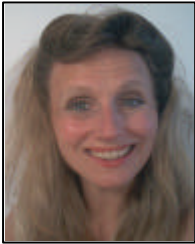




The Clarion

Knock, Knock! Who's There?



Denise Anne Magyar, ATMG
District 59 Governor

Opportunity! Opportunity doesn't make a date with you; it just shows up whether you're ready or not. So if opportunity knocked on your door right now, would you be ready to seize it or would you let opportunity slip through your fingers?

Take this test:

1. What would you say if your boss asked you to give a presentation to your department?
2. What would you say if an acquaintance asked you to say a few impromptu words at a banquet or a wedding?
3. What would you say if a neighbor asked you to chair a meeting or a committee?

If you answered anything other than, "You bet!", you won't be

ready when opportunity comes knocking.

The 2001 World Champion of Public Speaking, Darren LaCroix, said, "So many of us can see clearly where we want to go but we go back and forth saying, 'if only I had a little more time, if only I had a little more money, if only' . . . yet we never take that first step."

The Toastmasters program is there to help you take that first step. Along with your club and fellow Toastmasters, the program will help you to reach your goals. And when you take that step towards your CTM, ATM, CL, AL or DTM, you're going to like the way that feels. However, you can't get something from nothing. You will have to do your part. There's no such thing as a backseat Toastmaster. Sure,

there are 101 reasons to put off your goals for another day. But don't let them stand between you and your goals.

Before I close, I would like to congratulate those clubs that have already crossed the line from ordinary to distinguished. This achievement tells me that you're doing something right. You are creating a club climate that motivates your members to go for their CTMs and ATMs. It tells the District that you are building leaders with each new CL, AL, DTM. It tells your fellow club officers that your members are having fun as membership grows. It tells your fellow Toastmasters that you'll be ready for opportunity when it comes knocking.

See you at the Munich Spring Conference & full steam ahead!

Start a New Club. It's Worth It!

You think perhaps that your current Toastmasters club is too far away from home and that it would be easier if you could find a club in your own neighbourhood? You are dissatisfied with the club where you are a member today? The answer is: start your own club!

"But I don't know how to do it!" you say. Don't worry, it's not difficult and you won't spend hours organizing and planning! You don't have to reinvent the wheel, because Toastmasters International provides you with all the tools you need.

The manual "How To Build a Toastmasters Club" (Catalogue No 121), gives step-by-step instructions and guides you

through each activity. If you want to take a look at it, visit www.toastmasters.org, click the Start a New Club link and request a New Club Information Kit. You can even download the manual and all forms!

You don't even have to do it all yourself. Instead, use your experience to teach and help others. Try to build a team of interested people who will be your new club's first officers. Explaining their roles, the Toastmasters program, or how to give a constructive evaluation in simple and concise words may even help you clarify your own ideas and be extremely productive!

As a Toastmaster, you aren't

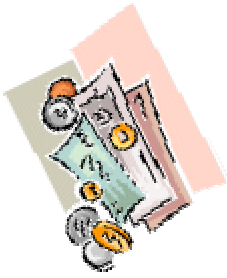
alone! Ask for support from your current club officers and fellow members. They are most certainly ready to help you organize a good demonstration meeting. Your area governor is also someone you can count on.

If you live in a community that needs a new club or if you work for an employer that could sponsor a Toastmasters club, consider chartering one. It can make you a better leader at home and at the office. Thanks to your initiative, more people will benefit from the Toastmasters program and you will learn how exhilarating it can be to watch the progress of a neophyte group!

Odile PETILLON, DTM
District 59 Lieutenant-Governor for Marketing

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Semi Annual Dues!! Have you paid yours??

In a few weeks spring will be here! And what does it mean for a Toastmasters Club? That it is now time to collect dues for the April semis! With some difficulty, we managed to have 75 out of 76 clubs in good standing. I sincerely hope that this time all clubs will pay, because if they don't, all our efforts to create new clubs will be reduced to zero because of clubs disappearing from our District's list. This is a reminder for all club presidents to send member list and money to TMI way before April 1st - and even if you didn't receive the official member roster from WHQ. Take the initiative and pay your fees early!!

