met requirement
A1	<a href="#">5589363</a>	Madrid Advanced Speakers	<u>4</u>	16	Met requirement
A1	<a href="#">9605</a>	Madrid Toastmasters Club	<u>4</u>	37	Met requirement
A4	<a href="#">4482219</a>	Sardinero	<u>4</u>	13	7
B1	<a href="#">3643763</a>	Sant Cugat Toastmasters Barcelona	<u>4</u>	27	Met requirement
B2	<a href="#">4421853</a>	SOM-HI Toastmasters Club	<u>4</u>	20	Met requirement
B2	<a href="#">8388607</a>	Maresme Toastmasters Club	<u>4</u>	26	Met requirement
C3	<a href="#">2154508</a>	Leiria Toastmasters Club	<u>6</u>	19	1
C3	<a href="#">5149500</a>	Torres Novas Toastmasters Club	<u>5</u>	16	4
D1	<a href="#">5025175</a>	Axians Toastmasters	<u>7</u>	9	3
D3	<a href="#">3651492</a>	Portimao Toastmasters Club	<u>5</u>	17	3
D3	<a href="#">2309332</a>	Algarve Toastmasters Club	<u>6</u>	15	5
F2	<a href="#">2339970</a>	Toastmasters Sevilla	<u>4</u>	31	Met requirement
F3	<a href="#">1106182</a>	Alicante Speakers Club	<u>4</u>	19	Met requirement
F5	<a href="#">7864253</a>	Tunis Toastmasters	<u>6</u>	17	3

# 15

Close to  
becoming  
Distinguished!

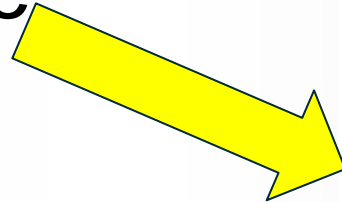
23 distinguished

+ 15 almost distinguished

---

38

We need 49 to become  
Smedley Distinguished



### Distinguished Clubs

Base

To Date

**89**

**0**

### Goals

Distinguished

**36**

Select Distinguished

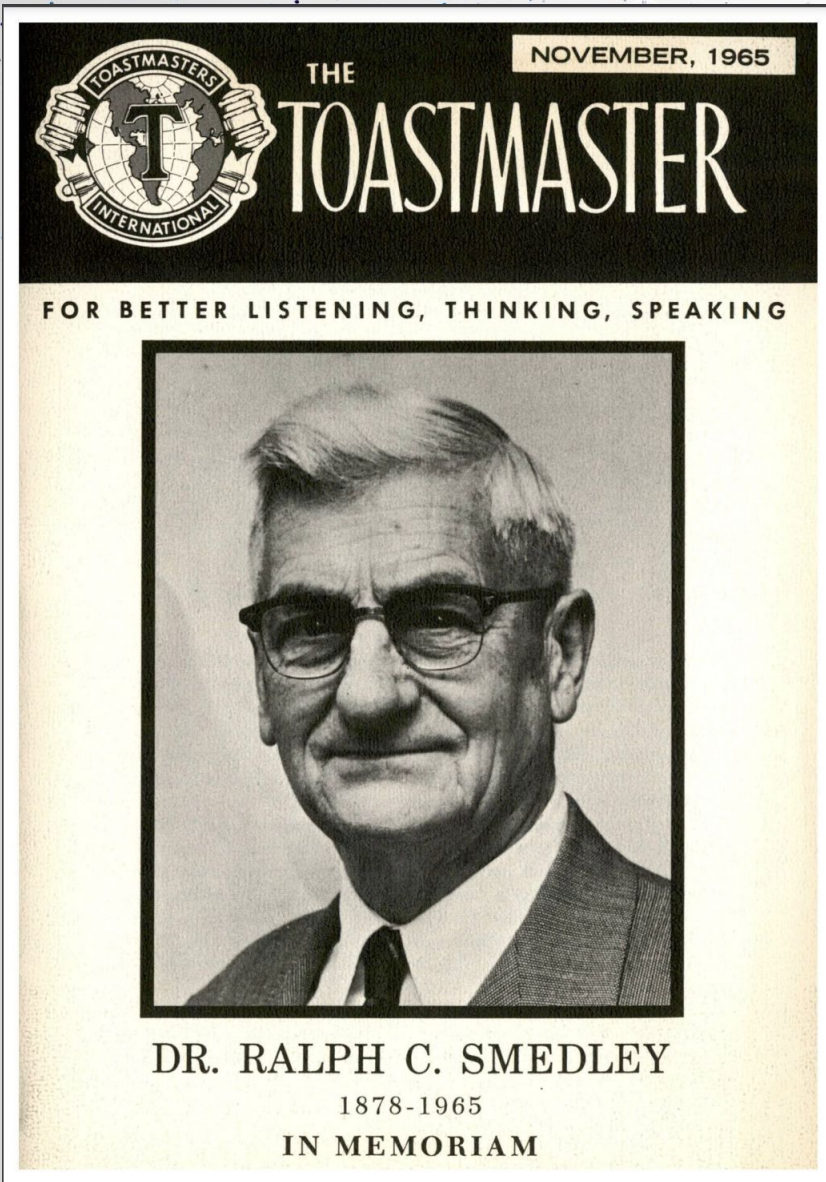
**41**

President's Distinguished

**45**

Smedley Distinguished

**49**



We owe it to Dr. Ralph Smedley to be a **Smedley Distinguished District** once again!





# The new Learning Management System (LMS) will launch **6 paths**:



## Dynamic Leadership

*Build strategic leadership and conflict resolution skills*



## Presentation Mastery

*Build public speaking skills*



## Engaging Humor

*Build public speaking and speech writing skills*



## Visionary Communication

*Build innovative communication and leadership skills*



## Motivational Strategies

*Build motivational leadership and communication skills*



## Persuasive Influence

*Build skills to lead in complex situations*

# 6 languages

- ❑ Arabic
- ❑ English
- ❑ French
- ❑ German
- ❑ Spanish
- ❑ Simplified Chinese



# New Base Camp User Experience

## User friendly and efficient

- ❑ **EASIER** navigation while launching your path, and working through projects.
- ❑ **FRIENDLIER** - Mobile device friendly - mobile phone access, with a mobile app to follow in the future.
- ❑ **AUTOMATED** - When your completed path is approved, it will automatically be submitted for recognition in Club Central.

## Inclusive and newsworthy

- ❑ **ACCESSIBLE** to members who are Visually Impaired.
- ❑ **SHARABLE** - share your accomplishments across social media platforms, including LinkedIn.
- ❑ **FREQUENT UPDATES** - the World Headquarters team will be able to provide you with updates to content more frequently.

TOASTMASTERS  
INTERNATIONAL

---

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

[Click here to see video!](#)

