



Back to Basics Power Up for the Future

District 66 2005 Spring Conference May 13th -14th

Toastmasters: Start Your Engines!

Get on track or miss the ride of your life. The 2005 Spring Conference will put every Toastmaster in the driver's seat and point each toward the checkered flag! Join us at the Holiday Inn-Richmond (Airport) 5203 Williamsburg Road, Sandston, VA, Friday evening May 13th as we set the pace for the race ahead.

Register Now: district66.org

On-line or by snail mail. Early-bird registration (including receipt of checks) through April 22nd.

Starting Times:

Registration begins at 4 p.m. Races start Friday night with a welcoming reception and speaker, and continue all day Saturday. Saturday registrations begin at 7:30 a.m.

From our Opening Banner Ceremony at 7:45 a.m., Saturday, through noon we'll have educational sessions. During our buffet luncheon, we'll salute our C & L Award recipient. Then we'll be treated to the Table Topics Contest. Our business meeting will be followed by the Banquet

and International Speech Contest Saturday evening. Don't miss the chase!

Track Conditions Are Ideal!

Room Registrations at the Holiday Inn-Airport are almost at the finish line! (Check in after 3 p.m. on Friday, May 13th.) The Toastmasters International Bookstore will once again be open. The Hospitality Suite will be open each evening at the conclusion of the day's races.

Rev Your Motors!

We'll salute our own champions who have achieved victories throughout the year. We'll set new standards for races ahead as we "Power Up for the Future!"

Fuel For Your Future!

We'll learn from "experienced drivers" how to set the best course towards achieving our goals!

Release the Brake! Accelerate!

Don't just sit in the stands or be left outside the raceway!

Shift Into Gear!

Participate in the race for excellence. You can be the driver of a winning car!

You Have the Key!

Your future is in the driver's seat!

Ignition! Blast off! Finish the Race a Winner! Be ready to "Step Up" to new challenges!

Race Weekend in Richmond! The ride of your life with Toastmasters!

Jan Leaton, ATMS/CL
Conference Chair

March Maddness

District 66'ers!!! It's March Madness time, and I'm certain many of you are waiting anxiously for Spring. There are lots of activities going on across the district. We need to keep our eye on the ball as we approach the end of this Toastmaster year. Dues are due. Club Treasurers get them collected and turned in ASAP. I encourage you to file them on line and then watch for them to be recorded. Club officers need to be reviewing and reporting to the club on where they stand on the club's Distinguished Club Plan. It's not too late to make course corrections and bring the club to distinguished status. There is still have time to finish that CTM and ATM. Talk to your VPE today. Clubs, Areas and Divisions have their contests planned. Bring forth your best to raise the bar at the District Contest on May 14th. There's an exciting conference planned in Richmond for May 13-14. Make your reservations today. Lastly but certainly not least — bring a guest to your next Toastmaster meeting and convert that guest into a new member. Help us grow and by all means, "Pass It On!!!!"

Will Snader, DTM

Room to Grow

Frank Herbert said, "I must not fear. Fear is the mind-killer. Fear is the little -death that brings total obliteration. I will face my fear. I will permit it to pass over me and through me. And when it has gone past I will turn the inner eye to see its path. Where the fear has gone there will be nothing. Only I will remain."

For most Toastmasters we faced one of our fears the moment we joined Toastmasters. The fear of speaking in front of a group of people. I submit to you that we still battle another real fear. The fear of receiving feedback that will allow us to improve the very skill we came to Toastmasters to gain. Even in our personal and professional lives it is hard to accept and build on those areas of needed improvement. We feel that we are being picked on or "they" have something against us. Is it time to "turn the inner eye to see its path?"

Often I have the opportunity to visit many of our clubs. What I see in our evaluation segment most often is praise, praise, praise but no real feedback to help our members grow. I hear what you are thinking. Our organization is built on giving positive feedback to our speakers and we do not want negative criticism shared with any of our members. That is against our mission and vision.

See "Room" on page 3

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A View from the West

A fast eight months have slipped by. The participants in the Western Division have accepted the challenges and are on course to complete the journey.