Beginning with this reporting period, clubs who are paying for members listed on the renewal form now have the option of paying dues renewals online using a credit or check/debit card. Not only will your club receive a receipt confirmation, but the credit card and report will be processed immediately. Each club will receive a password in order to enter into the secure part of the Web site. The password will be included in the dues renewal mailing. The mailing will also include instructions on how to enter the secure site. WHQ accepts MasterCard, VISA, American Express and Discover. WHQ also accepts check/debit cards that have a MasterCard or VISA insignia.

To expedite the processing of renewals, we strongly suggest that you take advantage of paying your renewals on line. Renewals are due **April 1, 2004**. In order to receive on-time credit in the Distinguished District Program, your renewal must be received at WHQ by 5 p.m. Pacific Time, April 10.

Visit a Foreign Club and Be Treated Like a Prince!



Paul van der Vliet, ATMS/CL
In Dubai

You may rest assured that Toastmasters is not just our club, not just our Area, not even just our Division or District. I can strongly recommend all of you, whenever and wherever you go abroad, to find the nearest Toastmaster Club.

At the beginning of this year I was in Dubai where I visited two Toastmaster Clubs: The Star of Arabia, chapter 2913 and The Dubai Chapter 7492. I was received like a prince.

I arrived at the first meeting and they gave me a big, warm and caring welcome. This re-assured me that the most important member catching method is to make any guest entering the club room feel that they "belong".

Both The Star of Arabia and The Dubai Chapter, kindly included me as a guest speaker at the end of the meeting so I had the opportunity to express my positive evaluation.

I picked up a number of ideas at the Dubai Chapter that we could use in our club activities. Some of the things I saw and recommend to other clubs are:

- ✓ They always start by mentioning how many meetings since chartering.

- ✓ The members who were absent, and had reported their absence, were introduced.

- ✓ The role players were introduced extremely well with a great deal of pleasant sarcasm and irony.

- ✓ The Evaluators stood up from their seat and read out the objective before the speaker presented the speech.

- ✓ All speeches, evaluations and Table Topics were evaluated in a few lines by everyone on paper slips.

- ✓ A small gift was presented to the winners.

- ✓ The introduction of the guests was done very warmly by the person who invited them.

- ✓ Table topics were conducted in the form of a contest. Participants leave the room and come in one by one presented with the same topic.

Finally, a word about preparation. This was remarkable. Not only were the speakers extremely well prepared as if for an international contest, but the gifts, the awards and the recognitions gave the meetings a very professional touch. Imagine how surprised I was when I was presented with a piece of glass art engraved with the following:

"Toastmasters International Dubai Chapter 7492. Presented to Paul van der Vliet (ATMS/CL) for your valuable contribution & support 5th January 2004. Best in the Gulf. Let's make it better."

That's preparation! That's what's worthy of a prince for a couple of hours.

Paul van der Vliet, ATMS/CL

Italian Toastmaster Club in Munich

Vuoi praticare la dialettica? Vuoi migliorare il tuo Italiano? Vuoi incontrare gente nuova? Allora vieni alla serata del Toastmaster Italiano. Rita Assogna and Marco Bigornia are founding an Italian Toastmasters Club in Munich where members of the club can practice their language skills in Italian and live powerful, energizing and unforgettable experiences while learning and achieving personal development and leadership skills. The Italian Club will be the 8th Munich Club. For more information, contact Marco Bigornia: Tel: +49-89-23249930 Mobile: +49-173-4149460 Email: bigorniam@yahoo.it

Unique Opportunities and Making History at the Spring Conference in Munich

Have you registered for your opportunity to: meet the President of Toastmasters International, Ted Corcoran; meet with Toastmasters from 16 different countries; participate in making history; visit Munich and Freising, Germany?