0:23 / 4:00





# Pathways FAQ



# 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: February 2024



**TOASTMASTERS**  
INTERNATIONAL  
DISTRICT 107

**WINNERS**  
ACADEMY

**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: March 2024**

# 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

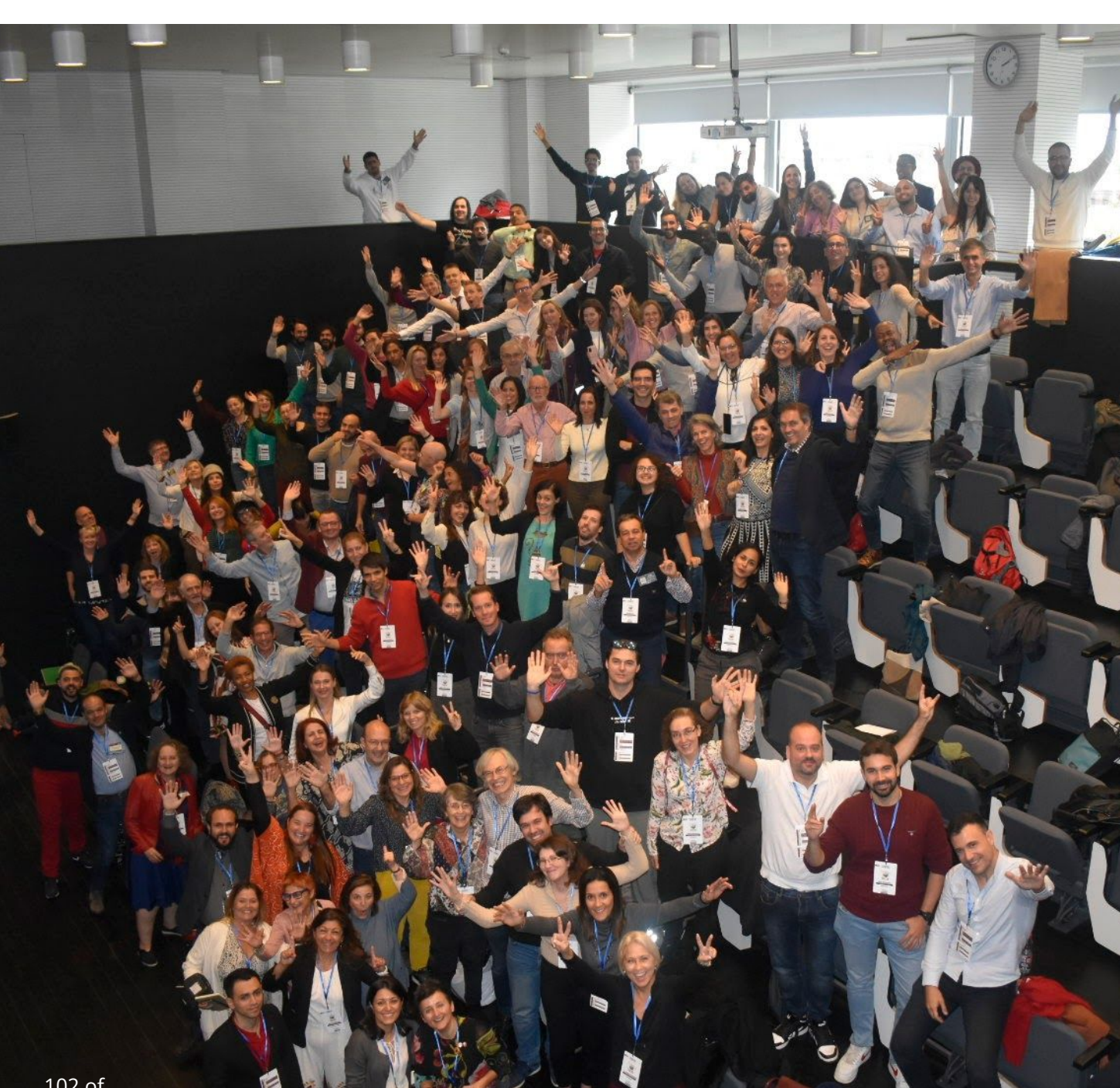
**TOASTMASTERS**  
INTERNATIONAL

DISTRICT 107

**TOASTMASTERS**  
INTERNATIONAL

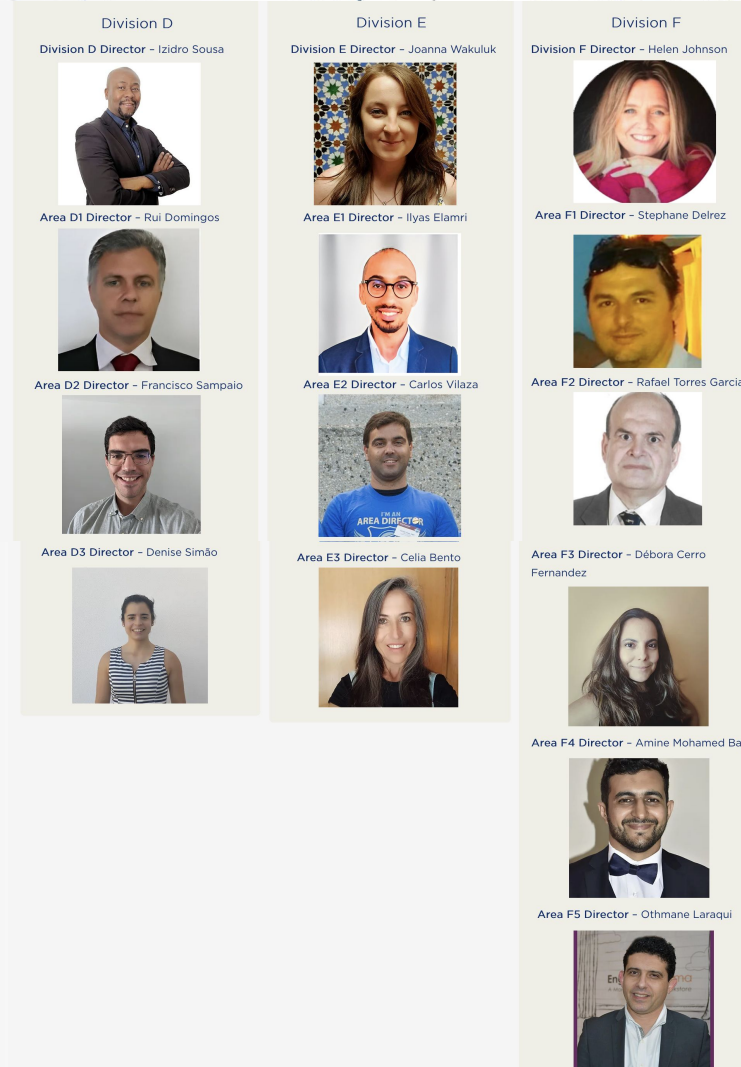
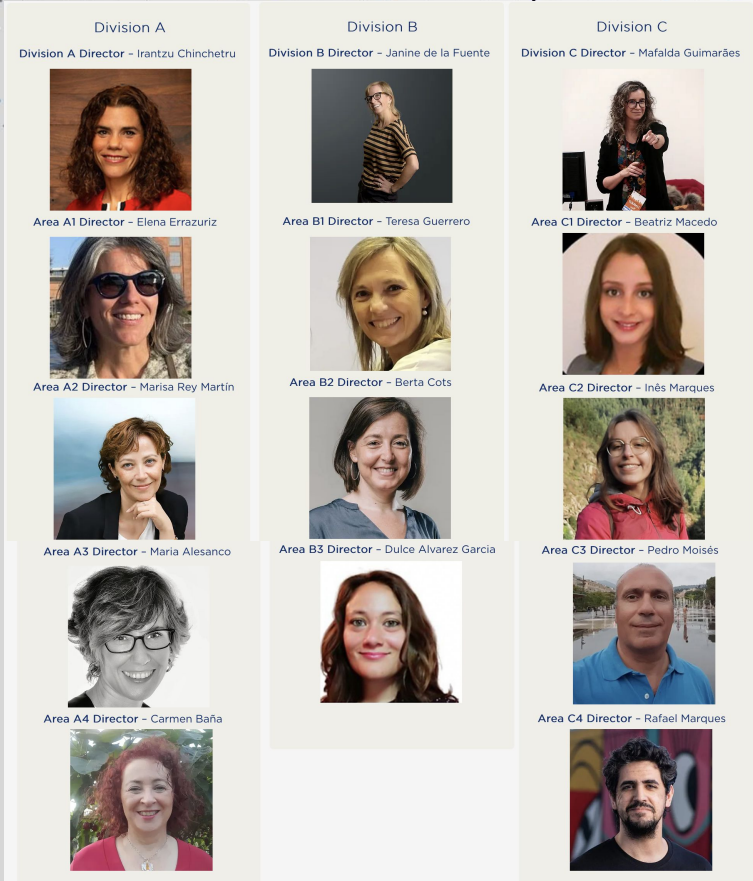


**STRONGER  
TOGETHER**



# EMPOWERING VOICES

# The team of Program Quality Ambassadors: YOU!



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



# **Club Growth Report**

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



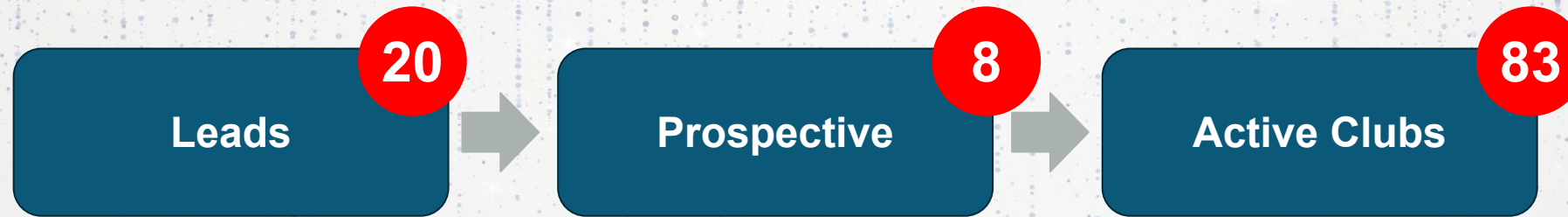
# Three new clubs:

---

- A2 European Geotalk (Sep 23)
- A2 Amazon Madrid (Oct 23)
- E2 BNP Paribas (Dec 23)



# Club Growth



- ⇒ Club Base: 89 clubs
- ⇒ We need 94 to be Smedley Distinguished! (Base +5%)
- ⇒ We need 11 more clubs than now!

# Club Growth



## Dead clubs:

- Albufeira D3
- Altamira A4
- Las Palmeras F3
- Zaragoza A3



## Zombie clubs:

- Airbus Speakers Getafe A2 (0)
- VM Ware B3 (0)
- Advanced Toastmasters Runners E1 (7)
- Ericsson Málaga F1 (5)
- Eloquent Leaders F5 (2)

**THESE CLUBS NEED YOUR HELP!**

# Club Growth - Prospectives (8)

---

## Division C:

- Science
- Fátima
- Vale do Sousa
- Águeda

## Division E:

- Tecnimede

## Division F:

- Málaga Spain Pros Club
- ALC Oujda
- Pearls

# Club Growth - Leads (20)

## Division A:

- Guidewire
- PMI Madrid
- Barbastro

## Division B:

- Glovo

## Division C:

- BNP Paribas
- Santa Maria da Feira
- Natixis

## Division D

- Galp
- McKinsey

## Division F Spain

- Las Palmas
- Nerja

## Division F Morocco:

- Buhler Group
- ESSTI
- OCP
- UM6P: Rabat, Benguerir, Casablanca
- Laayoune

## Division F Algeria

- Tlemcen
- Algiers

# Area Directors' Club Visits

## Action

Visit clubs  
2x year

## Deadlines

~~November 30 2023~~ **DONE**  
77 of 92 clubs (83,7%)  
**Next: May 31 2024**

## Action

Submit report  
after each visit

## Same deadlines

Submit reports on  
Toastmasters.org > District Central

# 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 to the respective Area Directors!

Information:  
[Link to Manual](#)

# Club Coaches

## **New Club coaches**

**Ali Parandeh:** Sardinero

**Anabela Pereira:** Cantanhede

**Ricardo Gama:** Porto de Mós

**Rui Lopes:** Axians

**Celia Edwards:** club in another District

## **Club needing coaches**

Ingram Micro Santander

Advanced Toastmasters Runners

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!



# Smedley Fund

Following September's earthquake in Morocco we asked TI to pay membership dues for 90 members of Marrakech Orators, Agadir Toastmasters Club, Casablanca, ALC El Jadida Toastmasters. For Marrakech we requested a whole year; for others, we requested a semester.

Total requested: \$6960

TI approved 50 members for one semester

- Agadir: 4 members
- ALC El Jadida: 5 members
- Casablanca: 15 members
- Marrakech Oradors: 26 members

Total approved: €3000

# New Year Membership Campaign

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!

**UPDATE ON DATES:  
FINAL RESULTS ON February 9, not February 1**

## Month-End Closing Dates for 2024

Month	2024 Closing Date	2024 Final DCP-DPR Reports*
January	Wednesday, Jan. 31	Friday, Feb. 9

<https://www.toastmasters.org/Leadership-Central/Month-End-Closing-Dates>



**NEW YEAR  
NEW MEMBERS  
CAMPAIGN STATUS**

ONE CLUB WITH EIGHT NEW MEMBERS:  
Rabat Toastmasters Club

ONE CLUB WITH SEVEN NEW MEMBERS:  
Casablanca TC

THREE CLUBS WITH FIVE NEW MEMBERS:  
Diagonal Mar, Valencia & Vasco da Gama

**A TOASTMASTERS MEMBERSHIP  
IS THE BEST GIFT OF ALL!**

TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107

*Status as of Jan 18*

# Webinar How to Pitch Toastmasters to Companies

A fresh approach to Corporate Clubs:

- Partnership
- Prepare well
- Use corporate language, not community clubs'
- Focus on transferable skills. E.g.: -  
Communication and Leadership, Listening skills, Thinking skills, Delegation, Teamwork, Leadership, Meeting Management, Interpersonal Communication, Accountability, Feedback Skills,

Watch it here: <https://youtu.be/QCrgWBOKSqq>

## HOW TO PITCH TOASTMASTERS TO COMPANIES - WEBINAR



Would you like to build or have a corporate club? Have you ever considered pitching Toastmasters to a company or your employer?

Pat Johnson, a Canadian Toastmaster who is an expert with vast experience on this subject, will show the right way of looking at corporate clubs so we learn the best way to present them!

**JAN 29 7pm PT / 8pm ES/MA via Zoom**



---

# What's next?

# MEMBERSHIP BUILDING PROGRAMS



Since  
1924

 **SMEDLEY AWARD**  
5 NEW MEMBERS

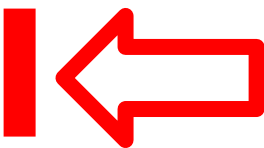



1 Aug - 30 Sept

 **Talk Up Toastmasters!**  
5 NEW MEMBERS



1 Feb - 30 Mar



 **Beat the Clock!**  
5 NEW MEMBERS



1 May - 30 Jun

# Renewal Season

## **Membership dues need to be paid until March 31!**

- To be in good standing for contests and voting on the DCM members and clubs need to be in good standing
- We will keep a close eye on membership payments until March 31 - and then after that!

A close-up photograph of a hand holding a single, ripe red apple. The apple is the central focus, with several green leaves attached to its stem. The background is a soft-focus field of many other red apples, suggesting an orchard. The lighting is natural, highlighting the texture of the apple's skin and the veins on the leaves.

**We can be Smedley again  
if we get 11 clubs**

# Low-hanging fruit: 22 clubs!

## **Division A:**

- Guidewire
- PMI Madrid

## **Division B:**

- Glovo

## **Division C:**

- Vale do Sousa
- Águeda
- Science
- BNP Paribas Porto

## **Division D:**

- Galp
- McKinsey

## **Division E:**

- Tecnimede

## **Division F (&G!):**

- ALC Oujda
- Buhler Group
- ESSTI
- Nerja
- Peals
- Algiers
- Tlemcen

**Let's revive these clubs!**

## **Division A:**

- Airbus Speakers Getafe

## **Division B:**

- VM Ware

## **Division E:**

- Advanced TM Runners

## **Division F:**

- Ericsson Málaga
- Eloquent Leaders



**JUST  
DO IT!**



# Online Corporate Summit: February 20

- Opening: **Vera Margarida Cunha**
- Toastmasters Board of Directors: **Aletta Rochat** (TBC)
- Mindset of Toastmasters as a product in organizations: **Pat Johnson**
- Perspective of the company: **two international companies**
- Perspective of the employees: **two employees of international companies**
- Q&A

⇒ **We will ask you shortly for known leads and contacts in companies!**

# A new approach to membership building campaigns

---

**We're working on a new model:  
More leads!  
... and easier for clubs and for you!**



# **Marketing & PR Report**

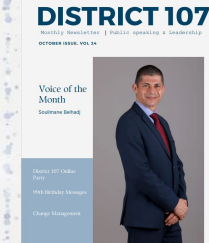
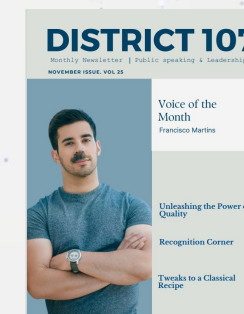
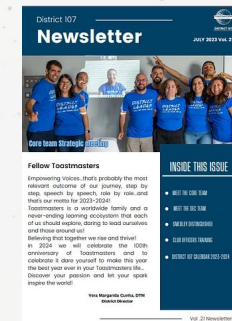
**Public Relations Manager**  
**Hanane Bourehiyi**



# VOICES EMPOWERED

**UNVEILING STORIES!**

# SHARE YOUR JOURNEY! EMPOWER OTHERS TO RISE



# DISTRICT OFFICERS ROLES

**WE NEED MORE!**



Hanane Bourehiyi PRM



Izidro Sousa



Gabriel Balsera



Silvia Villas



Fabricio Monteiro



Rafael Marques



Ana Santos Carvalho



Amine Med Bajji



Mafalda Guimaraes



Gustavo Amaro



# Centennial Celebration



# CELEBRATION OF 100 YEARS:

**TOASTMASTERS INTERNATIONAL 100 YEARS**  
2024  
1924

<b>1</b>  Participate in a speech contest	<b>2</b>  Speak outside the club	<b>3</b>  Listen to Toastmasters podcast	<b>4</b>  Sign up to be a club leader
<b>5</b>  Complete a path in the Pathways	<b>6</b>  Watch a Toastmasters webinar	<b>7</b> <b>TOASTMASTERS SPEECHCRAFT</b> Coordinate a Speechcraft workshop	<b>8</b>  Become a mentor
<b>9</b>  Read an article from the Toastmasters	<b>10</b>  Bring a non member to the meeting	<b>11</b>  Pick a topic outside your comfort zone	<b>12</b>  Visit a club online or in person