If there is one word to communicate the successes we have accomplished, that word is "Leadership."

Leadership, simply stated, means having the ability to step up and step forward. However, true leadership cannot be stated simply. There is too much involvement and too much attention to detail.

Therefore, taking into consideration what the Area Governors have accomplished, I can say, with complete certainty, that leadership has been demonstrated and leadership, on the part of the five Area Governors in the Western Division, has established some results that are truly noteworthy.

I have shared with you a short course in history. It's the Present and the Future that now occupy our thoughts.

We continue. We have proven that we are worthy and we look forward, with great anticipation, to the challenges ahead.

I have attempted, as Western Division Governor, to bring as many Toastmasters as possible into the scheme of events. That's not easy, given the geographical factors and the varying interest levels. However, programs and procedures that are currently being put into place and are being implemented will insure that more and greater successes will come into being and more players will participate.

There are a lot of things going on in the Western Division. They are going to create a profound impression on the year's developments and on the District's achievements.

Leadership can flow across the Division and across the District as we prepare for the upcoming Speech Contests.

All of us can gird ourselves to serve in the part of the process that fits our interests and our needs.

We can scale the heights from the Club to the Area to the Division to the District. Come and be a part of every level. Show your true colors as you rally around your Club banner and see your District banner once again unfurl on October 30 at the Fall Conference.

If you aren't having fun yet, what's holding you back? Be a leader! Be a supporter! Be a Toastmaster!

*Bill Henderson, DTM
Western District Governor*

Treasurer's Report

District 66 is in sound financial condition. Of the semi-annual \$18 fees each member pays to World Headquarters, \$4.50 comes to the District. This money is known as per capita. In the seven months to the end of January 2005, District 66 has received \$8,716.50 in per capita. From this money the following has been spent; Membership and club extension \$1,333.14 Contests and Awards \$1,388.65 Administration \$262.00 Travel \$3,423.71.

In addition there was \$6,599.00 registration fees received for the District Fall conference, which cost \$6,229.51 to stage and \$1,140 registration fees for the Winter Leadership Institute, which cost \$1,140.79. There has been some other incidental income such as donations. The difference between revenue and expenses is \$2,435.55 excess of revenue over expense. The District has received about half its budgeted income and spent about a third of its budgeted expense. There will be significant expenses in the last few months of the year as we recognize achievement in the District Membership Building Contests. There was \$34,996.46 available in the District's accounts at 31Jan05.

Ian Henry, ATMB/CL
District Treasurer

"Thank You," Two Little Words with Big Meaning

Here we are at the beginning of Spring and in the middle of the Toastmaster year. Have you looked back and observed all of the things that have undergone change over the months since our year began? We have gone thru summer, fall and winter, conferences, training and contests, club meetings, board meetings and "events". It makes one dizzy to sit as an observer and watch the whirling blur of days passing by. It feels as if one is sitting in Orson Wells' Time Machine.

What one forgets in the passage of these events, which we stash in memory as "living", is that so many people rise to the occasion to make these simple things "happen". Who gathers the information, aligns the facilities, disseminates the important data and presents the occasions which we all attend, be it at the club or any other level within Toastmasters? How does it all pull together in an organized and coordinated manner so that we receive the expected enrichment? What can we do to express our gratitude for the multitude of people who donate their time and efforts?

Remember, they are all volunteers! They give unstintingly of their personal time, energy and expertise.

Surely you have heard the old cliché, "time is money." Think of how truly out of luck we would be if we had to pay for their services. However, there is one way we can pay them, and it costs *nothing*! What is it? We can show our appreciation by just saying, "Thank you!" Those two little words mean more at times than anything else. Try it. It's an easy exercise. Just pucker up your lips and say, "Thank you" and for added measure "... for all you do." The next time you happen to be at one of these "events" make sure you try the exercise again. It is guaranteed to become easier each time you do it. But, the best part is someone may actually know they are appreciated!

So, to all of you who have and will give so unselfishly of your time and energies I take this opportunity to say my personal, "Thank you for all you do."