The District 59 Spring Conference in Freising offers a unique opportunity to personally meet the charismatic Toastmaster who is leading our worldwide organization this year. Ted Corcoran, DTM, has been a friend and supporter of European Toastmasters, helping us in our drive to achieve district status in the late 1990's. Ted has been, in fact, a mentor to our young district, having visited continental conferences in 1997 and 2001. Come and be inspired by this example of leadership in action. President Corcoran will deliver the keynote address and will also conduct a general educational session.

As if the inspiration of a presidential visit were not enough, there is also the added input of Toastmasters hailing from 16 different European countries. Some 20 members may attend a normal club meeting in the course of the year. Imagine the energy and the dynamism that develops when ten times that number come together as we are expecting in Munich. This represents a wonderful opportunity to broaden one's horizons as a Toastmaster and make new friends.

The International Speech Contest promises to be particularly exciting! The winner of this contest – it could be you – will proceed, to the final rounds of competition at the Toastmasters International Annual Convention in Reno,

Nevada, with travel expenses covered by the District. If successful in the preliminary elimination round, our European winner will be competing in the World Championship of Public Speaking. This represents an historic first for European Toastmasters.

Additional attractions are Munich and Freising. Munich needs no elaboration, offering virtually every amenity one might expect from a large and historical center. Freising is much older than Munich; in fact, Freising "spawned" Munich nearly 900 years ago. The city (and conference hotel) is located on a citadel teeming with quaint cobblestone alleyways, Romanesque and Gothic churches and busy open-air markets. Freising's cathedral houses Europe's largest collection of sacred art. Freising is also home to the world's oldest brewery, Weihestephan, located just two kilometres from the conference hotel. Early May is lilac time in Bavaria, so Freising should be a feast for the senses. The conference will offer a guided walking tour of Freising on Saturday afternoon, prior to the International Speech Contest.

So, the price is right, the surroundings spectacular, the program exciting and the opportunity unique. Don't miss history in the making May 7 to 9 at the District 59 Spring Conference!



Ted Corcoran, DTM
President, Toastmasters
International

Register Now for the District 59 Spring Conference in Munich!!

Visit the District 59 Web site at www.district59.org to link to the conference site or go directly to www.rhetorenschmiede.de/Spring_Conference_2004.htm for complete details.

A Few Conference Details

The Venue is Exceptional

The Munich Airport Marriott Hotel, has given European Toastmasters a special price of 99 euros if reservations are received prior to April 1.

The rooms are of exceptional quality, most affording breathtaking views of the old town of Freising. The town square is only a matter of minutes on foot from the spectacular marble-clad lobby. Forget the word "Airport" in the hotel's name. Even though the Marriott is located only minutes away from the Munich airport, (the hotel has its own shuttle service), it is out of all flight paths and thus, quite quiet. The conference rooms themselves all look out on greenery. An added plus: on the conference weekend, we will probably have the entire hotel to ourselves. The Marriott also features an exercise room, swimming pool, sauna, solarium and indoor parking.

Alternative lodging, in nearby hotels and privately with Munich Toastmasters, is also available. Consult the conference Web site for details.

The Price is Right

The conference organizers chose Freising initially in order to keep conference costs down.

The cost is 130 euros for the full conference package. This includes all events from the official opening on Saturday morning, May 8 until closing on noon Sunday, May 9; included are lunch and dinner on Saturday and all refreshments served between the sessions.

A half conference package is also available covering the International Speech Contest on Saturday afternoon, May 8, and the ensuing dinner and awards ceremony at a cost of 65 euros.

Please note that an additional fee of 20 euros will be applied to registrations received after April 15th. Both the conference planners and the hotel need to know early how many people will be attending so, please register soon.

** Late fees do not apply to contest winners whose division contests are held on or after April 15.*

Call for Candidates - District 59 Officers 2004 -2005

Each year at District 59's Spring Conference Council Meeting the District elects District Officers for vacancies beginning July 1st. The date for our next District 59 Council meeting will be 8th May 2004 at the Spring Conference in Munich. The following officers positions will be elected: District Governor, Lt. Governor Education and Training, Lt. Governor Marketing, Public Relations Officer, and (five) Division Governors. Note, Division Governors are elected for a specific Division.