**SHARE IT**

**EMBRACE THE 12 CHALLENGES!**

---

**N  
E  
X  
T  
  
S  
T  
E  
P  
S**





## LUNCH THE PODCAST



## REGIONAL WEBSITES

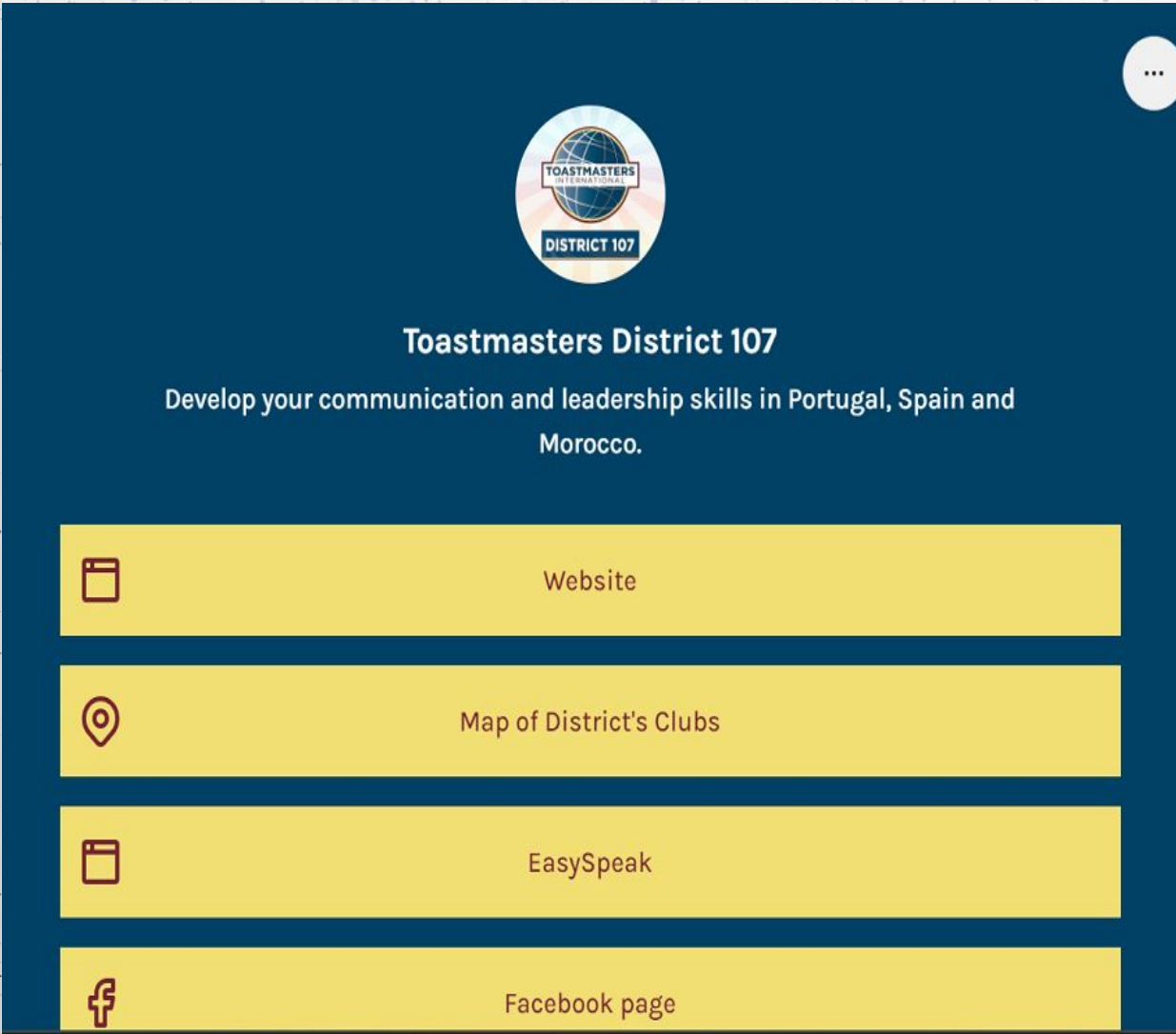


## FOUNDING MOMENTS WALL



## MEETINGS TOURS WITH DD/ AD

# Linktree:



The image shows a Linktree profile for Toastmasters District 107. At the top left is the Toastmasters International logo with 'DISTRICT 107' below it. The profile name is 'Toastmasters District 107' and the bio reads 'Develop your communication and leadership skills in Portugal, Spain and Morocco.' Below the bio are four yellow buttons with icons and text: a website icon for 'Website', a location pin icon for 'Map of District's Clubs', a calendar icon for 'EasySpeak', and a Facebook 'f' icon for 'Facebook page'. A three-dot menu icon is in the top right corner of the profile card.

**STAY CONNECTED!**

---

**COLLABORATE**

**INSPIRE**

**EMPOWER**



**THE JOURNEY DOESN'T END YET!**





# **Finance Report**

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

# DECM Rabat – DOT 2023

- Happy that ADs and DivDs are here at Rabat
  - Money was used!!!!



# Money history

## Usual AD/DD



## Reality

- 1st TLI/COT & AD Club Visits
  - Few areas submitted expenses
- Marketing/ Education
  - Be prepared to spend what you didn't tomorrow!
- Travel/lodging DOT – Lisbon&Rabat
  - While saving for Lisbon, Rabat is at top



# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
Total	39.041 €		58,33%
7 months:			
Jul-Jan	19.345,9 €	12.067,90 €	62,38%

Close To The  
Target?



Or not...

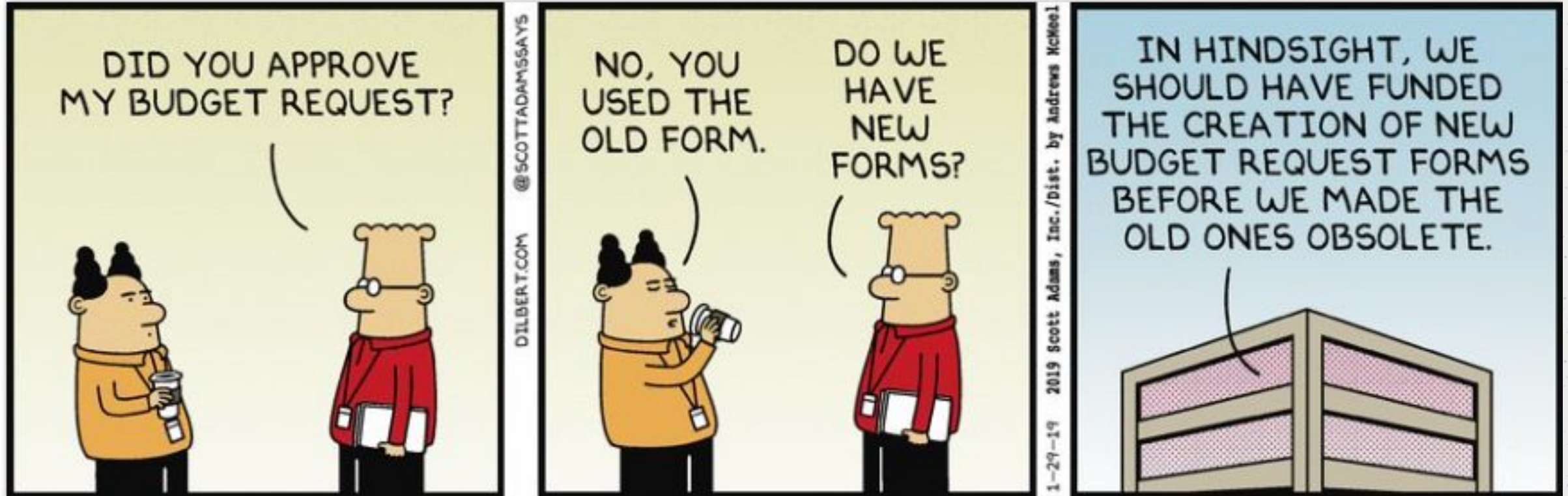
# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
District Store	0 €	87,55 €	%
Education & Training expense	3.375,00 €	-26,65 €	-0,79%
Marketing Outside Toastmasters expense	3.455,00 €	135,21 €	3,91%
Club Growth expense	2.635,00 €	4.847,41 €	183,96%
Public Relations expense	1.465,84 €	346,84 €	23,66%
Recognition expense	3.018,20 €	612,44 €	20,29%

# Execution Rate

Category	Budgeted 2023-2024	Spent so far	%
Travel expense	9.760,22 €	1.919,38 €	19,67%
Lodging expense	5.855,66 €	1.721,81 €	29,40%
Food and Meals expense	5.352,53 €	1.161,09 €	21,69%
Speech contest expense	1.680,00 €	54,41 €	3,24%
Administration expense	667,38 €	312,59 €	46,84%
TI Allocation	1.774,56 €	895,82 €	50,48%
<b>Total</b>	<b>39.039,40 €</b>	<b>12.067,90 €</b>	<b>30,91%</b>

# Closer look



# Money Available \$\$

## Division Directors

		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	0 €	0 €	0 €	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	1 €	21,57 €	50,00 €	N/A	60,00 €	N/A
DivD E	Joanna Wakuluk	150 €	90 €	35,00 €	N/A	60,00 €	N/A
DivD F	Helen Johnson	150 €	90 €	50,00 €	N/A	60,00 €	N/A

# Money Available \$\$

## Area Directors

Travel DOT    Lodging DOT    Marketing Outside TMs    COTs    Contests    Club Visits

A1	Elena Errazuriz	28,37 €	0 €	100,00 €	150 €	60,00 €	0,00 €
A2	Marisa Rey Martín	1,01 €	0 €	100,00 €	131,62 €	60,00 €	17,08 €
A3	Maria Alesanco	150 €	90 €	100,00 €	150 €	60,00 €	42,56 €
A4	Gabriel Balsera	20,03 €	38,72 €	32,44 €	117,93 €	60,00 €	234,46 €

B1	Teresa Guerrero Bertrand	0 €	0 €	100,00 €	37,5 €	60,00 €	0,00 €
B2	Berta Cots Carrasquer	0 €	0 €	93,9 €	47,01 €	60,00 €	0,00 €
B3	Dulce Alvarez Garcia	150 €	90 €	100,00 €	5,6 €	0 €	42,56 €

C1	Beatriz Macedo	150 €	90 €	100,00 €	77,97 €	60,00 €	0,00 €
C2	Inês Marques	150 €	90 €	100,00 €	77,97 €	60,00 €	0,00 €
C3	Pedro Moisés	103,62 €	90 €	0 €	77,97 €	60,00 €	58,03 €
C4	Rafael Marques	9,87 €	3,10 €	81,95 €	77,97 €	60,00 €	34,32 €

# Money Available \$\$

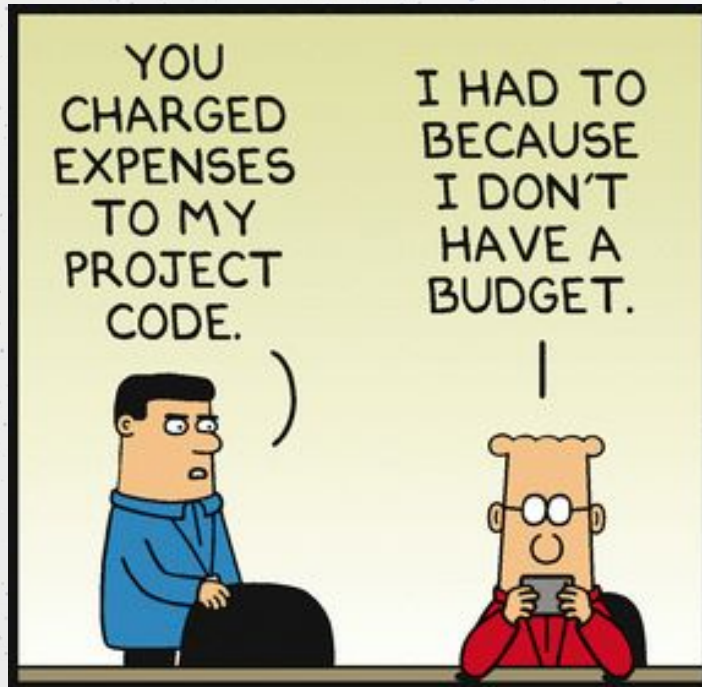
## Area Directors

Travel DOT      Lodging DOT      Marketing Outside TMs      COTs      Contests      Club Visits

D1	Rui Domingos	150 €	90 €	100,00 €	133,1 €	60,00 €	0,00 €
D2	Francisco Sampaio	0 €	21,57 €	86,89 €	133,1 €	60,00 €	34,96 €
D3	Denise Simão	0 €	90 €	100,00 €	133,1 €	60,00 €	64,94 €
E1	Ilyas Elamri	0 €	90 €	100,00 €	52,10 €	60,00 €	7,52 €
E2	Carlos Vilaza	0 €	0 €	100,00 €	133,1 €	60,00 €	7,75 €
E3	José Linhares	150 €	90 €	100,00 €	133,1 €	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 €	195,36 €
F3	Débora Cerro Fernandez	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 €

# Over allowancing

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



Dilbert.com @ScottAdamsSays

6-8-17 © 2017 Scott Adams, Inc./Dist. by Andrews McMeel



# Be creative!

- Items for contests can be on *Marketing Outside TM*



# Conclusion

District budget is here to build your Toastmasters vision.

Don't cry for \$money\$!

