



The FOURcaster

Do I Need Toastmasters in These Down Economic Times?



by Joe Madley, DTM
Past District 4 Governor

The answer is a resounding yes! With companies downsizing and laying off employees in record numbers, your Toastmasters training and skills are extremely important.

If your company is one that is adversely affected by the economic downturns, being visible and speaking intelligently on the issues that may improve your company's bottom line can help keep you employed. In past recessions, I have been in the position of deciding who goes and who stays with the company. If you make visible contributions to your company's success, you are less likely to be one of those laid off. Your value will be apparent to your manager and your manager's manager if you express ideas clearly and succinctly. And where do you learn to do this? You got it, in your weekly Toastmasters meetings.

You might even want to tailor some of your meetings to get ideas for improving your company's bottom line. For instance, make your Table Topics company-specific. Develop scenarios that

address the issues that are likely to affect your company over the next three, six, nine, twelve months and longer. Then frame questions about what your members' departments could do to counter these adverse situations. Another approach is to be more global: what could your company do to minimize economic impacts?

Should I take time out of my hectic schedule to attend meetings in these trying times? The answer depends upon what project you have due at the time. Certainly don't attend your meeting if you have a due-date that afternoon and you have yet to complete the project. One aspect of being an effective employee and leader is prudent time management. Plan ahead. Budget your time so you have the luxury of both completing your project and attending your Toastmaster meetings. Don't neglect your job to attend a meeting. However, if you are stuck on some aspect of your project, attend the meeting and bring your situation up for discussion during the "Burning Questions" portion of your meeting. Some of your fellow club members may come up with a solution or two that hadn't oc-

curred to you. Even if you don't come away with the answers you wanted, you will have a break from your project and may return to work re-energized.

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Save the Date for the District 4 Conference!

May 15-16, 2009

Embassy Suites
South San Francisco

Benefits of attending:

- Hear award-winning speakers give the keynotes
- Cheer on contest participants for the Table Topics (May 15) and Humorous Speech (May 16) contests
- Attend the District 4 business meeting to stay up-to-date on current TM events
- Connect with other Toastmasters members from across District 4

Stay tuned for details!

A Message from our District Governor



by **Tony DeLeon, ACS/CL**
District 4 Governor

Fellow Toastmasters –
Happy New Year!

What are your goals? Finding a new job? Seeking a promotion? Maybe you're a best man or maid of honor at a wedding and want to make the perfect toast? Well—Toastmasters can help.

The secret is working the Toastmasters program. By taking advantage of all it has to offer, you will improve.

Are you working on a speech manual? Are you using the Competent Leadership (CL) manual when performing roles in your club? Are you documenting your

progress?

It's easy to let life get in the way of Toastmasters growth. The secret is that Toastmasters skills are life skills.

Each day gives you an opportunity to use your Toastmasters skills. Giving a presentation at work? Why not practice your presentation at your Toastmaster's club and get manual credit and evaluations? Then, once you have worked out the kinks, present it "in real life" and have a fellow Toastmaster witness and evaluate your presentation, and again get manual credit.

Interviewing for a job? Regardless if you are asking or answer-

ing the questions, Toastmasters Table Topics will help you sharpen your "on-the-spot" speaking skills—and a chance to get some CL credit when you practice your skills at a club.

Let's make every Toastmasters meeting count, and work from our manuals when presenting our roles and speeches. The Toastmaster year ends June 30th and I would like to see as many Toastmasters as possible earn their awards well before then. My theme this year is "Unlocking Our Potential" — for we all are keys to one another's successes. Remember your club is full of keys and every member has a chance to unlock your potential.