*Tanya T. Weiland, Eastern Division
Governor*

In Memoriam

Our prayers are with Lee Lewis, Sr. on the death of his son, Lee Lewis, Jr. in Iraq. Lewis, Sr., of Hampton, is a member of Future Leaders and Thinkers Club.

“Room” from page 1

However, we joined our organization to grow. We cannot grow with out receiving some feedback that allows us to grow.

It is my belief that we lose a lot of our seasoned members and experienced speakers because of this. I have had this conversation with some very good speakers who left our organization for this very reason. Every time they spoke, the evaluator said, and you know the words I will write, I can't find anything to say that would help you. You were perfect! None of us is perfect. Even the best speaker in our district has room for improvement.

It is the duty of the evaluator to find that area for the speaker. It is the duty of the General Evaluator to evaluate the evaluators. The General Evaluator gives feedback to the evaluators on the job they did of finding the areas of improvement and praise for the speakers. This is how the General Evaluator helps the evaluator to

grow. The evaluator helps the speakers to grow.

Is life perfect? Is that our expectation? We do not live in a dream world. In the real world, we have to constantly work to make our current situations better. The person who succeeds is the one who is willing to stick out the tough times to make them better. The other continues through life looking for the easy way out. This applies to our speaking, our relationships, our professions, and our life in general. Take an inner look; find your area of needed improvement.

Our ability to receive feedback that will help us to grow is a great area that we can all work to improve. We must not throw a tantrum, say, “that was a bad evaluation” because you received feedback that shared areas of improvement. Be grateful that you have received a golden nugget to help you grow.

Sometimes I hear, “that evaluator was way off base”. Is your club practicing the technique of allowing each

member to give written feedback to the speaker? If so the oral evaluation is either validated by the written comments of the other members or the comments can be disregarded.

This is not a license for bashing by evaluators. It is still the task of the evaluator to give positive feedback and to share the areas of needed improvement in a respectful manner that can be received by the speaker and the other members of our organization. Remember the General Evaluator evaluates the evaluator.

The phrase no pain, no gain comes to mind. The thought of looking into a stagnant puddle comes to mind. Are we refusing to grow? Is your club just the place for your night out to have some fun? Which is your choice? Why did you really join Toastmasters?

“ I must not fear. Fear is the mind-killer. Fear is the little -death that brings total obliteration. I will face my fear. I will permit it to pass over me and through me. And when it has gone past I will turn the inner eye to see its path. Where the fear has gone there will be nothing. Only I will remain.”

Pat Jordan, DTM
International Director

A Message from your LGET

Fellow Toastmasters - Did you stop to think what the letters in the word **TEAM** stand for? You can let your imagination take you wherever you want. But for me, they stand for the following:

Together we **E**xcel, **A**chieve and **M**anage.

That is what Toastmasters is all about: **TEAM** work. Last year on July 1, 2004, Toastmasters presented a challenge to us. They provided us with:

Specific **M**easurable **A**ction **R**ealistic **T**ime bound **G**OALS to achieve by June 30, 2005.

These **SMART GOALS** apply to all levels of our organization. They are presented as a challenge to us at the **CLUB** Level (Distinguished Club program), at the **AREA** Level (Distinguished Area Program), at the **DIVISION** Level (Division Distinguished Program) and the **DISTRICT** Level (Distinguished District Program).

By now, I hope you started to see the concept of the **TEAM**. You should have guessed by now that your **DISTRICT** can not be distinguished, if your **DIVISION** is not distinguished, your **Division** can not be distinguished if

your **AREA** is not distinguished and your **Area** cannot be distinguished if your **CLUB** is not distinguished.

But what makes our club? The answer is imbedded in the word **MAP**;

Members, **A**dministration and **P**rogram

Again, the concept of the **TEAM**: Without our **MEMBERS** we have no clubs and without our **ADMINISTRATION**, the club will not function and without a strong educational **PROGRAM**, our members will not deliver to us a **DISTINGUESED CLUB**.

We have about three months left in this Toastmasters year. It is a time for all of us as a **TEAM**, Club members, club officers, Area Governors, Division Governors, and the **TOP 3** District Officers, to take a hard look at our status and statistics at all levels to see

if we are on target with our **SMART** goals and if we are on our way to being **DSTINGUISED**. If you are, don't relax and go for the next level. If you are not, construct your action plan, execute it in the remaining three months and go for it.