*Money workshop* tomorrow will help you where to spend €€€€





# **The IT Report**

**IT Manager  
Fabrício Monteiro**



# The ITisfaction Report

IT Manager  
Fabricio Monteiro



**The ITisfaction Report:  
“When Technology Takes a Funny Turn and  
Toastmasters Takes the Lead”**

Timothy J. Gerber  
Fabricio Monteiro



# Learning Management System (LMS)

+



# Learning Management System (LMS)

+

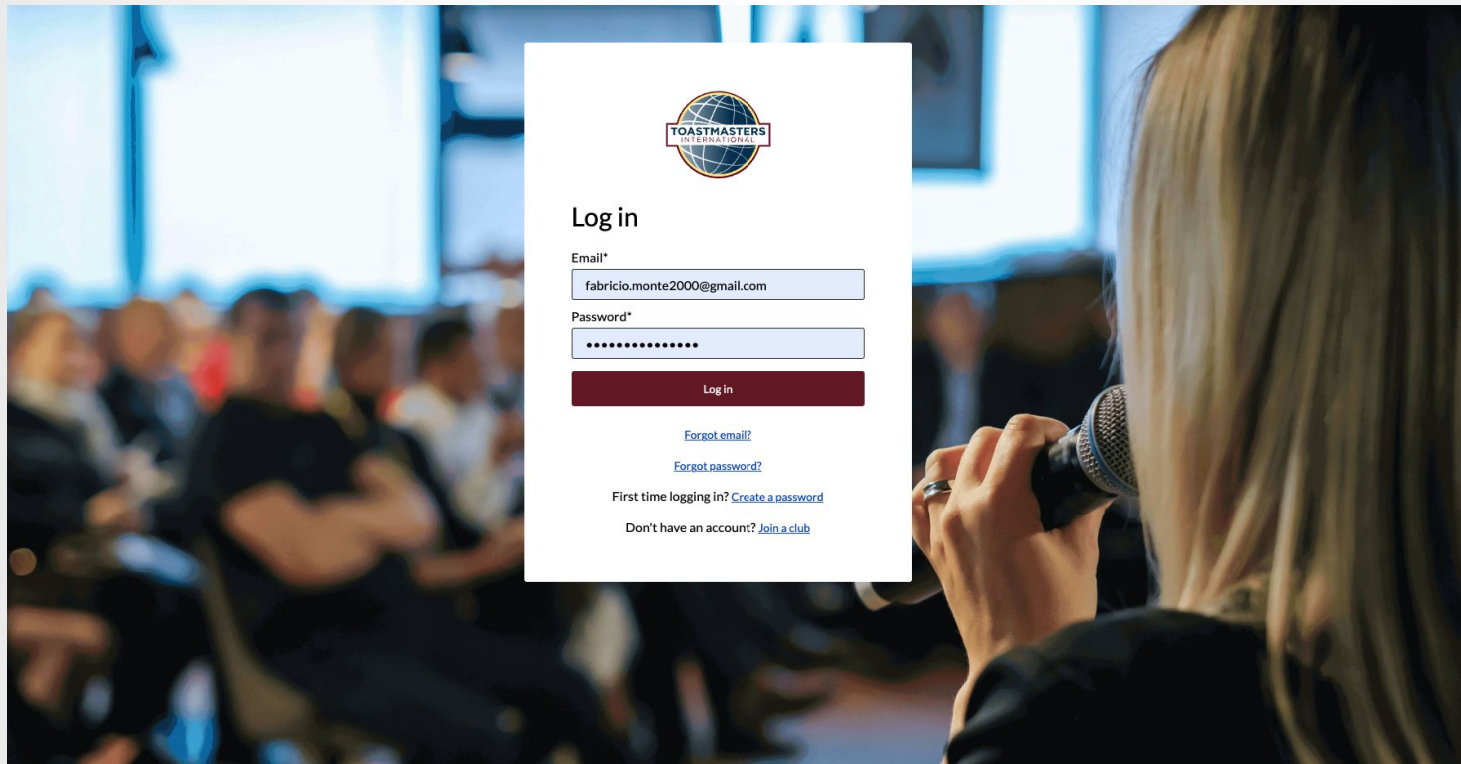


# Current Challenges





# New Base Camp User Experience



# What's new?



# What's new?

## Improved Navigation



# What's new?

Improved Navigation

Mobile Accessibility



# What's new?

Improved Navigation

Mobile Accessibility

Automated Recognition



# What's new?

**Improved Navigation**

**Mobile Accessibility**

**Automated Recognition**

**Accessibility for Visually Impaired**



# What's new?

**Improved Navigation**

**Mobile Accessibility**

**Automated Recognition**

**Accessibility for Visually Impaired**

**Social Media Integration**



# What's new?

**Improved Navigation**

**Mobile Accessibility**

**Automated Recognition**

**Accessibility for Visually Impaired**

**Social Media Integration**

**Content Refresh**





# Wouldn't be great if Yoodli partners up with TM?

---



# Yoodli partners up with Toastmasters

**TOASTMASTERS INTERNATIONAL**  
yoodli

Practice

Home  
Library  
Games

Games ⚡ Daily Streak: 0 days

**Metaphor Mania**

Lateral Thinking Conciseness  
Agility

Quickly build analogies without letting the pressure affect you

Start Playing

**Spin a Yarn**

Articulation Structure  
Lateral Thinking

Maintain your train of thought with plot twists along the way

Start Playing

**No Filler**

Filler Words Articulation Structure

Speak without using filler words like 'um', 'like', and 'so'

Start Playing

**Storyteller (Beta)**

Articulation Structure  
Lateral Thinking

Tell a creative story with the help of your AI co-author

Start Playing

# Yoodli partners up with Toastmasters

The screenshot displays the Yoodli app interface. On the left is a dark blue sidebar with the 'TOASTMASTERS INTERNATIONAL' logo at the top, followed by the 'yoodli' logo. Below are menu items: 'Practice', 'Home', 'Library', and 'Games'. The main content area is titled 'Games' and features a card for the 'Metaphor Mania' game. The card includes an illustration of a person sitting on a wheel, a trophy icon, and three skill tags: 'Lateral Thinking', 'Conciseness', and 'Agility'. A description reads: 'Quickly build analogies without letting the pressure affect you'. A 'Start Playing' button is at the bottom of the card. To the right, the game's settings screen is shown. It has a title 'Metaphor Mania' and a pink notification bar: 'Camera/Microphone permissions required for this game!'. There are icons for a microphone and settings. A 'Start Playing' button is in the top right. Under 'How to Play', there are three bullet points: 'We'll display two random words', 'Create an analogy in the allocated time!', and 'Move on to the next analogy'. Under 'More info', there are two sliders: 'Set number of prompts' (ranging from 3 to 25, currently at 5) and 'Set time between prompts' (ranging from 0:02 to 0:10, currently at 0:06).

**TOASTMASTERS INTERNATIONAL**  
yoodli

Games

**Metaphor Mania**

Lateral Thinking Conciseness  
Agility

Quickly build analogies without letting the pressure affect you

Start Playing

**Metaphor Mania**

Camera/Microphone permissions required for this game!

Start Playing

**How to Play**

- We'll display two random words
- Create an analogy in the allocated time!
- Move on to the next analogy

**More info**

Set number of prompts 5

3 25

Set time between prompts 0:06

0:02 0:10

# What was done?

**Zoom account**

**Google Cloud Account**

**Yoodli**

**Canva pro**

# What was done?

Zoom account

Google Cloud Account

Yoodli

Canva pro

Automation - Use Case



# What's next?

Two Webinars

Two documents



# Q&A

District Director – Vera Margarida Cunha



# Coffee and Stretch







# **Division Directors Success Plans**

Division Directors



# Division F

Director Division F – Helen Johnson

# Goals

## Club Growth

F1 + 1 x lead  
F2 + 1 x lead  
F3 + 1 x lead  
F4 + 1 x prospective  
F5 + 1 x prospective



## Quality

Focus on weaknesses



## Public Relations

Social Media  
Corporate contacts

# Situation Analysis



## EDUCATION

F1  
Casablanca  
Week



## GROWTH

10  
Prospectives  
Leads



## MARKETING PUBLIC RELATIONS

Facebook  
linkedin  
instagram  
open events

# Strategy

- Bigger Picture
- Club Twins
- Sharing
- Bonding
- Communication

# Good Ideas that actually worked

- Area F1 Stephane Delrez \*
- Area F2 Rafael Torres \*
- Area F3 Debora Cerro Fernandez \*
- Area F4 Amire Belcald \*
- Area F5 Othmane Laraqui \*

# Help/Contributions you may need from others

---

- Division F - judges all competition levels
- Division F - division training on 19th February 6pm:
- Division F - mentors
- Division F - Sharing



# Division E Success Plan

Director Division E – Joanna Wakuluk



# Division E Team

---



**Joanna Wakuluk**  
Division E Director



**Ilyas Elamri**  
Area E1 Director



**Carlos Vilaza**  
Area E2 Director



**José Linhares**  
Area E3 Director

# SWOT Analysis

## STRENGTHS

# S

- New team full of energy!
- Nice mosaic of people
- A lot of ideas for improvement
- Strong clubs:  
*Business Speakers, International Speakers, Young Entrepreneurs, Montepio, Oeiras TC*
- Experienced people in Division

## WEAKNESS

# W

- Lack of support and transparency in the knowledge transfer from the previous Division team
- Difficulties in contacting new clubs
- Lack motivation to pick up leadership roles
- Low engagement of many clubs

## OPPORTUNITY

# O

- Starting with fresh vision
- Diversity mindset - including Expats and Digital Nomads
- New clubs, new talents, new ideas
- Development of corporate clubs
- Cooperation with Rotary club

## THREADS

# T

- Some clubs are working on minimal and are not responsive
- Membership retention
- Lack of involvement in the club's goals by members
- Possibility of resolving division

# Goals

## Understand Cubs Potential

Visit majority of the clubs by end of November 2023, understand what kind of potential dreaming in the Division.



## Bring back Joy

Integrate, clubs, areas and division by organising trainings and social events together.



## Make Lisbon Great Again!

Bring back visibility of Toastmasters in Lisbon and recognition as an amazing organisation where we can meet awesome people and develop as leaders!

# Achievements



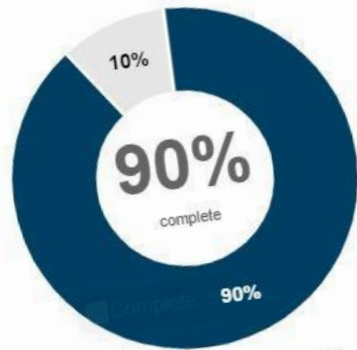
Participation in DOT



Amazing COT - July 2023

# Achievements

## Current Round Summary



● Complete ● Not Started

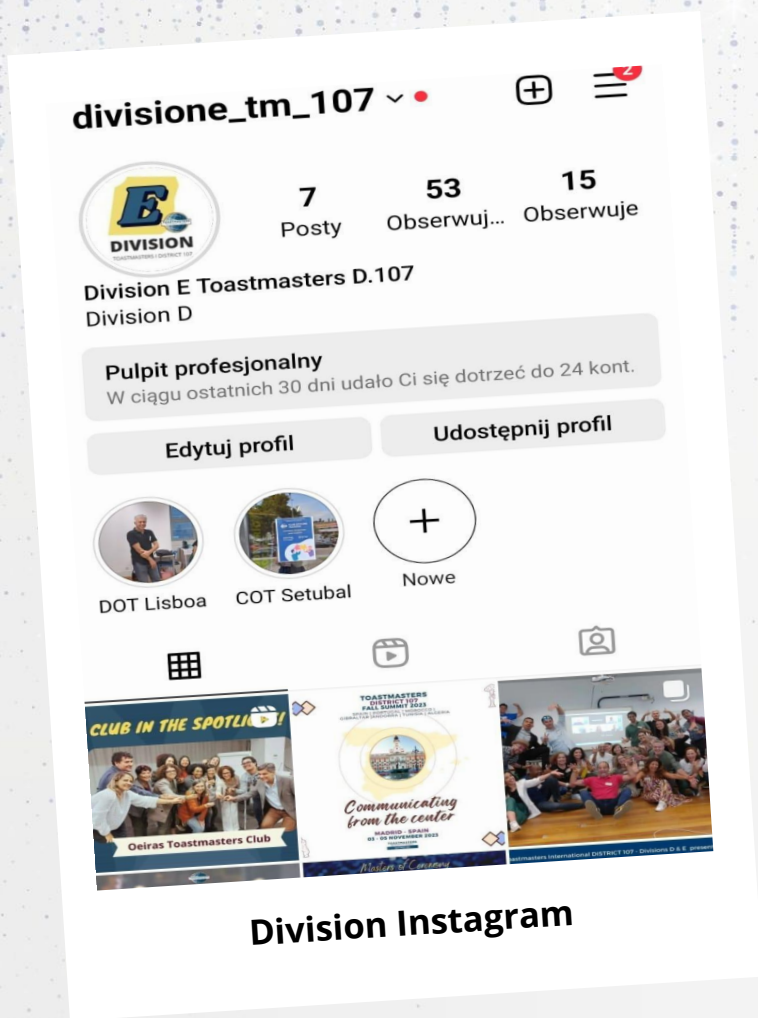
Suspended clubs are not reflected in graph