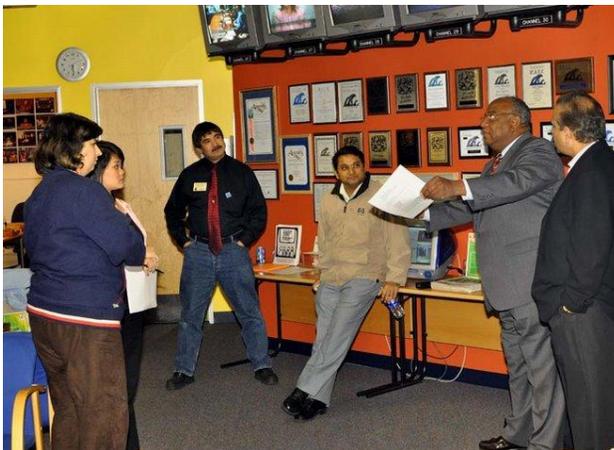
*"The secret is that
Toastmasters skills are
life skills."*

— *Tony DeLeon*

District Governor's Award – District Governor's Pin

An update to earning a District Governor's pin for educational awards – The first 100 pins for competent communicators have been earned but there are pins left for the awards listed below.

- First 100 members to earn a Competent Leader Award – CL
- First 50 members to earn a Advanced Communicator Bronze – ACB
- First 50 members to earn a Advanced Communicator Silver – ACS
- First 50 members to earn a Advanced Communicator Gold – ACG
- All Advance Leader Bronze and Silver – ALB and ALS



For more of Robert Tang's photos, click the links below :

<http://picasaweb.google.com/District4PRO/ToastmastersBayToBayEpisode5February2009>
<http://picasaweb.google.com/District4PRO/ToastmastersBayToBayEpisode4December2008>

Toastmasters Bay to Bay

In the Fall 2008 FOURcaster, you read about the Toastmasters Bay to Bay television program. The purpose is to provide District 4 members with the opportunity to speak on television.

Even if you are not speaking, you can still participate — by supporting your fellow Toastmasters in the audience of these tapings, and providing them with a smiling audience!!

More information:

- Dates for upcoming tapings will be posted on the District 4 website:
<http://www.d4tm.org/>
- Watch past episodes:
<http://www.d4tm.org> or
<http://mcmediacenter.blip.tv/>
- Read the Fall FOURcaster:
www.d4tm.org/District_4/fourcaster.html

Writing Your Winning Speech

by **Henry Miller, DTM**
Lt. Gov. Education & Training

As we approach the International Speech Contest season, many Toastmasters may be asking, “I have written a great speech which I am sure can win at the District level, but can I first beat my club’s favorite speaker? What if I fail like the last time when I thought I was so good?”

Well, those questions can only be answered if you pick yourself

Regional level twice, I can attest to the fact that competing at all levels is a process, requiring much mental and physical preparation. As you write your speeches, I recommend preparing three versions: one to take you from the Club to the District level, one for the Regional contest, and one for the International Speech Contest.

Given the competition time limit of 7 minutes, you should target 6 minutes—and be thinking

our District. You must also know when body, mind and spirit tell you that you have a final version. Above all, you must know if you are truly committed to your core message. If you don’t believe it—you can’t sell it.

One of the most important lessons I have learned from many of my mentors is that you should always tell your own story, not someone else’s, to establish a unique connection with your audience. Once you have made



I have adopted some of the following techniques, which were brilliantly crafted into President Obama’s Inaugural speech to deliver his message to the nation and the world. I have quoted President Obama below to illustrate each technique.

- **Imagery:** “...brave the icy currents and endure what storms may come.” “gathering clouds and raging storms.” ... “but that we will extend a hand if you are willing to unclench your fist.” Imagery colors your language, and brings your words to life.
- **Alliteration:** repetition of words and phrases for impact. Position your repeated words or phrases at the beginning of each sentence: “This is the price... This is the source... This is the meaning...” Simple words used effectively.
- **“You to I” ratio:** President Obama used “I” three times in his address and “we”, “our” and “us” 142 times. When you use inclusive pronouns, they inspire and engage your audience.

up, dust yourself off, and begin the journey all over again, just as many past Champions have.

Every Toastmaster, who has ever had aspirations of being the World Champion of Public Speaking, enters their Club Contest believing they have a message, which can be developed into a winning speech. The challenge many speakers face, whether they have competed a hundred times or never before, is, “How do I get past the Club level and on to the Regional for the world to hear my message?” Well, it all begins with good writing. Even if you have decided to enter your speech competition just for fun, writing it out can transform a good speech to a winning speech.