The table above provides a closer look at our Critical Success Factor as a District and where we are reaching our goals:

Yes, we have achieved and exceeded one of our goals, **ATMs**. But we still need to achieve the other three goals: **Clubs**, **Membership** and **CTMs**. Without them the District will not be distinguished.

You should be proud that your District had maintained a distinguished status for the last several years. That is because the **Cubs**, the **Areas** and **Divisions** were also distinguished. Let us keep up the tradition and go for it as a **TEAM**. Go **TEAM** Go!

Sal Asad, DTM District 66, LGET

Critical Success Factor	Base	Growth Target	YTD	short	Over
1. Club Growth	109	3%	112	108	4
2. Membership	4256	2%	4341	2378	1963
3. CTM 3.5 % of Members			148	91	57
4. ATM 1% of Members			42	50	8

A Dickens of a Christmas Party

The Peninsula Toastmasters Club #2619 hosted a gala holiday event based on Charles Dickens' famous novel, "A Christmas Carol" at Steve's Steakhouse, 11847 Jefferson Ave., Newport News, VA., December 7, 2004.

Toastmasters of the Hampton Roads area and their guests were invited to attend and participate, sharing in the spirit of giving to their communities.

Party Chairman, ATMS/CL Dennis Bailey, President of the Peninsula Area Speakers and member of the Peninsula Toastmasters, conceived the party theme, planned every detail of the event and cast the costumed Dickens' characters as he filled the varied roles of a typical Toastmasters meeting. Most notable were DTM Robert Miserentino, member of the Peninsula Toastmasters Club, who served in the role of General Evaluator while dressed in a tunic and waistcoat as the character, Jacob Marley. A long queue (pigtail) cascaded to well below his collar. Diminutive TM Ulku Nouri, member of V.O.I.C.E.S. of Williamsburgh, wearing wide red suspenders and carrying a crutch portrayed Tiny Tim as she introduced tantalizing Table Topics with a holiday theme.

Dennis Bailey, Toastmaster of the Evening, portrayed Bob Cratchet as he introduced the three Spirits of Christmas. Each gave his/her tenth speech from the C&L Manual. The Spirit of Christmas Past was TM Lanette Smith of the Peninsula Toastmasters. The Spirit of Christmas Present was TM Bryent Kelly of the Peninsula Area Speakers and the Spirit of Christmases Yet To Come was TM Sherri Foster of the Oyster Point Speakers.

A dozen hand crafted children's push toys, donated by attending local craftsman, Bruce Liverman, were paraded from a custom designed Christmas tree shaped display throughout the dining area to the waiting Toys-For-Tots representative, U.S. Marine Corps Sergeant Andrew Anderson, in full dress uniform.

Participation in the Salvation Army's Angel Tree program was offered to the attendees by displaying the gift request angels on the Christmas tree toy display.

Representatives from all three Divisions of District 66, that covers the greater part of Virginia, were in attendance. International Director, DTM Patricia Jordan, whose presence brought attention to Toastmasters



worldwide organization, shared in the festivities.

Current District 66 officers attending and participating were, DTM Wade Miner of the Peninsula Toastmasters Club #2619, Lt. Governor - Education and Training DTM Sal Asad of Richmond, Lt. Governor - Marketing DTM Theresa Butler of Norfolk (speech evaluator), Public Relations Officer ATMG/CL Bill Weiland (Scrooge) of Norfolk, Eastern Division Governor ATMG/CL Tanya Weiland of Virginia Beach, Central Division Governor ATMB/CL Alice Blake of Richmond, Area 5 Governor ATMS/CL Mary Douglas of Newport News, Area 7 Governor ATMS/CL Diane Vogel of Portsmouth, Area 15 Governor CTM/CL Donna Kelly (speech evaluator) of Newport News.

Other honored Toastmasters were Immediate Past District 66 Governor DTM Janet Geisler of Newport News, Immediate Past Lt. Governor Education and Training John Harman of Chesapeake, and Past Eastern Division Governor DTM Delaney Bryant of Newport News who was awarded a plaque by District 66 Governor Will Snader honoring her service as Eastern Division Governor.