Visiting 90% of the clubs



Amazing TLI - January 2024

# New initiatives



Division Instagram



Rotary & Toastmasters Alliance



Every month different club

# New initiatives

**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

**TOASTMASTERS CLUBS**  
*in Lisbon*  
IN ENGLISH

Day	Time	Club Name	Location	Frequency
MONDAY	19.45	International Speakers	Selina Secret Garden (Santos)	Weekly
	20.00	PM Portugal Toastmasters	Biblioteca de Alcântara	Every 2nd Monday
TUESDAY	19.45	Lisbon TM Club	Instituto Superior Técnico (Alameda)	Every 1st Tuesday
WEDNESDAY	12.30	Cisco Portugal	Lagoas Park (Porto Salvo)	Corporate 1st & 3rd week
	19.45	Business Speakers	Fintech House (Picoas)	Every last Wednesday
	19.45	Lisbon MBA TM Club	Nova SBE (Carcavelos)	Every other week
FRIDAY	19.00	Leadership TM Club	ISEG (Santos)	Every 3rd Friday

List of meetings in Lisbon

# DCP - Club Status

RAG	Area	Club	Members	Goals met
●	E1	Advanced Runners	9	2
●	E1	Business Speakers TM Club	20	4
●	E1	International Speakers TM	25	7
●	E2	Young Entrepreneurs TM	26	4
●	E2	Leadership Toastmasters Club	17	1
●	E2	Cisco Portugal Toastmasters Club	19	2
●	E2	BNP Paribas TM Club	30	3
●	E3	Banco Montepio TM Club	28	0
●	E3	Oeiras Toastmasters Club	20	2
●	E3	Taguspark Toastmasters Club	11	1
●	E3	Cabo Verde TM Speakers	17	1




# Action plan

---

 **February** - DOT (2-4 Feb) & Club Contests, finding new leaders

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

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

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



# Division D Success Plan

Director Division D – Izidro Sousa

# The Team





---

# President's Distinguished



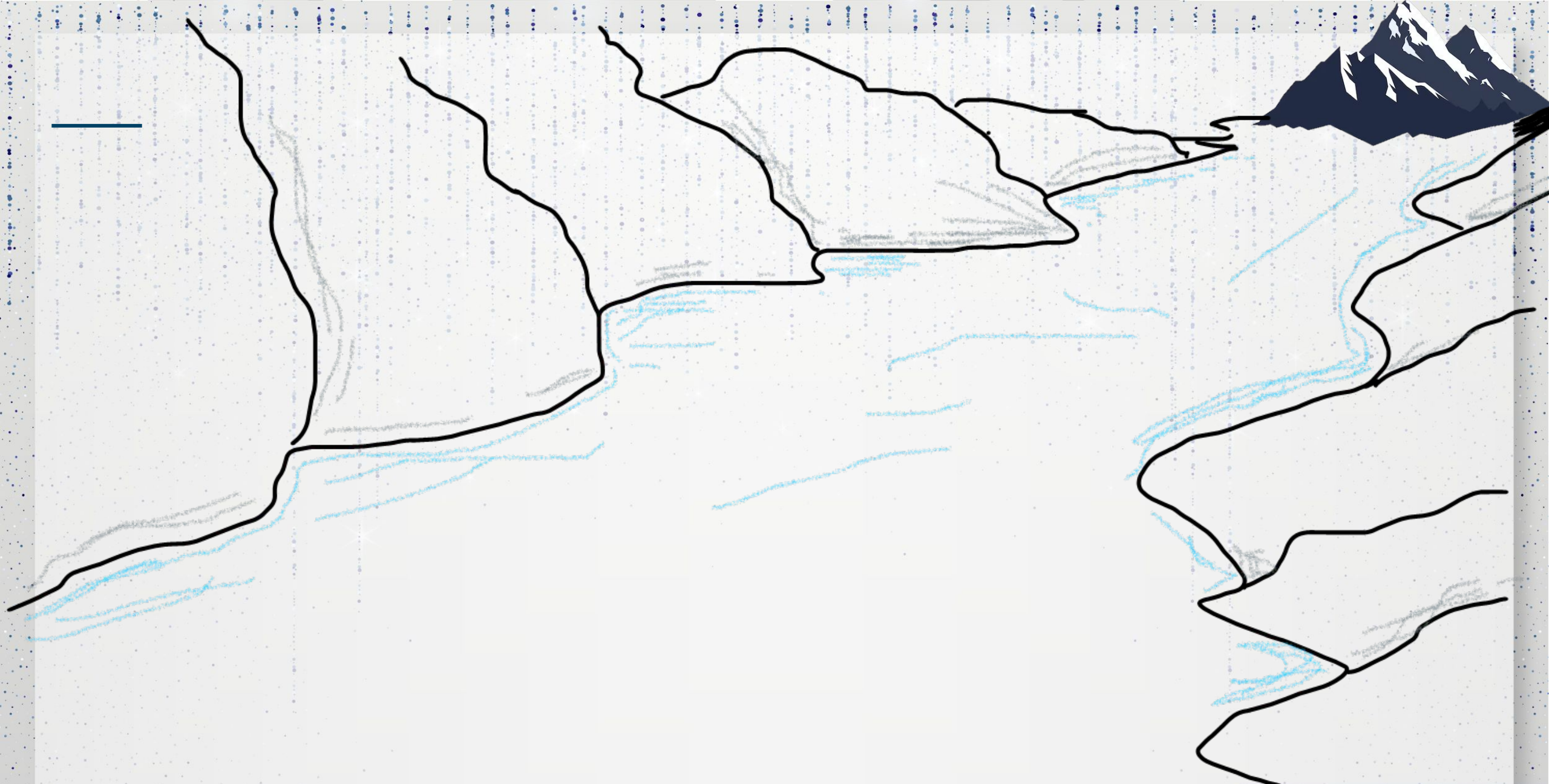
---

# President's Distinguished

(Help the District become Smedley Distinguished again)



















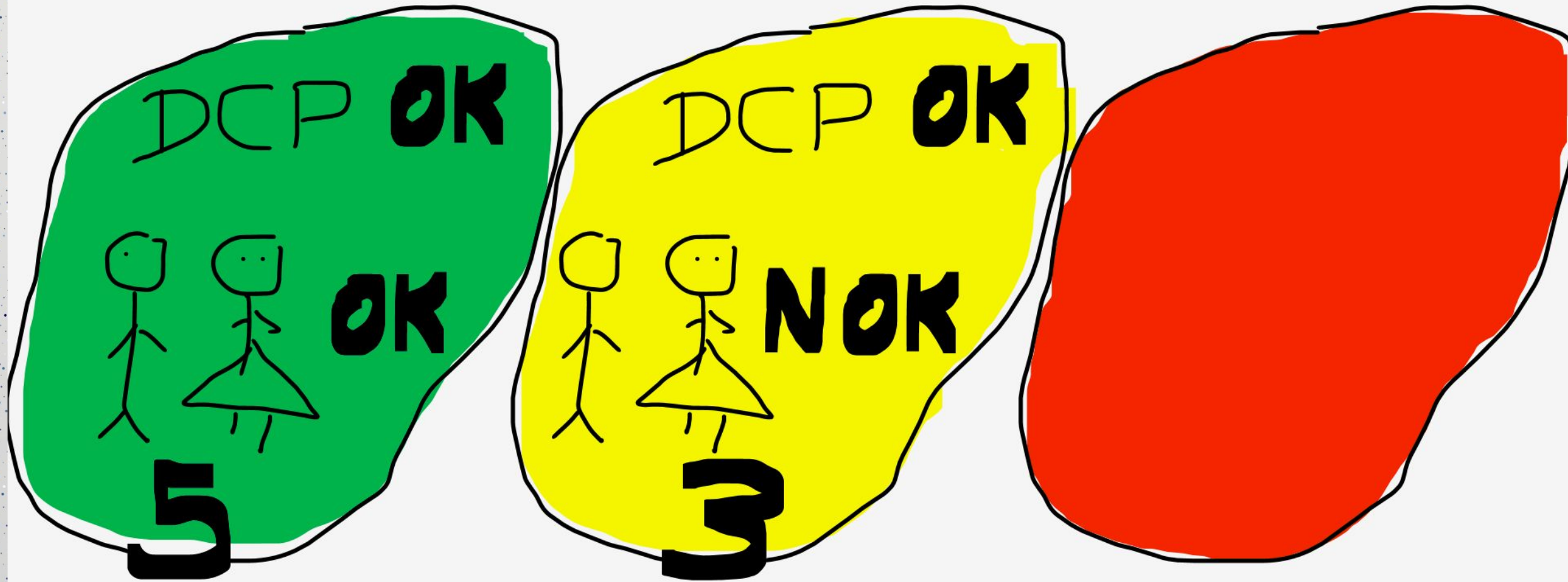
# Situation Analysis



# Situation Analysis

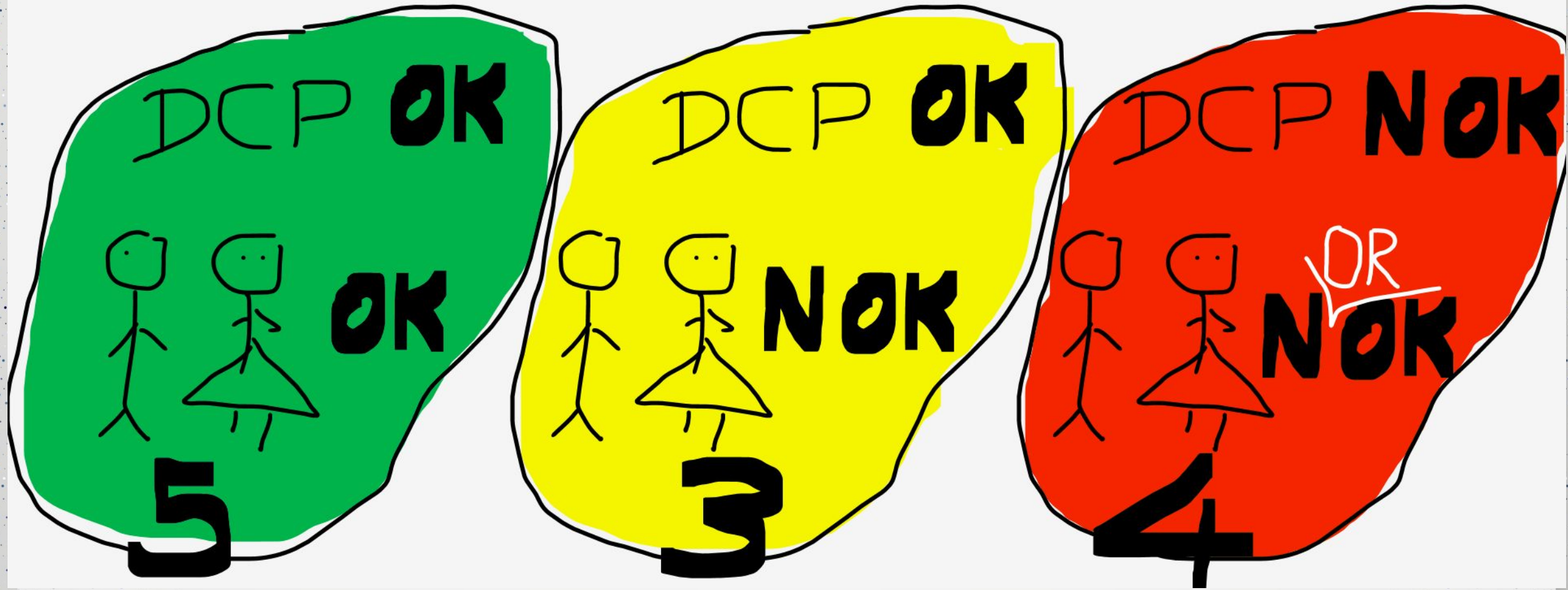


# Situation Analysis





# Situation Analysis



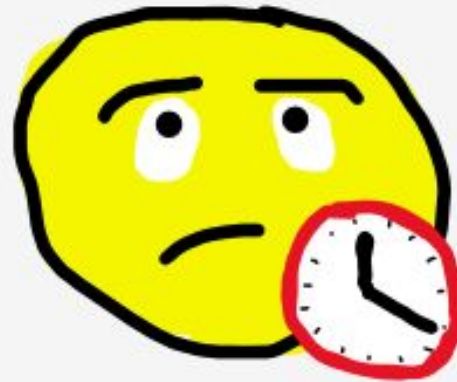
# Situation Analysis



**NEW CLUB**



# Situation Analysis



**ÉVORA MCKINSEY GALP**

# Goals



**NEW CLUB**

# Strategy

- Tailored actions for each clusters
  - *Specific **DCP** mentoring*
  - *At least **2 dynamic open sessions** | by the end of March (??)*
  - ***Ask everyone to make post about toastmasters online.***
- Continuous improvement on the DDLGP - **D**ivision **D** Lead **G**eneration **P**rocedure