As the chairman of the nomination committee I ask you for your support. Your support is asked to get the best candidates as district officers for District 59. You can help to have the best leaders we can find as our future district officers. So please do not hesitate, support, and nominate.

More details about the nomination process and which positions we are looking for at:

<http://www.word-weavers.de/nomination-2004-2005/Call-for-candidates-2004-2005.htm>

If you have a potential candidate and would like to nominate her, him, or yourself please fill out the Nomination Form. Please notice that the deadline for nominations is **12 March 2004**. Please send in the completed form to:

Christoph Stoppok

Uhlandstr. 6

D-65830 Kriftel

Tel: +49 - 173 960 32 43

Fax: +49 - 721-151 404 636

e-mail: nomination@stoppok.net

Feel free to send in the papers either by mail, fax, scan, or e-mail.

If you have any question concerning the nomination process please feel free and send me an e-mail.

I wish you all the best for the rest of this great toastmasters year.

Christoph Stoppok

Immediate Past District Governor

Chairman of the Nomination Committee 2004-2005

Important Information about Proxies

PROXY for the International Convention

Club Presidents will very soon receive a small card from Toastmasters International that is a proxy for voting at the International Convention. (A proxy means that you give your right to vote to another person.)

If you are unable to attend the International Convention in Reno in August, **PLEASE** sign this card and send it to our District Governor Denise Magyar. This allows Denise as our District Governor to vote on issues that are important to our District. The more proxies she has, the more power she has.

Sign the card directly and mail it to Denise Magyar at Heideckstrasse 31, D-80637 Munich, Germany.

PROXY for the District 59 Business Meeting

As a President or a Vice President of Education of your club, you are entitled to vote at the District 59 Business Meeting on Saturday, May 8 in Munich. If you are not able to attend this meeting, but another member of your board, or another member of your club is attending, then you may assign your voting rights to this other person. This is done with a PROXY. An example of this form will soon be available on our web-site (www.district59.org). Please fill in the details on the proxy form and give it to your delegate.

The delegate then reports to the Credentials Desk, which is usually just outside the Business Meeting room on Saturday morning. The club delegate presents the Proxy form(s) (one proxy per officer— maximum 2) for verification, and then receives the voting card(s). The delegate will then be able to vote on any issues at the Business Meeting.

Congratulations to the New Clubs Chartered this year!

Club Number	Charter Date	Club Name	City
641931	2/26/2004	Hanseredner	Hamburg
641732	2/20/2004	Club de Rhétorique	Munich
619641	2/19/2004	EPFL	Lausanne
638179	2/4/2004	Mosquito Hill Club	Zurich
630139	1/5/2004	Eiffelturm Club	Paris
587599	12/30/2003	Turicum Club	Zurich
620921	12/9/2003	Toastmasters of The Hague	Den Haag
610734	11/13/2003	Rheinredner Club	Koln
597059	9/25/2003	Stade Club	Stade

Area Governor Training Sunday, May 9 in Munich, Germany

Are you planning to run for a position as Area Governor for the new term that starts July 1, 2004? Fantastic! We hope that you have submitted your nomination application by now (see the Nominations story above).

You will then want to participate in the Area Governor training which will be held directly after the District 59 Spring Conference in Munich on Sunday, May 9th.

Plan now to extend your stay to include Sunday afternoon. By attending Area Governor training, you will build your network of District Officers so that you know whom to contact, you will gain an understanding of what an Area Governor should do, and you will help the District gain points towards Distinguished District.

Finding New Members for your Club

In 1924 Dr. Ralph Smedley had a dream. He wanted to help people improve their communication and leadership skills in a friendly, non-threatening environment.

Now, after 80 years, his dream is more alive than ever as 9300 Clubs all around the world help their members benefit from the Toastmasters program. It is central to this mission that we continually expand our worldwide network of Clubs so we are able to offer the Toastmaster education to a greater number of people.

Unfortunately member turnover is unavoidable, especially in the transient communities where many of us live.