Having made the journey to the

about the number of words you have at your disposal. Economy of words enhances your message. Focus on using between 750 and 800 words to deliver a core message that will be remembered by the judges and the audience whether you are the first, middle or last speaker in the competition. During the one minute of silence after your speech, your message should be echoing in the minds and hearts of everyone who heard you. If you achieve that, whether you place first, or not at all, in the competition, you have written and delivered a winning speech.

Keep in mind that winning speeches are not just written — they are re-written. That was a core message that David Brooks, 1996 World Champion of Public Speaking, delivered recently to

that connection you should then use all the speaking techniques you have learned to maintain that connection with your audience. If your presentation has a point that tells a story, and that story touches the emotions we as humans all share, you may very well have a winning speech.

As you prepare to deliver your winning speech, and even before you begin to internalize what you have written, ask yourself these important questions... Did I include my audience? Did I use silence to send my message? Who is the hero in my speech? Did I use imagery and other recognizable speaking techniques? What is my “you to I” ratio? Many times, the answer to those questions can tell, if you have, indeed, written your winning speech.



“Winning Speeches are not just written—they are re-written.” — Henry Miller

Tips-n-Tricks: Roundtable CL Evaluations

by **Torsten Bittner, CC**
President, Adlibmasters

If your members are struggling with completing their Competent Leadership (CL) manuals, here is an idea for your club: at the beginning of the meeting: have every member pass his or her manual to the person sitting on their right. This person evaluates the member for the role played at the meeting. Adlibmasters 1898, in South San Jose, has been doing this for the past few months

and it's been very successful. I learned about this practice from Karina Goldrajch, President of the Al-

Valley Orators club, at an Area meeting. Her club tried this idea, and they found it to be successful. This is a great example of



how clubs can learn from each others' creativity and successes.

Initially, many members didn't even bring their CL manuals to the meetings, but after a few meetings of "What? You forgot your CL manual? Again!?" each member brought the manual regularly. In order to speed up the process of handing over the manual, our members mark the correct evaluation page with a bookmark. At the end of the meeting, we allow 3 minutes for everyone to complete the written evaluation. We realize that this takes time away from the meeting, especially since we have a lunch meeting that only lasts one hour. However, this ensures that

all members get their manuals back before they leave the room. Without the immediate evaluations, we had the problem of CL manuals staying with the evaluators. Sometimes the manual wasn't returned until the next meeting, making planning the next task difficult.

We found our "Roundtable CL Evaluations" to be very useful. They help unleash the power of the CL manual — all members are reminded about what's important when serving their roles. The feedback helps everybody to improve, and we all can enjoy smooth, enjoyable, and high quality meetings.



Talk Up Toastmasters: February 1 – March 31

Did you know that from Feb. 1 to March 31, 2009, Toastmasters International has a membership-building contest for clubs? It's **Talk up Toastmasters!**

During the Talk up Toastmasters period, I encourage your club's members to invite as many guests to your meetings as possi-

ble. Consider conducting a special guest meeting, where you conduct a regular meeting, but also specifically discuss the benefits Toastmasters members receive as they participate in the program.

What do you need to do? Add 5 new, dual or reinstated members

to your roster during the contest period, and receive a **Talk up Toastmasters** ribbon to display on your club's banner. The club will also earn a choice of one module from *The Better Speaker Series*, *The Successful Club Series* or *The Leadership Excellence Series*.

*Change someone's life
— introduce them to
Toastmasters!*

Click here for the complete rules: <http://www.toastmasters.org/NonNavigableDocs/MembershipContests.aspx>
Find membership-building ideas here: <http://www.toastmasters.org/Members/MembershipBuilding.aspx>

Marketing Update

by **Tim Childers, DTM**
Lt. Governor Marketing

It has been a fantastic year thus far for growth of District Four. We have *nine new clubs*, and there are many clubs in the process of organizing. Creating clubs takes teamwork and we couldn't do this without help from many of our Toastmasters. I would like to take this opportunity to thank everyone who has been involved in the Kick-Off, Nuts-N-Bolts meetings, and those who have become mentors and sponsors for each new club.