**Thank You**



# 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**  
31/84



**MEMBERSHIP**  
12/28



**Distinguished Clubs**  
4/14



**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**, El Corte Inglés,  
Adidas and Sonae

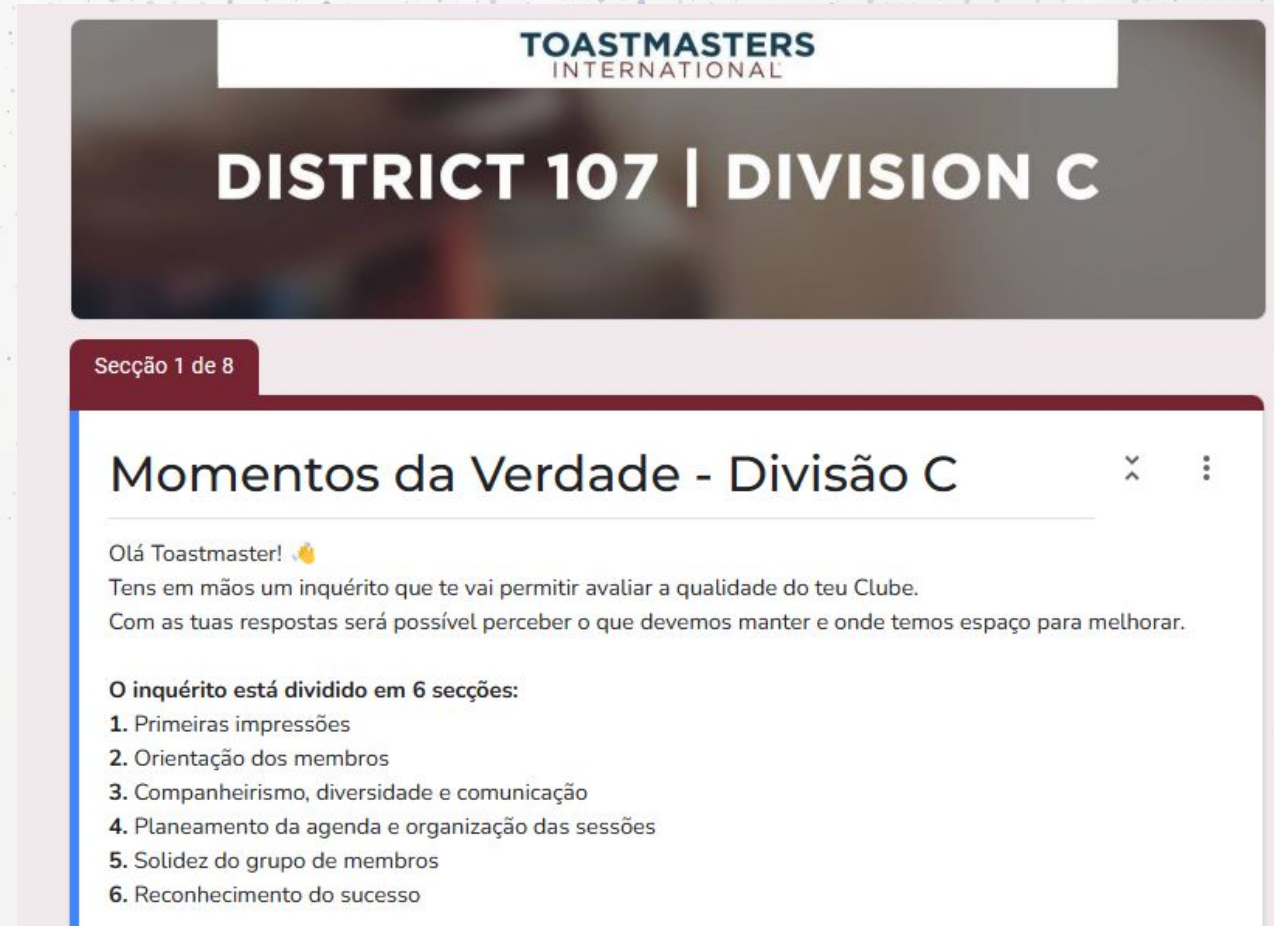
# Situation Analysis

Division C		D Clubs 0			S Clubs 0						P Clubs 0				
Area 01		D Clubs 0			S Clubs 0						P Clubs 0				
	Membership		Goals	Education						Mem.		Trn.		Rn. Lst.	
	Base	To Date	Met	1	2	3	4	5	6	7	8	9a	9b	10a	10b
00965761 Oporto Toastmasters Club	37	39	8 ★	2	2	2	3	1	3	4	6	5	0	1	1
01165662 Braga Toastmasters	17	20	3	0	0	0	0	1	0	4	3	4	0	1	1
01240632 Mind Business Toastmasters Club	18	21	2	0	1	0	0	0	0	4	0	6	0	1	1
05107113 Viana Toastmasters	20	23	2	1	1	0	0	0	0	4	1	5	0	1	1
07249323 Famalicão Toastmasters Club	21	21	2	0	0	0	0	0	0	4	0	4	0	1	1
Area 02		D Clubs 0			S Clubs 0						P Clubs 0				
	Membership		Goals	Education						Mem.		Trn.		Rn. Lst.	
	Base	To Date	Met	1	2	3	4	5	6	7	8	9a	9b	10a	10b
01570181 Coimbra Toastmasters Club	14	14	2	1	2	0	1	0	0	2	0	4	0	1	1
05154996 Figueira da Foz Toastmasters Club	13	9	1	0	0	0	0	0	0	0	0	4	0	1	1
06786554 Cantanhede Toastmasters Club	11	11	3	0	0	0	1	1	3	1	0	4	0	1	1
Area 03		D Clubs 0			S Clubs 0						P Clubs 0				
	Membership		Goals	Education						Mem.		Trn.		Rn. Lst.	
	Base	To Date	Met	1	2	3	4	5	6	7	8	9a	9b	10a	10b
02154508 Leiria Toastmasters Club	20	19	6	4	0	0	2	1	2	4	0	7	0	1	1
05149500 Torres Novas Toastmasters Club	21	16	5	3	2	1	2	1	6	1	0	7	0	1	1
06954460 Porto De Mos Toastmasters Club	9	9	3	0	0	0	0	1	1	1	0	4	0	1	1
Area 04		D Clubs 0			S Clubs 0						P Clubs 0				
	Membership		Goals	Education						Mem.		Trn.		Rn. Lst.	
	Base	To Date	Met	1	2	3	4	5	6	7	8	9a	9b	10a	10b
01495468 Clube Toastmasters De Aveiro (CLUTA)	26	30	6 ★	3	2	0	1	1	2	4	4	6	0	1	1
03743181 Invicta Toastmasters Club	30	33	7 ★	2	2	0	3	1	2	4	4	4	0	1	1
07472207 Douro Toastmasters Club	20	22	7 ★	4	2	1	2	1	1	4	0	5	0	1	1

# Strategy | Good Ideas that actually Worked

Moments of Truth

60% of the members  
of Division C  
answered



# Strategy | Good Ideas that actually Worked

Survey - Club Needs  
and Training Needs

50% of the members  
of Division C  
answered

The image shows a screenshot of a survey interface. At the top, there is a dark red header with the TLI logo and the text 'DIVISÃO C' on the left, and 'QUAIS AS NECESSIDADES DO TEU CLUBE?' on the right. Below the header, there is a section indicator 'Secção 1 de 7'. The main content area has a white background with a blue border on the left. The title of the survey is 'Levantamento de Necessidades de Formação - TLI Janeiro de 2024'. The text of the survey is in Portuguese and explains the purpose of the survey, which is to gather information about training needs for the TLI event on January 27th in Leiria. It asks for input from all members, not just officers, and sets a deadline of December 23, 2023.

Secção 1 de 7

## Levantamento de Necessidades de Formação - TLI Janeiro de 2024

Estamos a aproximar-nos do próximo momento de formação, o TLI (Toastmasters Leadership Institute), agendado para 27 de janeiro, em Leiria, e estamos empenhados em garantir que este momento vá de encontro às necessidades de cada clube.

Para alcançarmos este objetivo, solicitamos a vossa colaboração ao preencherem o seguinte formulário. Este questionário tem como objetivo recolher informações valiosas sobre essas necessidades.

Independentemente de serem officers atuais, parte de um comité, futuros officers ou membros sem funções no vosso clube, a vossa opinião é crucial para garantir que o TLI acrescenta valor às vossas necessidades e ao ao vosso clube.

A vossa participação é fundamental para o sucesso do TLI e para a criação de uma experiência formativa significativa para todos os membros da Divisão C.

Solicitamos que preencham o formulário até ao dia 23/12/2023.

# Strategy | Good Ideas that actually Worked

TLI - Leiria  
103 People



 <b>PROGRAMA</b> 27 JAN 24 MARINHA GRANDE, LEIRIA		
09:30	Chegada - Registo	
10:00	Abertura	
10:05	Liderança e Sucessão: <i>Vera Cunha</i>	
10:45	Momentos da Verdade: <i>Patrícia Fernandes</i>	
11:35	Coffee-Break	
11:50	Competições: <i>Sofia Marques</i>	
12:50	Almoço	
14:10	Energizer	
Mesas Redondas		
14:15	Presidente	VPM
14:50	VPE	VPPR
15:25	Sessões Dinâmicas <i>Norberto Amaral</i>	Mentoria (ing) <i>Beatriz Duarte</i>
15:55	ABC do Easyspeak <i>Cristina Trovão</i>	Angariação de Membros <i>Clara Noble</i>
16:25	Coffee-Break	
16:55	Avaliações Técnicas <i>Jorge Pôças</i>	Compromisso e Reconhecimento <i>Sílvia Vilas</i>
17:25	Discursos de Avaliação <i>Fabricao Monteiro</i>	Sessões Fora da Caixa (ing) <i>Rafael Marques</i>
17:55	Informações e assuntos da Divisão	
18:15	Reflexão e Definição de Objetivos	
18:30	Reconhecimentos e Encerramento	
Mesas Redondas Presidente Moderador <i>Irene Primitivo</i> Painel <i>Sérgio Faria, Vanessa Baeta, Dulce Lopes, Luís Gonçalves</i> VPM Moderador <i>Rui Sérgio Bingre</i> Painel <i>Narcisa Dias, Patrícia Rodrigues, Viviana Pinto, Pedro Costa</i> SAA Moderador <i>Marco Martins</i> Painel <i>António Dias, António Santos, Ray Noble</i> VPE Moderador <i>Catarina Moniz</i> Painel <i>Miguel Santos, Cristina Trovão, Anabela Pereira</i> VPPR Moderador <i>Carolina Lopes</i> Painel <i>Sandra Barnabé, Julien Schietse, Alexandra Noble</i> Tesoureiro/Secretário Moderador <i>Gabriel Silva</i> Painel <i>Marco Martins, Ana Carvalho, Francisco Martins, Ray Noble</i>		
SALA 1    SALA 2    SALA 3		

# Strategy | Good Ideas that actually Worked

TLI - Leiria  
103 People



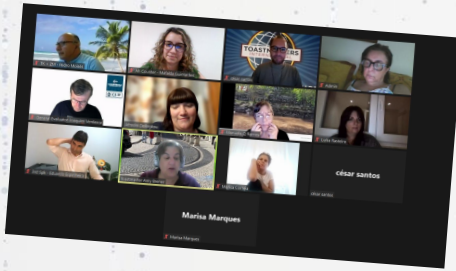
# Strategy | Good Ideas that actually Worked

TLI - Leiria  
103 People



# Strategy | Good Ideas that actually Worked

Division Director visits to all clubs (10/18)!





# Strategy | Good Ideas that actually Worked

Visitor Challenge (at least 50 members are visiting other clubs)



**1°. ANTÓNIO MANUEL**

1573KM, ANDORINHA DO ÁRTICO  
MEMBRO DO CLUTA



**2°. ANABELA PEREIRA**

1473KM, CHITA  
MEMBRO DO CLUTA



**3°. NORBERTO AMARAL**

1062KM, FALCÃO-PEREGRINO  
MEMBRO DO CLUTA



**4°. NARCISA DIAS**

667KM, ANTÍLOPE  
MEMBRO DO MIND BUSINESS



**5°. SANDRA BARNABÉ**

600KM, ÁGUIA  
MEMBRO DO CLUTA



**6°. VIVIANA PINTO**

524KM, LEÃO-MARINHO  
MEMBRO DO DOURO

# Strategy (more)

- Toastmasters-Rotary Collaboration;
- Demo Meetings;
- Walk/Party Division C

# Help/Contributions you may need from others

WE JUST NEED MORE MONEY!!!!



# Division B Success Plan

Director Division B - Janine de la Fuente

# Goals

## Club Growth

No TBI in division



## Quality

STAR program  
~~Accountability partner~~  
Succession planning



## Public Relations

More efficient PR

# Situation Analysis



## EDUCATION

STAR program  
launched  
- biggest need:  
Pathways



## GROWTH

Only 1 TBI club  
(but only 1 new member  
missing to achieve  
required goal!)  
No club leads  
VMWare will close



## SUCCESSION PLANNING

Candidates for DivD + 1  
AD missing



# STAR Program

DISTRICT 107 - DIVISION B

Unlock your club's potential with the  
**S**haring **T**oastmasters' **A**cumen &  
**R**esources Program!

## Why STAR?

- Expert insights
- Educational sessions
- Quality meeting

## Ready to shine?

- The STAR program is coming to you during the next weeks.

