Attendees: Note - **Positions** shown in bold type below are voting members of the District Executive Committee. **Names** shown in bold type are persons present.

District Director – Teri McDonald

Immediate Past District Governor – Tod Henry

Program Quality Director – Steve Taddei

Events Team:

Registration Chair – Kevin Thornton Chief Judge – Stacy Schwan Contest Chair – Michael Schwan Past District Governor Breakfast Chair – Merci del Rosario Training Team: OATM Chair – **Andre Lewis**

TLI North Chair – Greg Scott TLI South Chair – Leadership Club (represented) Train the Trainer Chair – Gina Cefalu Speechcraft Chair – Suzanne Yorkunas Youth Leadership Chair – Jean Luong

Club Growth Director – Randie Ellington

Club Coach Chair – **Sally Philbin** International Conference Travel Chair – Monica Sullivan

Public Relations Manager – Ed Cullen

Web Team Leader – **Happy Skywalker** Website Staff – **Ron Catoire** Website Staff – Nathan Wood Website Staff – Daneille Wiese-Smith Website Staff – Thuy Hong Nguyen Website Staff – **Dilek Alkaya**

Finance Manager – Kimberly Whitaker

Administration Manager – Dennis Neary Assistant Administration Manager – Sharon Brown

Logistics Manager – Duane Weiler

Statistician – George Marshall Parlimentarian – **Bill Woolfolk**

Recognition Team

High Performance Leadership Chair – Jean Cunningham AD/DD HPL Chief – **Tyree Johnson** Awards Chair – Pam Thompson

Division Directors:

Division A – Mary Verghese Division B – Diane Pleuss Division C – Dilek Alkaya Division D – Lola Pratt Division E – Jake Dmitiry Division F – Shyam Nath Division G – Janice Thomas Division H – Savitha Setlur

Area Directors:	
Area A01 – Chris Finn	Area D14 - Happy Skywalker
Area A02 – Trish Johnson	Area D26 – Roger Howland
Area A13 - Nilva Fuller	Area D30 – Debo Sarker
Area A22 – Thomas Zarembinski	Area E04 – Andrew Gi
Area A29 - Justin Paras	Area E15 – Nancy Tran
Area A33 - Edwin Grimwold	Area E18 - Susan Colburn
Area B06 - Ann Hartwig	Area F16 - Karen Moirao
Area B07 - Karen Leffler	Area F20 - Kathy Brancheau
Area B17 - Tala Beigi	Area F32 - Ron Catoire
Area B21 - Donna Loo	Area G10 - Rick White
Area B23 - Curt Hayashida	Area G11 – Sue Finch
Area B27 - Joe Amaro	Area G25 – Mark Burchill
Area C08 - Carol Haynes	Area G31 – Lily Trent
Area C09 - Jia Chen	Area H05 – Stephen King-Monroe
Area C24 - Robert Lee	Area H19 – Jonathan Wells
Area D03 - Sharon Brown	Area H28 – Irene Andro
Area D12 – Justin Young	Area H34 – Gina Cefalu

Meeting called to order at 9:01 AM, District Logistics Manager, Duayne Weiler

- Led everyone through the pledge of allegiance
- Reminded everyone of District 57 Mission statement "We build new clubs and support all clubs in achieving excellence."
- Introduced District Director, Teri McDonald.

Team Challenge, District Director, Teri McDonald 9:04 A.M.

We broke into teams. The teams were the divisions. All present who were not Area or Division Directors were added to the teams with the lowest turnout. Each team member, except the Division Directors was handed three sticky notes and asked to write three little known facts about themselves. The kicker was that only one of the three facts was to be true. The other two were fabrications. The other members were challenged to determine which statement was true. The goal was to see how well you know your team. Our theme this year is "Team Up! Move Up!" How do you move up if you don't know your team? The results varied from teams that got five out of six correct to teams that got zero correct. Afterward each division shared at least one truth about one of their members.