On the right, please find District Four's nine new clubs. Join me in welcoming each one to our District.

Creating new clubs is very rewarding and exciting; I would like to encourage anyone who would like to create a new club at your company or community club to do so. Remember that being a sponsor or mentor for a new club counts towards achieving an Advance Leadership Silver (ALS) award. If anyone is interested in starting a new club, please contact me at lgm@d4tm.org.

This is the time of year when we start to get ready to *pay our clubs dues*. Please let us make

sure our clubs' Treasurers pay dues on time. Start collecting dues at the beginning of March to ensure payments will get to Toastmasters International on or before April 1st, 2009. Let's set ourselves a goal to submit our dues before the April 1 deadline.

Those clubs that get their dues payment in on March 10th, 2009 will be recognized at the Spring Conference!

We have been very successful getting dues paid on time in the past. We can do it again for the last six months of this term.

Remember — paying dues is important to the success and the growth of your members. By paying the dues on time we:

1. Ensure the club and its members are in good standing with Toastmasters International.
2. Ensure that members can unquestionably participate in the upcoming contests.
3. Achieve one of your club's goals in the Distinguished Club program.
4. Demonstrate leadership qualities by taking responsibility for the finances of the club

5. Support the overall success of the Club, Area, Division, and District to become Distinguished.

We hope that everyone can see why paying dues on time is critical for all of our success!

We should promote Toastmasters year round and with our current economy, this is the time to *encourage others to join Toastmasters*.



Below are the nine new clubs in District 4., and the Areas to which they belong. Join me in welcoming these new clubs to our district.

- E-4 Stagecoach Speakers 155 Fifth Street San Francisco
- G-4 MacYaks Santa Clara
- E-5 Mobile Toasters San Francisco
- F-4 Vakpatugalu Milpitas Milpitas
- C-1 CRMP Toastmasters Menlo Park
- H-1 Sony Saystation Foster City
- E-3 Huron SF San Francisco
- D-1 Eloquent Elocutionists San Francisco
- D-1 Advent Toastmasters San Francisco

There are many reasons for new members to join Toastmasters. First, it is such a dynamic organization, and a great way to network. It's a good way to hone our interview skills, since we can work on the way we convey our message, and it is a very inexpensive way to learn these skills. My challenge to each of us is to invite one person to every meeting that we attend. Let's get the word out to help grow our clubs' membership!

PR Tip: Toastmasters Business Cards

Tired to scribbling your contact information on a scrap of paper? Instead, advertise! For the next conference, create your own TM business cards using the online template:

<http://www.toastmasters.org/Members/OfficerResources/ClubOfficerResources/Stationery.aspx>

Jane Doe, ATM
Club Office

Club Name
Club Information

Toastmasters International 

1234 Main Street - Anywhere, CA 92001
H: (949) 555-6789 **F:** (949) 555-4321
www.clubname.org - jdoe@clubname.org

The Secret to Club Growth



by **Mare Repetto, CTM President, Genentech Toastmasters**

As I was going through our Performance Planning and Review process, I looked at what our club has accomplished since July 1st. What I discovered blew me away. We grew by 14 new members in 5 months. That is a 52% growth!

What else? We received the Smedley Award. We had 100% of our officers trained. And, we received corporate funding that allowed us to buy a club banner, host the Area Speech contest, order nice trophies, and bring in a professional voice coach to lead a seminar for our members.

Why was our club growing at a phenomenal rate, while other clubs were struggling? How did that happen?

1. Trust the Toastmasters Educational Program. Follow the program the way it

was designed. This includes participating in contests, as well as Area and District events. This is the seed for growth.

2. Have 100% of your officers trained. The purpose of the training isn't dry data. Everything you need to know is in your officer's manual. The purpose of officers training is to set the tone. 100% officers trained sends the message that Toastmasters is important, and that the officers are committed to serving the membership to the best of their abilities. It is also where officers will find a support system — other officers in other clubs, with whom they can exchange ideas.
3. Encouragement. Be honest and in a gentle and kind way. You will find people telling you, "Toastmasters

is the highlight of my week." When people come out of a Toastmasters meeting, let them leave encouraged, excited and inspired.