## How it works:

1. Which session: Your president submitted your club's needs
2. Engage with experts: We bring the STAR to your club
3. Transform meetings: Implement learnings for elevated meeting experiences

# Strategy

---

- Bring Mallorca closer to the Division: Division B Contest in Mallorca, 27 April
- Leadership: Engage members to step up for leadership/project roles via “Division recognition pin”
- Education and quality: STAR program launched
- Pathways support: Guide for HPL/projects in Level 4 and 5 with examples
- Succession planning: Reaching out to current and ex-presidents



# DIVISION B SPEECH CONTEST


PALMA DE MALLORCA  
27TH APRIL 10-18H

CONTESTS, WORKSHOPS AND MUCH MORE

- FRIDAY EVENING: DRINKS & TAPAS IN PALMA
- SATURDAY EVENING: DINNER & SHOW
- SUNDAY MORNING: JOINT CITY TOUR

WHAT ARE YOU WAITING FOR? BOOK YOUR FLIGHT AND JOIN US FOR AN AMAZING WEEKEND FULL OF LEARNING, NETWORKING AND PALMA CULTURE.

STAY TUNED FOR HOTEL INFO  
AND MORE DETAILS!

 [FUNDACIÓN LABORAL DE LA CONSTRUCCIÓN](#)



**TOASTMASTERS**  
INTERNATIONAL

# Good Ideas that actually worked

- TLI January 2024:
  - During the promotion of the TLI we put emphasis on the fact that it is not just an officer training but open to all; Great result: 18 out of 72 registrants were non-officers
  - Used non-visible members/potential officer successors for small roles like icebreaker, group leaders officer training
- Pathways educational completely through Kahoot: Engaging!  
(Dulce)

# Help/Contributions you may need from others

- Ideas on how to get more mentors for new members?
- Any tip to improve persuasion skills in finding DivD and AD



# Division A Success Plan

Director Division A – Irantzu Chinchetru



Elena

Marisa

María

Gabi

Irantzu

# A-TEAM

# Goals

## EDUCATION

We need to continue to support VPEs and think of ways to encourage members to use Pathways



## CLUB GROWTH

Steady growth – 25 new members in A2

- Support the start of the 3 new clubs in Madrid:
- Geotalk
  - Amazon
  - Guidewire (prospect)



## CONTEST

Hold a successful Division A contest

# Situation Analysis



## EDUCATION

75% of the clubs have  
Membership point  
50% of them have both  
membership points

Congratulations to:  
Excelencia – 17 members



## GROWTH

Clubs keep growing and  
division growing as well.

3 new clubs in Madrid



## COT

All areas completed  
their COTs



# 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

- Very interactive COTs

# 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!



# Current District Business



**Alignment / Point of Situation**

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

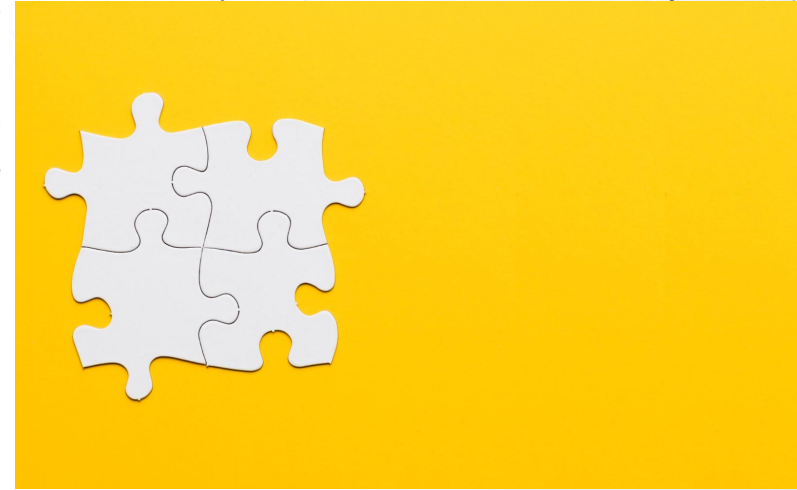
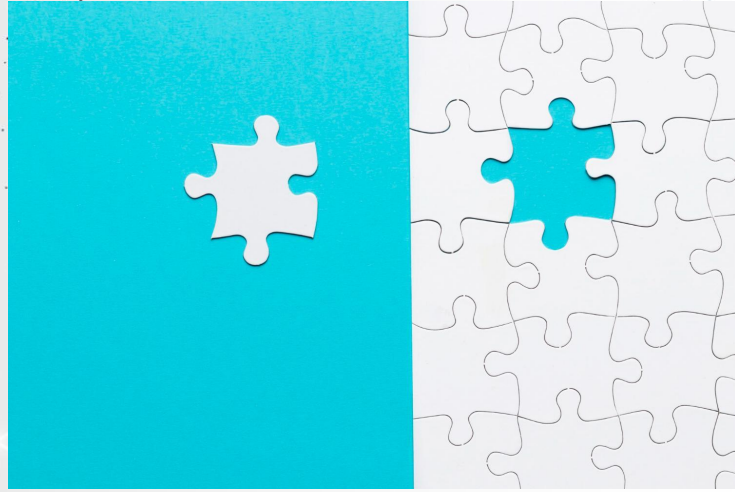
# THE BIG... PUZZLE

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



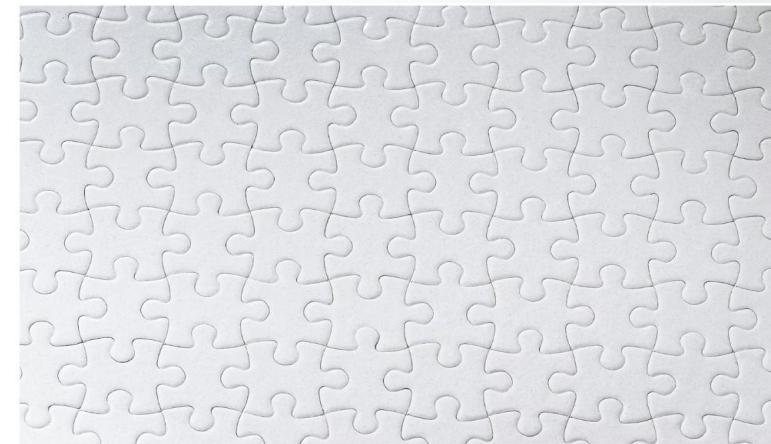
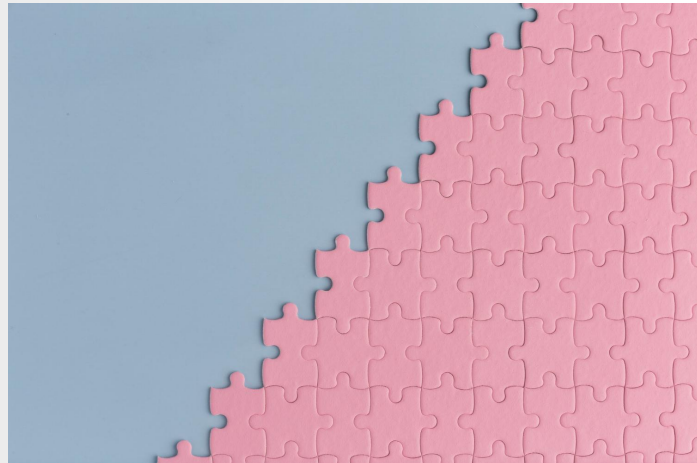
# Fitting the **PIECES OF THE PUZZLE**

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



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

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



Group of  
**DIVISIONS**

**ONE DISTRICT**

One **DIVISION**

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

### **January:**

-Meetings with Division Directors regarding their ideas for next term Alignment



*Timeline:* Fitting the **PIECES OF THE PUZZLE**

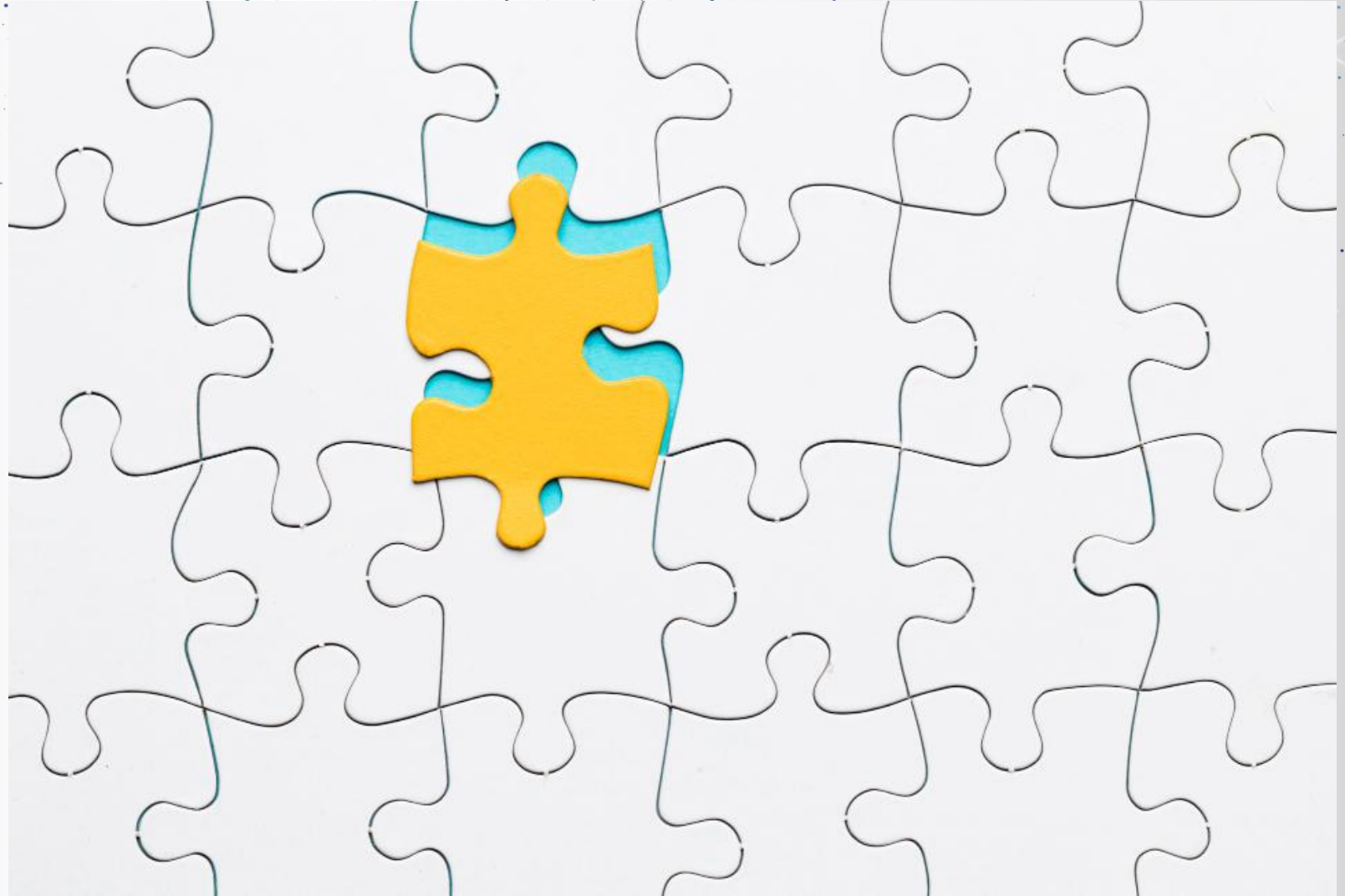


Division Directors' ideas for alignment are **very important and taken into consideration.**