Count Down to April 15, Steve Taddei 9:28

April 15 may be tax day, but it is also the birthday of King David IV of England in 1367. Also in 1933 Elizabeth Montgomery was born. On April 15, 1947, Jackie Robinson broke the color barrier in professional baseball. April 15 is also a big day in District 57. We have awards that must be met by that date. We need these awards completed by that date so we can have plaques and other items ready to

present at the District Conference on May 14. The most exciting award we have this year, for the first time ever, is the Director's Grand Slam Award. Any club that becomes Presidents Distinguished by April 15 will receive a \$120 rebate to be divided among the conference attendees from that club. We maxed it out at 15 clubs. If more than 15 clubs become distinguished, we will do a drawing. We already have five clubs that have reached nine or ten goals; Star Search and Warehouse Toastmasters have reached ten goals. We also have something for the clubs that are Select Distinguished and Distinguished by April 15. Five clubs will receive \$120. We already have many more than five clubs that have from five to eight goals. We plan to have a drawing at DECM on April 16. Besides having achieved five or more goals, eligible clubs will need to have either 20 members or a net gain of five members by April 15. We also have the Super Duper Presidents Distinguished Award. The top three clubs that get the most educational awards will get a full set of the Advanced Communication Manuals. Also, the top three clubs that have the most members achieving educational awards will receive the same prize. Keep gaining your awards; keep doing the program, and that's how the members are successful. We also have the sister clubs reward, where a strong club takes on a struggling club to help them. If by April 15 your club is Presidents Distinguished and the club you took on is Presidents Distinguished your club will receive an award.

The Triple Play Award is for any member who has achieved three educational goals by April 15. Ten members already received this award at the Fall Conference. Several others will receive it at the Spring Conference. If you earn your third award after April 15 and before June 30, you will receive it at the next Fall Conference.

Outstanding Toastmaster Award, Andre Lewis 9:37

I hope all of you have picked up the forms in the back. Make sure all of your club members have the forms. There is still time to achieve this goal. This will get you out of your comfort zone. Go crazy! Get this submitted before

Reports:

Public Relations Report, Ed Cullen, 9:45 A.M.

The flyer for the Spring Conference is being made available at all Area and Division Contests. The Keynote Speaker and the Educational Sessions can change the way you give a speech. I have never regretted going to a conference. If you haven't registered yet, do so today. Go to the calendar on D57TM.org for more information on the conference. If it fits your schedule, go. You won't be sorry. We all deserve to be in a club that is distinguished, and we are all headed toward it.

Administration Manager, Dennis Neary 9:50 A.M

Please be certain that you have signed in on the signup sheet. This is the only record we have of your attendance. At the upcoming Spring Conference, be sure to sign in at the credentials desk for your ballot as an Area or Division Director. This signup sheet is the only record I have of your attendance at the business meeting.

All of you should have copies of the minutes of the February meeting. Does anyone have any corrections or revisions you would like to report? None being heard, Tyree Johnson moved that the minutes be approved as submitted. Dilek Alkaya seconded the motion. Motion approved by unanimous vote.

Break: 9:53 A.M.

Clubs and Membership, Randie Ellington 10:05

As Club Growth Director I am responsible not for just retaining members and overseeing the growth of each club. I am also responsible for chartering new clubs. We are announcing the chartering of

CilffMasters in Emeryville. Thank you, Steve Taddei. Steve drove the effort, but many other people were actively involved; Jake Dmitiry - the Division Director, Susan Colburn - the Area Director and Ed Cullen. This is a corporate club. Corporate clubs are vulnerable from the date they are chartered until the end of their second year. The club mentors can make all of the difference. The club mentors are Andre Lewis and Beth Lacerna.

If you have a location that is a good candidate for a possible club, let me know. We can put together an introductory meeting or demo meeting, depending on the number of potential members responding. So far we have chartered four clubs. We have a lot of potential that we haven't yet tapped. We should be able to charter enough new clubs to at least become Distinguished, probably Presidents

Distinguished. We need to reinstate or create eleven clubs before June 30 to become distinguished. I am confident we can do that.

We need to keep in mind that we still have other clubs at risk after the dues renewal period. Monitor your clubs that are at risk and help them get their dues submitted on time.

I am happy to announce that The Word Mill, at Mills College, which appeared to be going under, is now coming back. They have opened it up to everyone on campus, not just to the MBA students and Lola Pratt, the Division D Governor and others are working with them to bring the club back. We expect them to be an active club soon. Sally Philbin is the Club Coach.

Sally is the Club Coach Chair and she is actively looking for coaches for all clubs in the district that have 12 or fewer members. Right now we need 41 coaches. This is a great opportunity, not only to gain credit for your ACG award, but also to acquire valuable leadership skills. Ask Sally if there is a club near you that needs a coach.

As of the fifteenth, more than 100 clubs had not renewed half of their members. Fifteen clubs had not renewed any. Please encourage your clubs to complete their membership renewals by the end of the month. You do not have to wait until everybody gives you a check to renew your club dues. Submit them as they arrive. You only need to renew eight to qualify for the DCP goal, but don't stop once you renew eight members. Encourage all members to renew by March 31, but be happy to accept renewals from the stragglers throughout the month of April.