The festive event was opened by soloist TM Michael Mercer of the Peninsula Area Toastmasters Club

Left: ATMB Theresa Butler, District 66 Lt. Governor - Marketing (lower left) looks on as nearly one hundred Hampton Roads area Toastmasters and guests celebrated "A Dickens of a Christmas Party" in Newport News, VA

Below Left: ATMS Michael Mercer of the Peninsula Area Speakers assists Sergeant Anderson accept toys.

Below: DTM Wade Miner of the Peninsula Toastmasters Club #2619



singing, God Bless America, and closed by Tiny Tim (Ulku Nouri of V.O.I.C.E.S. of Williamsburg) saying, "God bless you, everyone" and a wave of her hand.

Grayson Williams

President - Peninsula Toastmasters Club # 2619

The *Dominion Traveler* is published quarterly by District 66 Toastmasters and is posted for all of our members on our website.

Your original contributions are welcome, as well as quotable quotes, poems, photographs, and motivational cartoons, and will be printed as pertinence to District affairs and space permits.

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Where in the World are the Central Division Area Governors?

If you visit the Richmond Area, you may mistake Area Governors for Busy Bees. Area Governors are busy conducting Area Visits, conducting Area International Speech Contest and preparing for the Division and District Contests. During Area Visits, Clubs were presented with information on the Distinguished Club Plan. Central has a plan that, if followed, will allow each Club to become "Distinguished" or better.

Congratulations to Club 2661, West End Club. According to the latest information from TI Club 2661 has already achieved 8 Goals on the Distinguished Club Plan and have more than 20 members. This Club is a pace setter for the District and will again be declared a President's Distinguished Club. Again Congratulations to Club 2661.

Clubs in the Central Area are busy spreading the word about the benefits

of Toastmasters and are taking advantage of two membership contests, Talk Up Toastmasters and the District 66 membership contest. Five of the seven Areas have a combined total of 17 Clubs that have added 4 new members this year and 9 Clubs have added at least 4 more new members. Way to Go!

Area Governors and Clubs are spreading the word about Dues. Clubs are collecting dues and are ready to submit dues on line. We plan to be "Distinguished Clubs, Distinguished Areas, a Distinguished Division and a Distinguished District"

Area Governors have planned Area Table Topics and Area International Speech Contest. Specific information on location, direction and contact information is on the District web page.

Area 3	March 12
Area 4	March 21
Area 6	March 12
Area 14	March 23
Area 17	March 21
Area 19	March 26
Area 20	March 18

Winners of the each Area Contest will have an opportunity to compete in the Division Contest, April 2, 2005. This contest will be held in the Multi-purpose Building of St. James Baptist Church in Richmond, Virginia.

Jan Leaton, Chairperson for the Spring Conference and the Area Governors are busy planning the Spring Conference - Back to Basics - Power Up for the Future. Educational Sessions, as well as the District International Speech Contest will be held during this conference. Plan to attend and see the busy Central Division Area Governors at work.

Alice Blake

Central District Governor

Publicity - A Different Perspective

How many of us truly realize the significance of all phases of publicity? Not merely the advertising, promotions and publications extolling the virtues of TI, but the basic publicity we create at every club meeting and how it dramatically impacts the future.

Energy in the club (or a lack thereof) is transmitted not only to your current members, but critically impacts on guests and prospective members. This is nothing short of PUBLICITY at its barest baseline. A pleasant experience generates excitement and fosters growth - negativity drains interest and creates ambivalence. The Club Mission is not a platitude, a suggestion or even an option - it is a directive! "Maintaining a positive learning environment...fostering personal and professional growth." are pledges of commitment to our members. Failing to uphold these commitments is negative publicity. "A satisfied customer tells 10 people, an unhappy one tells 100"...members (and prospective members) are our "customers".

The Toastmaster experience is designed to be POSITIVE and CONSTRUCTIVE at all times at all levels. Politics and personalities shouldn't be entering into the Toastmasters equation - the entire structure is designed to be a TEAM OF POSITIVE THINKERS directing their energy toward development, education and growth. This is the best possible positive publicity we can individually and collectively generate.