4. Make sure everyone feels ownership in the club. The leadership sets the tone, but the membership sets the direction. Know why people are coming to the club. Help them achieve the potential they see in themselves.

The Big Secret

People who join Toastmasters are the best kind of people you'll find. They are courageous, kind and generous. They usually join because they want to improve their confidence or their communication skills. They usually stay because they discover they can be funny and boring, awful and amazing, inspiring or depressing — and they still get applause.

They can be funny and boring, awful and amazing, inspiring or depressing — and they still get applause!
— Mare Repetto (née Anne Satuito), shown above with her family



Toastmasters Stimulus Package

The Toastmasters year ends June 30, and it is my vision as District Governor for us to be Distinguished as a District. There is still time to make it happen! The District 4 team leaders have created a Stimulus Package to reward the efforts of the clubs.

To promote membership building of clubs with 12 members or less:

- \$50 TMI (Toastmasters International) certificate for 5 new members
- \$100 TMI certificate for a

net growth of 8 new members

- \$100 TMI certificate when the club reaches Distinguished Status
- \$100 TMI certificate to the club coach or coaches for helping the club become distinguished by end of June 2009

To promote membership growth for clubs 13 members and over:

- To the first 50 clubs, a \$40 TMI Gift certificate for a net growth of 6 members.
- To the first 30 clubs, \$100 TMI certificate for a net

growth of 10 members.

To recognize Distinguished Clubs:

- \$25 TMI certificate for Distinguished club
- \$50 TMI certificate for Select Distinguished club
- \$75 TMI certificate for President's Distinguished club

Awards will be given at the annual leadership luncheon in July. Tony DeLeon District Governor 2008-2009 District 4 Toastmasters "Unlocking Our Potential"

PR Tips from the Public Relations Committee

by **Birgit Starmanns, CC, CL
 PR Committee Head**

Public relations allows us to spread the word, both inside Toastmasters and to the outside world, to ensure that everyone knows about the incredible benefits that Toastmasters can offer — especially during these economic times!

Recently, District 4 lost its Pub-

lic Relations Officer (PRO). But that does not mean that we can afford to stop our PR activity! For this reason, a PR committee has been formed to ensure continuity in the PR activities. Below, I would like to introduce the members of this committee; each has offered his or her top “PR tip” to enable each of you to keep PR for Toastmasters top-of-mind.

As the committee head, my goal is to enable each Toastmaster to be an ambassador of the entire organization. PR is not just a centralized activity, but it relies on each one of us to let others know about the benefits, the friendships, and the achievements that Toastmasters has helped us gain.

If you have any ideas or requests, please let me know!



**Birgit Starmanns, CC/CL
 PR Committee Head**

Public relations is all about spreading the word. Whether in a casual conversation in which you mention your membership in Toastmasters, to the “elevator pitch” at work, to contributing to publications, to formal publicity in the press – anytime we let others in on the benefits of Toastmasters, we are doing our part, as the best grassroots PR team there is! So don’t wait for permission – take the initiative and create the buzz!



Alan Feinberg, ACB/ALB

One of the most overlooked ways to generate publicity for your club is to give a speech at a non-toastmasters function. Local organizations such as Rotary are always on the lookout for guest speakers. Choose a topic that will be of interest to a general audience, perhaps from the “Leadership Excellence” series. And don’t forget to invite a fellow club member to do a written evaluation so that you can get credit for your speech.



Bill Copeland, ACB

Through your Toastmasters publicity, give hope and invite friendship. Appeal to the resolve most people have to improve their interaction with friends and colleagues. Invite them to join a friendly supportive club where they can explore and develop their range of speaking skills.



Ellyson Barnes, DTM

Public relations provides a service to the Toastmasters community by helping to give the public and the media a better understanding of how the organization works. Public relations is the key to the success of Toastmasters. So whether you are at your Toastmasters club, at work or just going about your day, we are all ambassadors to Toastmasters International!