There are thirteen clubs that earned the Spring Training Award. In order to achieve this, the club needed to have 75% of their membership as of January 1 renew by March 15 (Not necessarily the same members, but the same number of members). The prize is a \$25 Toastmasters International gift certificate. The twelve winners are; Peterson Cat, City Speech Toastmasters, Kaiser Communicators, Newark Toastmasters Club, Speakeasies Club, Southern Marin Toastmasters Club, ChevMasters Club, Next Level Toastmasters, Downtown Toastmasters, Capitol Speakers Toastmasters Club, Bioradical Toastmasters Club and Prep Squad.

Keep the Momentum Going, Tod Henry 10:28

One of my past bosses told us to keep the five P's in your brain; Prior Planning Prevents Poor Performance. Last year we had five goals. We wanted to work as a team. We wanted to build two clubs per division. We wanted to get new people involved. We wanted to be a distinguished district. We wanted to have fun while doing all of those things.

The most challenging job on the trio is the Club Growth Director (or, last year, the Lieutenant Governor of Marketing (LGM)). The entire District Executive Committee worked as a team to help the LGM achieve his goals. Two clubs per division would have been 14 new clubs. We built 12. We succeeded in getting many new people involved. And we had a blast doing it.

One person cannot achieve as much as a team. We all have different skills and abilities that can complement one another. One man can build a house by himself, but it can be done more efficiently by a team. A team to build a house would include the engineer who designs the site, calculates the amount of dirt that will have to be moved to achieve a level building pad, designs the site drainage, and designs

the piping and other utilities that need to come to the house from the street. The architect designs the house. Someone needs to level the site while another person is installing the piping from the street. Someone has to create the foundation while others build the walls, floors and roof. Someone needs to install the wiring in the house while others are installing the wiring. Then there are the people who install the doors and windows and the finish carpenters. Someone else installs the final roofing and others paint everything inside and out. There are many others I have left out. Each one is an expert in their field, and together they can produce an excellent product. One person cannot be an expert in every field. One person alone can produce an adequate product, but it will take much longer. Some of you may remember Tevis Thompson. He was a mentor to many Toastmasters, including me. When I started on the leadership team there were some things going on that I didn't like, and I mentioned them to Tevis. He just smiled at me and said, "Tod, you can gripe and complain like many others have, or you can get to work and fix it. Essentially, he gave me permission to fix the problem. I am proud of what Jean Cunningham, Teri McDonald, Steve Taddei and others have done to fix the problem. As a result we have got new people involved. New ideas and new talent have enriched our programs.

I hope that one of my legacies will be always getting new people involved. Continue to involve new people. If you are in a club that has the same president year after year, that needs to change. If the same people just rotate among the club offices, that has to change. Encourage the experienced club officers to become Area Directors and open up the club officer position for new people. Instead of repeating as Area Directors, encourage people to step up to Division Director. We want experienced people on board, but not repeating a previous position. We also want and need new people in the leadership positions.

Don't just convince somebody to move up. Mentor them. Help them do the best job they can possibly do; don't just leave them on their own. Make sure they have other experienced people who can answer their questions. Encourage them to get a variety of opinions and then make their own decision; don't dictate your way to them.

At the International Convention in Orlando, we sat in the back of the room and watched all of the distinguished clubs parade across the stage. At the conference in Cincinnati we sat in the back of the room and watched again. Then, in Kuala Lumpur, we were on stage, our district leaders shaking hands with the International President and receiving awards. Again last year in Las Vegas we were on stage. Many of you here were on that stage. I think all of you who were there would agree – It is much better to be up on stage than sitting in the back of the room!

Now we have the opportunity to be on stage again in Washington, D.C. This will be our third year in a row on stage and we will receive special recognition for being distinguished three years in a row. Keep the momentum going! You do not want to be sitting in the back of the room.

For years we were told "You can't build new clubs in District 57." The past two years have proven that it can be done. Now, let's do it.

Work, work is not what we want to do in Toastmasters. We want to have fun. It's great to work hard. It's great to have achievements. It's great to see our friends move up. But if you don't have fun and enjoy it along the way all of those achievements tend to dull over time. Have fun along the way. Enjoy the ride, and look back to where you came from.

Rebuild the clubs that are struggling to get up to eight members. The Word Mill is being revived; others can be also. Add eleven new clubs. Normal growth for the rest of the year should give us the number of members required for distinguished status. We will have more than enough distinguished clubs. Being distinguished is very doable. We have a good shot at Select Distinguished or even Presidents Distinguished, if we all work on this as a team.