I challenge every Toastmaster in District 66 - the newest and the oldest, the novice and the experienced - to channel ALL their energy into supporting the club environment and the leaders/officers of your club, area, division and district. Publicity starts at the club level with every member - maintaining a positive environment increases the potential for retaining (and attracting new) members!

Bill Weiland, ATMG-CL,

District P.R.O.

The Proxies are Coming . . .

The official Toastmasters International Proxy certificates will be mailed to club presidents of record on March 31. Be on the look-out for this all important mailing. The forms will have instructions on how to complete the proxies to ensure that the club's votes are heard. *Please be on the look-out for these important documents.*

Take the following steps to help our district survive the annual proxy chase:

Make sure club officer lists are current. Encourage clubs to check the Web site for a list of current officers and ask them to make any corrections to the information.

Advise clubs of the mailing to club presidents on March 31st to your district's Web site or newsletter.

Contact club presidents in early April. Ask if they received their proxy and whether they will be sending a delegate to the regional conference and international convention. If not, ask the proxy to be tendered to the district governor or another officer.

See "Proxy" on page 6

Membership Recruitment in the Final Quarter - Our Focus

We celebrate all the new membership this Toastmasters' year. We welcome you to District 66!

The purpose and power behind any Toastmasters club are its members and the development of those specific, individual goals that relate to our communication and leadership program. Putting our emphasizes on membership as we enter into the last three months of the Toastmaster year for 2004-05, **demands everyone's attention**...past officers, current District Officers, club officers, and club members. We must continue building our membership through new clubs, recruiting new members, pursuing reinstated members and ensuring that current members renew. The District brings in new clubs; while the club sustains current members, and brings in new members. Although we have three solid clubs that have posted, there are many in the making in each Division. I encourage each of you to **TAKE OWNERSHIP** and become fully engaged in our goals that have been set. We can **succeed our expectations** in the area of membership when **we all pull together**.

I have witnessed the perseverance and drive that many of our clubs continue to demonstrate even with job reductions, laborious workloads, and weather challenges across the Commonwealth of Virginia this year. **I applaud you**. I commend those of you who took advantage of the three Motivational Membership Campaigns between January 1st and March 31st. The results are forthcoming.

Encourage your club members to stay membership minded by using some of the following Growth Opportunities:

- Use gentle persuasion to encourage members who forgot to renew and those whose membership lapsed on the April semi-annual, to reinstate.
- Invite someone to be your special guest and recognize them.

- Find your prospects, make a list of friends, neighbors, professionals, and co-workers.
- Personally contact your list of prospects.
- Make your guest feel welcome and conduct a well-prepared meeting.
- Give a Toastmaster Membership (because you care) as a perfect present.
- Pay for one spouse membership and receive second spouse membership free.
- Invite your guest to join the your club.
- Get a completed application filled out right away.

During our Rewards and Recognition segment of the Spring Conference, we will celebrate specific members, Clubs, Areas and Divisions in the following areas for Passing It On:

- New Clubs
- Smedley Away
- Talk Up Toastmasters
- New Members Sponsors
- Free Registration Winners
- Clubs with the highest number of new members

Thank you in advance for your spirit commitment and your sense of urgency to meet our membership goals.

Theresa Butler, ATM-S

Lieutenant Governor, Marketing

"Proxy" from page 5

If the club president claims not to have received a proxy, give a description to confirm that it was never received, set aside or accidentally thrown away. Sometimes the club officer list at WHQ is outdated and the proxy is sent to the former club president. Be sure the club president checks with the former officers to see if they received the proxy.

Before contacting WHQ for a duplicate proxy, make sure you have the current president's name and address. *Remember, WHQ can send only one duplicate proxy, which must be mailed to the club president.*

Membership at a Glance . . .

Membership Payment Base	4256
Membership Payment to date ...	2205
Goal	4341
Behind	2136

From July 2004 New Members to date:

For the Central Division	187
For the Eastern Division	185
For the Western Division	88

Congratulations on your renewed, re-stated, and/or new member!