For that reason, ALL clubs must continue to bring in new members to combat this natural turnover and keep a good base.

By bringing in a flow of new personalities with fresh ideas we also provide a stronger leadership base and create dynamic meetings, which we all love to attend.

If you want to sustain membership growth, you have to make your Club worth belonging to!!! This is the responsibility of all members but mainly of the VP's Education, Membership and Public Relations.

How can we encourage people to attend our meetings?

1. By using special themes, like Christmas, Midsummer or Spring Festival etc. For instance, make a special guest event on which all the speeches evolve around Toastmasters. Boring? NO – there is so much to talk about. All the exciting roles we can fill at each meeting and the communication and

leadership track. Most of all, we can talk about the benefits of being a Toastmaster. Challenge every member to bring at least one guest and have a prize for the member who brings most guests.

2. The VP Membership should keep track and follow up on guests, new members and members not attending anymore. Find out why your members are not attending. Sometimes it is only something small that can easily be solved.

3. Have the Club evaluated by the members twice a year and do a "Brainstorming session" on those points that need improvement.

4. Have the officers make a Club Success Plan and participate in the Distinguished Club Program. It works best if you display the advancement at each meeting and promote a formal membership building contest.

5. Encourage the recruiting of new members by recognizing those who actively promote Toastmasters.

If members recruit 5 or more new people, they will be recognized by TMI but each Club can make an internal Club competition with prizes out of the TM supply catalogue.

Set a goal that each member sponsors at least one new member per year and make a competition out of it.

6. Use an occasional Table Topics sessions to practice each members personal message about the benefits of being a Toastmaster. This way you help them build confidence in talking about what they gain from being a member.

7. Networking can get you

members. Your friend might not be interested, but if your story is good he could be intrigued enough to talk to his colleagues and get them to come.

8. You can "Take your show on the road" – offer to hold a communications workshop at a community center, library, bookstore, college etc. and get them to promote this special event.

9. Call the Human resources or staff manager of local companies. Explain the benefits TMs can have for his Company and offer to make a demo meeting: Just 1 speaker, 1 Evaluator, Table Topics and Questions and Answers. The lunch hour should be enough for that. If they want more, invite them to join the club or run a Speech Craft Seminar for them. Any sales firms or real estate agencies have use for TM. They need to present themselves every single day.

10. The VP PR can let the whole community know you exist by placing small, mostly free ads in all local papers.

11. Get as many press releases into the local press as possible. Ask your members and friends if they know someone personally. That always helps and the press is usually interested when you have a special event: For example your yearly Xmas or Valentine's meeting, the first meeting of the season, a speech contest or your Charter Gala, the Area Conference etc. I am sure we can all think of loads of different ways to make our meetings special and worthwhile to write about. Whenever possible send them photos with the article and invite them to come to your meetings. The easiest way to send all these press

releases out is by creating an e-mail distribution list.

12. You can call the local radio and TV stations and invite them to one of your meetings or offer to make an interview for them.

Believe me, it works.

Through this type of PR work the Achievers got 80 % of their members and they keep rolling in!!!

13. You can also hand out TM flyers or leave them in public places like the notice board in tennis or golf clubs, supermarkets, community centers etc.

There are many ways to recruit and to keep members. One of the most enjoyable is to talk about Toastmasters. If you are excited about your Club, your excitement will motivate others to come to see what we are doing. We have something unique to give to our communities!

If we are proud to be Toastmasters, if we are proud of our achievements through Toastmasters, we almost automatically speak about our club and about the benefits it can give to ANYONE! After all, we do have a fantastic tool here.

So always remember: "To make a great dream come true, you must first have a great dream".

Dr. Ralph Smedley had a great dream and I for one am very grateful that he managed to fulfill it.

Good luck in your endeavours. Make 2004 a Good One!

Barbara Hofmeister ATM/AL, Founder and VP PR of "The Achievers TMC # 5183 Costa del Sol, Spain barbarahof@eresmas.com

Cat. 1621: A simple membership building contest

Cat. 122: Membership building