*Timeline:* Fitting the **PIECES OF THE PUZZLE**

Regular **information sharing** with the TRIO and IPDD



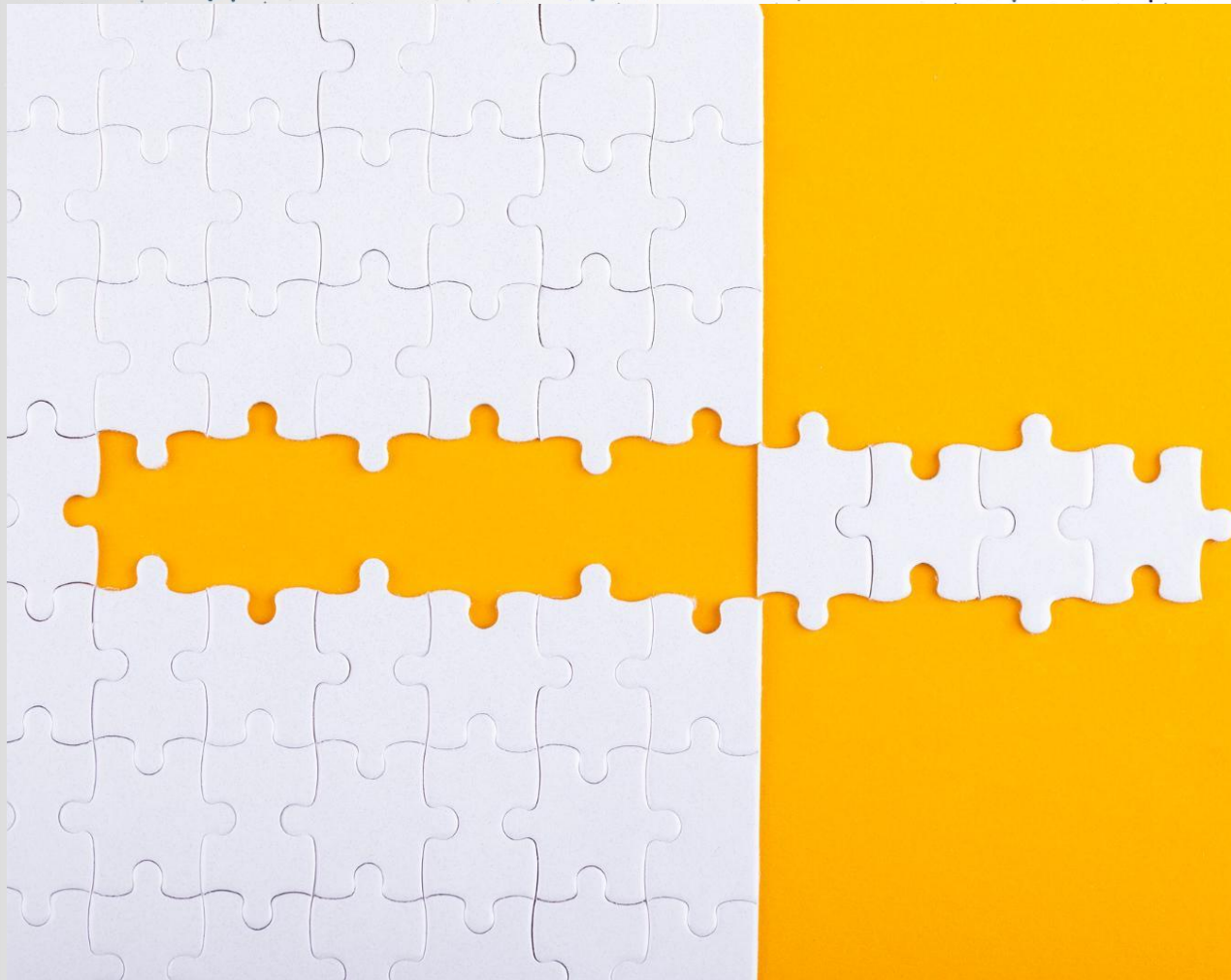
*Timeline:* Fitting the **PIECES OF THE PUZZLE**

**Exchange of information  
with CGD, regarding:**

- Leads
- Prospective
- New Clubs



*Timeline:* Fitting the **PIECES OF THE PUZZLE**



**March**, next meeting with Division Directors, about the alignment of their Divisions.

- **To better fit the Puzzle pieces**

*Timeline:* Fitting the **PIECES OF THE PUZZLE**

**Until May:**

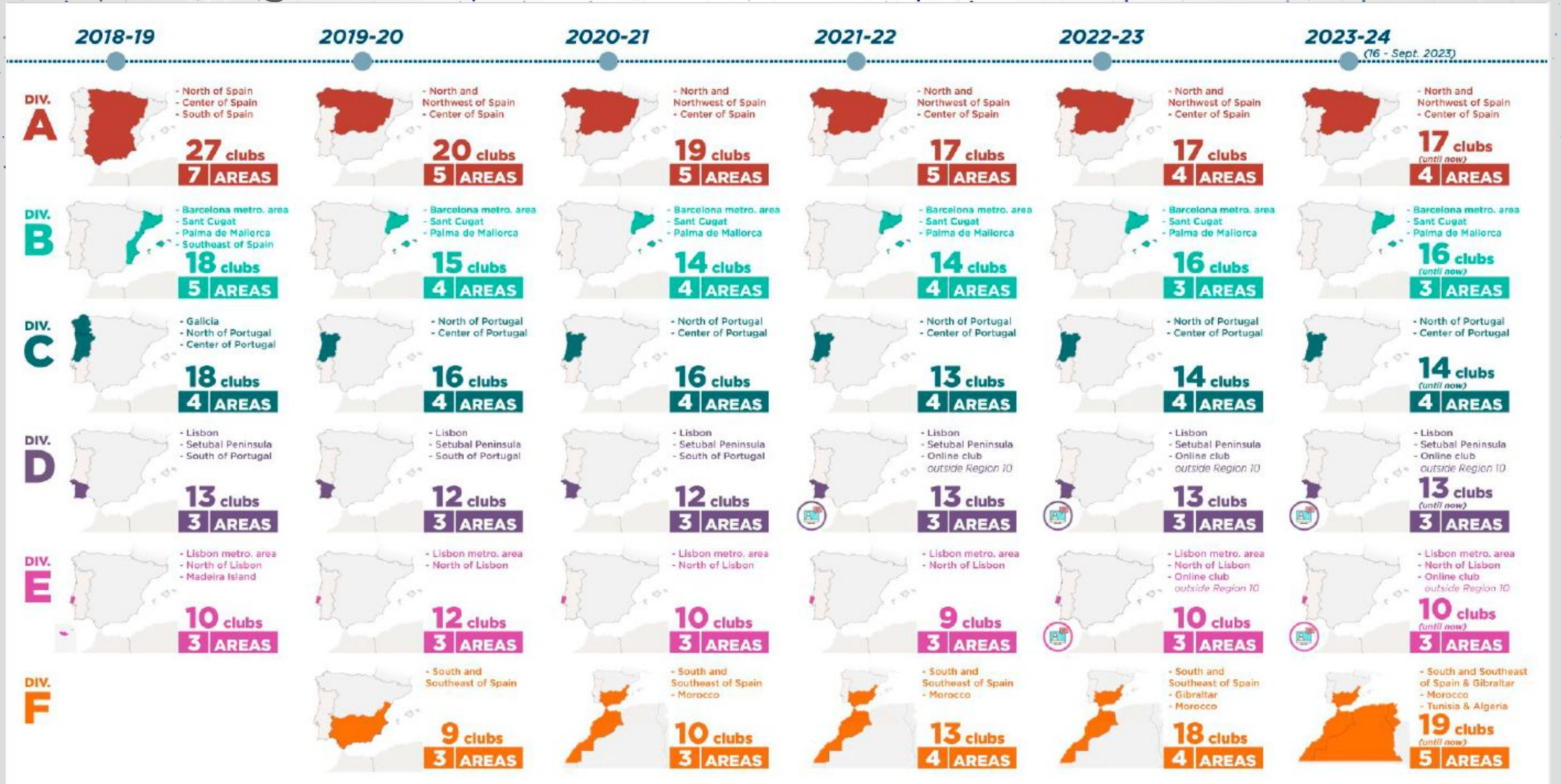
Sharing of information  
with TRIO, IPDD and  
Division Directors

**May 18, DCM**

New alignment  
proposal



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



*Timeline:* Fitting the **PIECES OF THE PUZZLE**

**In the Alignment:**

- **Clubs can change Areas and Divisions**
- **Areas can change for other Divisions**
- **New Divisions can be Created**
- **etc..**
- **etc..**



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



HAVING THE BEST PUZZLE WILL  
EMPOWER OUR VOICES

**THANK YOU**

**TOASTMASTERS**  
INTERNATIONAL



# **Spring District Conference 2024**

**Program Quality Director  
Claudia Villarreal**



# PORTO

## DISTRICT 107 SPRING CONFERENCE

TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107

CELEBRATING  
TOGETHER

18 & 19 May  
2024

SAVE THE DATE

# AMAZING VENUE

CELEBRATING  
TOGETHER





[newslifestyle.pt](http://newslifestyle.pt)

# NUMBER OF REGISTRATIONS SO FAR

- LAST UPDATE 23/01/2024 -



# PRICES

## - For Toastmasters

### **Early Bird** - Ends 29 February 2024

**Full Package 135€** - Conference, Coffee-Breaks, Workshops, Gala dinner and Saturday lunch

**Small Package 85€** - Conference, Coffee-Breaks, Workshops and Saturday lunch

**Gala Dinner 55€** - Gala Dinner only

### **Regular Bird** - Starts 1 March 2024

**Full Package 155€** - Conference, Coffee-Breaks, Workshops, Gala dinner and Saturday lunch

**Small Package 105€** - Conference, Coffee-Breaks, Workshops and Saturday lunch

**Gala Dinner 55€** - Gala Dinner only

# Celebrating Together

TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107

**FRIDAY**

**17**

- CULTURAL ACTIVITIES
- AND MORE...

CELEBRATING  
TOGETHER



TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107

**SATURDAY**

**18**

- DCM & GROUP ACTIVITIES
- SPEECH CONTESTS
- GALA DINNER
- AND MORE...

CELEBRATING  
TOGETHER



TOASTMASTERS  
INTERNATIONAL  
DISTRICT 107

**SUNDAY**

**19**

- WORKSHOPS
- NEW OFFICERS
- AND MORE...

CELEBRATING  
TOGETHER



# THE AMAZING TEAM



**Sérgio Águia**



**Mafalda Guimarães**



**Sílvia Vilas**



**Rafael Marques**



**Luis Marrana**



**Norberto Amaral**



**Sofia Marques**



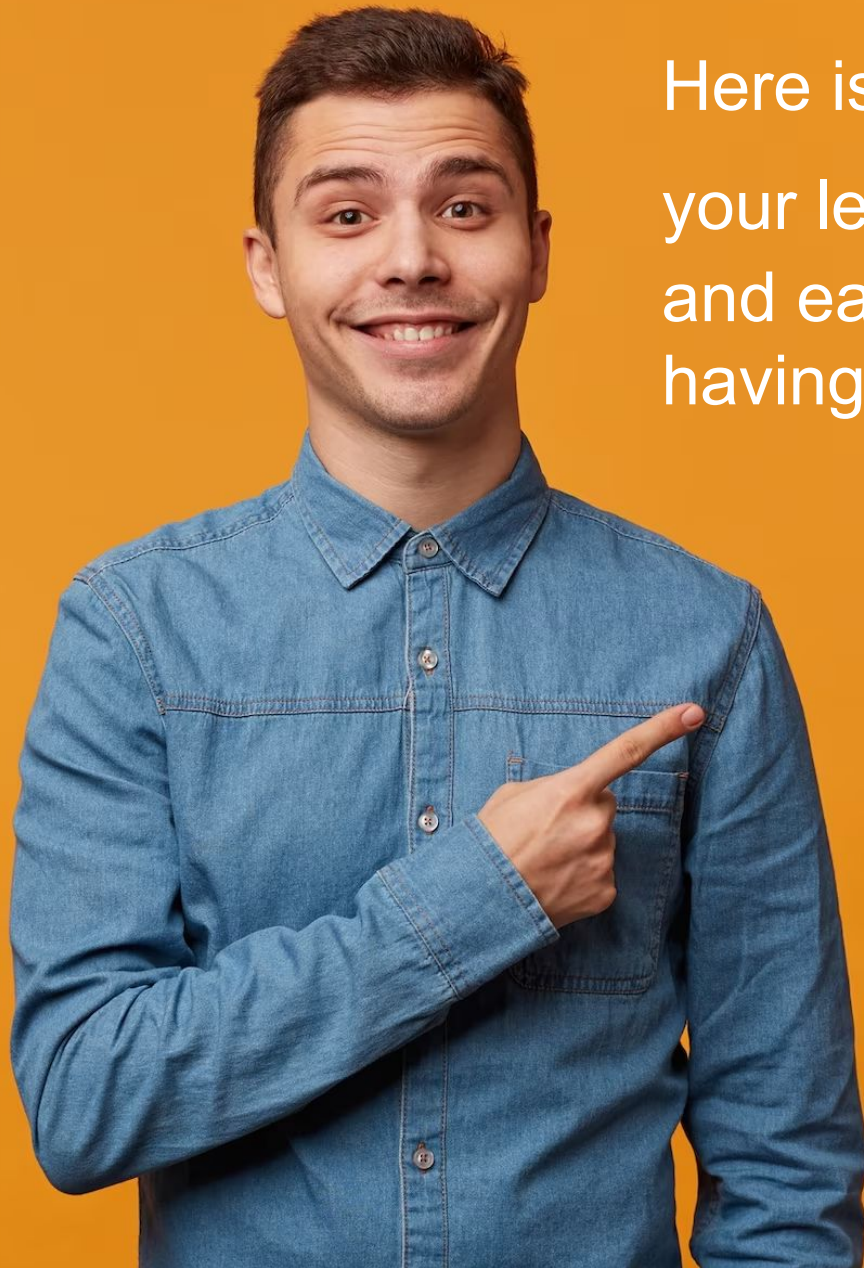
**Catarina Cardão**





# **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 April 2024** to  
[pqd@district107.org](mailto:pqd@district107.org)

# Candidate Checklist to organize a fall Summit or spring Conference

- 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 April, and send to [pqd@district107.org](mailto:pqd@district107.org)



**New Business and Other Business**

**District Director  
Vera Margarida Cunha**



# AUDIT COMMITTEE



**AKHIL GUPTA**



**JOÃO PIRES**



**MERIEM MENTAGUI**



# Adjournment

District Director  
Vera Margarida Cunha