**Kristyn Fredericks, CC/
 ALB**

Be enthusiastic and have fun. People want to be a part of the excitement and be around people they like.

District Conference Highlights

For more photos, see Robert Tang's photo gallery here:

<http://picasaweb.google.com/District4PRO/ToastmastersConferenceNov2008>

Did you miss the District 4 Fall Conference? It took place on November 14-15 at the Biltmore Hotel in Santa Clara.

If you attended — re-live it here. If you did not — hopefully this will motivate you to attend the Spring Conference, May 15-16, in South San Francisco.



PR TIP: Give a Certificate of Recognition

Do you want to recognize someone who has gone above and beyond, but are not sure of how to do so?

Now you can! The PR committee has developed a Certificate of Recognition that you can give to a Toastmaster. The first one was given to **Tasha Ford**, for arranging the use of Wal-mart.com for the District 4 training. Congratulations, Tasha!



Golden Quill Award

by **Birgit Starmanns, CC, CL**
PR Committee Head

(l to r) Tony DeLeon (District 4 Governor), Birgit Starmanns (Golden Quill recipient), Len Radzilowski (Division C Governor) at the District 4 Fall Conference.

When you think of Toastmasters, you probably think of the educational distinctions, such as reaching your CC, your CL — or even your DTM! You may also think of the opportunities to hone your skills in the contests. That's not all — there are additional awards that District 4 has put in place to honor its members.

One of these awards is the Golden Quill Award, which is given to the Editor of the best Club newsletter in the District.

On the first evening of the District 4 Fall Conference, it was not only the Evaluation Contest winners who were announced. In addition, Len Radzilowski, Division C Governor, presented the Golden Quill Award to Birgit Starmanns, Editor of the SAP Toastmasters newsletter.

Len highlighted one of the dif-

ferentiators of the SAP Toastmasters newsletter: the contributions of all the club members to the articles in the monthly publication, and the focus on the individual club activities. This is only possible when all club members are invested in the success of the newsletter!

More information about the Golden Quill award is available on the District 4 website:

www.d4tm.org/Education/golden_quill.html

Feeling the Need to Serve? Feeling the Need to Lead? Consider a Leadership Role Beyond your Club!

District 4 Needs Leaders!

- Area and Division Governors for 2009-2010
- District Committee Chairs for 2009-2010
- Fall 2009 Area and Division Contest Chairs
- Fall 2009, Spring 2010 District Conference Chairs and Committee Members
- Club Coaches, Mentors and Sponsors
- All Advanced Leader Bronze and Silver – ALB and ALS

Plan ahead to let us know if you are interested in serving in 2009-2010.

For more information, read about the roles and qualifications:

<http://www.toastmasters.org/Members/OfficerResources/DistrictOfficerResources/Elections/GeneralDistrictElectionInformation.aspx>

Complete the nomination form by **March 27 (at midnight)**: <http://www.toastmasters.org/OfficerNomForm.aspx>

Interviews of the nominees with the Nominating Committee will be held on **March 28**

Appointed Offices

- Area Governor
- District Treasurer
- District Secretary
- District Parliamentarian
- District Sergeant-at-Arms

District Governor Chairs

- Audit Committee
- Credentials
- Distinguished Area
- Distinguished Division
- District Historian
- Officer Nominating Committee

Lt. Governor Education Chairs

- Educationals
- Club Officer Training Statistician
- Fall 2009 and Spring 2010 Conference
- Leader Excellence

Lt. Governor Marketing Chairs

- Club Coach
- Club Extension
- Club Leads
- Dues Chair
- Drop List
- Realignment
- Recognition
- Speechcraft
- Youth Leadership

Public Relations Officer Chairs

- FOURcaster Editor
- Club Officers List
- District Directory
- Hotline
- Speakers Bureau
- District Website Team

District Officer Nominating Form

I wish to have the nominating committee consider the following person for the office of:

- | | |
|---|--|
| <input type="checkbox"/> District governor | <input type="checkbox"/> Lt. governor education & training |
| <input type="checkbox"/> Lt. governor marketing | <input type="checkbox"/> Division governor (please specify division _____) |

If applicable:

- | | |
|---|--|
| <input type="checkbox"/> Public relations officer | <input type="checkbox"/> District secretary |
| <input type="checkbox"/> District treasurer | <input type="checkbox"/> Area governor (please specify area _____) |

Name _____ CC AC CL AL DTM

Address _____ State/Prov. _____

City _____ Postal Code _____

Country _____

Telephone (H) _____ (B) _____ (C) _____

FAX _____ e-mail: _____

Home Club Name _____ Club No. _____

Please describe any club and district offices held by nominated individual (include dates of service if possible). Please share with the nominating committee why you believe the nominated individual should be considered for the specified position. If there is additional information you would like to include about this candidate that you feel would assist the nominating committee in their deliberations, please attach it to this form.

Submitted by: _____ Date: _____

Mail, fax or e-mail to:

Tony DeLeon, 830 Victoria Street, SF CA 94127 or e-mail to DG@d4tm.org

District Governor

Tony DeLeon (ACS/CL), dq@d4tm.org

Lt. Governor Education & Training

Henry Miller (DTM), lget@d4tm.org

Lt. Governor Marketing

Tim Childers (DTM), lgm@d4tm.org

Public Relations Committee Hear

Birgit Starmanns (CC/CL),
birgit.4.toastmasters@gmail.com

Secretary:

Lorraine Myers (ATMB/ALS), secretary@d4tm.org

Treasurer:

Jennifer Chan (ACB/ALS), treasurer@d4tm.org

Parliamentarian

Ken Cawley (DTM)

Sergeant-at-Arms

Robert Tang (ACB/ALS)

FOURcaster Editorial Staff:

Editor: Birgit Starmanns

David Katsumoto

Alan Feinberg

District 4 Mission

The mission of the District is to enhance the performance and extend the network of Clubs, thereby offering greater numbers of people the opportunity to benefit from the Toastmasters educational program, by:

- *Focusing on the critical success factors as specified by the District educational and membership goals.*
- *Insuring that each Club effectively fulfills its responsibilities to its individual members.*
- *Providing effective training and leadership development opportunities for Club and District officers.*

Division Governors:

Division A: Clarigene Binder, DTM

DivisionA@d4tm.org

Division B: Harsha Vyas, ATMS, CL

harshavyas2013@yahoo.com

Division C: Len Radzilowski, ACB, CL

lradzilo@yahoo.com

Division D: Mike Barsul, ACS, CL

mikebar8@aol.com

www.d4tm.com

Division E: Steve Aitkins, ATMB, CL

steve@i1010.com

Division F: Jennifer Stephenson, ACB, ALS

DivisionF@d4tm.org

Division G: Frank Young, ACB, CL

DivisionG2008@gmail.com

Division H: Stephanie Willis, CC, ALB

DivisionH@d4tm.org

Keep Toastmasters in Tough Times

by Renee Lam, ACB

Sunrise Toastmasters of Walnut Creek

Cisco Speaks of San Jose

I want to emphasize that Toastmasters participation pays off, and to keep Toastmasters dues in your budget, even during unemployment.

For example, I revived my membership with Toastmasters three months after I relocated to San Jose, California. I visited nine different clubs in the Northern California area, attending their breakfast, lunch and after-dinner meetings for two weeks. As a result, I gained

two coffee chats from working professionals, a free breakfast, two contacts willing to circulate my resumé and one informational interview. In exchange, I listened to the goals of these new networking pals. I took their business cards, keeping my promise to refer potential customers. After all, as Toastmasters we all support the mission to build up one another.

As a fresh MBA graduate and bride-to-be during this recession, I would like to [give] those nine Toastmasters clubs a standing ovation, for showing exceptional Toastmasters

spirit of fellowship. A Toastmasters membership is a cost-effective decision and worthy expense during a recession.

Renee's contribution ran in the *Letters to the Editor* section of the **Toastmasters** Magazine, January 2009.

Save the Date – Regional Conference, Hosted by District 4
Take the Opportunity to Participate!
June 11-13, Marriott Airport Hotel, San Mateo, CA