I guarantee some of you have members in your clubs who want to build a new club, but they don't know how to do it. Let them know that there is help available. You don't have to build a club by yourself. As

a new member of Diablo Champaign, I wanted to build a new club in my church, but I had no idea how to do it. I talked to other club members and they said, "No problem. We will be there for you to help you build it." In no time we started a new club. We did it with just friends from my home club. You have many other resources besides the members in your club. If somebody wants to start a club, there is an abundance of people ready to help.

Have fun achieving your goals. Fined your successor and help them in the job. Extend the legacy of helping others just like you were helped. Stand on that stage in Washington, D.C. When you stand in front of 2,000 people receiving awards, your friends in the audience and cheering, and the International President is shaking your hand, there is nothing like it.

I applaud each one of you for being here on Saturday, for stepping up and for carrying on the torch of excellence that Ralph Smedley started 90 years ago. You are changing your own life and changing others. You have a purpose of why you are here; to help other people take their journey. I want to celebrate with you in Washington, D.C. If I can help you in any way, please let me know. I applaud you.

District Director's Message, Teri McDonald 10:44 A.M.

I visited Saint Isadore's Networking Group. The speaker that night was Stephen Campbell He wrote the book *Making Your Mind Magnificent*. I think what he talked about is a universal concept. It is something you can think about and maybe approach your life a little bit differently. He was an engineer who got laid off a few times. Finally his wife said to him, "Maybe you should write that book." So he wrote a book in 1997. He got it published, but the published went under and it was never distributed. 40,000 copies were printed and he wasn't able to sell one. A few years passed and UCSF called him and said they were interested in hiring him. He knew he didn't qualify for the position, because he didn't have a master's degree. The woman said, "It doesn't matter. You've been published."

He published a book that was never marketed and never sold. But the publication showed up on a data base somewhere, and it got him this job. He went on to get his master's in psychology.

He talked to us about the two sides of the brain. Here is my take away. Who is in charge of your mind? You are. Every message that you take in during the day tells your mind what to do. Your self-talk controls your results.

When I was in business I would wake up every morning with, "Today is going to be a wonderful day." My mind accepted the message I was giving it. My business was going great and we were having fun. The days were all great.

Then I started getting outside messages that the economy was failing and I wasn't going to get any business. I started think that these messages were correct. My mind believed me and the business started going downhill.

This is nothing new. It is common knowledge. It is something we all know, but we tend to forget from time to time. We don't all get what we deserve. We all get what we expect.

You have heard me talk about my belief in the district. I believe everyone in this room can start a new club. I believe in you. What are your beliefs? Do you believe that you can have some fun giving this opportunity to a new group of people? What are the expectations you have set for yourself around your goals; your personal goals, your business goals, your Toastmasters goals? Do you believe you can do it? What does your self-talk say? It all comes down to your self-talk.

For decades, the world's top athletes had tried to break the four minute mile. They had come very close, but nobody could do it. Numerous sports doctors, physicists, physiologists and other experts looked into this and they all came to the same conclusion. It is impossible! The human body is not capable of running the four minute mile. Many technical papers were written explaining that the knees could not hold up to the stress. Neither could the hips, the heart or the lungs, according to other papers. The athletes believed them, and the four minute mile was not broken.

Roger Bannister didn't believe them. Roger was not considered one of the top milers of the day. He didn't work out harder than most. But he told himself repeatedly, "I can break the four minute mile." People who heard him pointed to the scientific papers and told him he was a fool. He didn't let them change his belief in himself. On May 6, 1954, he Ran the mile in 3 minutes 59.4 seconds, a record that still stands to this day.

No it doesn't! Once he broke the four minute mile, the other athletes realized that it was possible. Their self-talk changed. His record was broken in less than a month and more than 20 times within the year. Today, Roger's time would probably not qualify you for the semi-finals in a College meet. Roger Bannister is in all of the record books for breaking the four minute mile. His record breaking run was not achieved by his legs. It was achieved by his mind. Roger's self-talk is an inspiration for us all. He only broke that barrier because he believed n himself.

Once again, what are your goals? Do you believe your club can be Presidents Distinguished? How many clubs are Presidents Distinguished every year? In these clubs, the members believe the club will meet that goal, so it does.

Area Directors, do you believe your area will be Presidents Distinguished? Believe in yourself. The biggest barrier for Area Directors is that new club. We can give you support. There are numerous people who can help you. Don't be afraid to ask.

Every time I start a new project, I have to believe in the project. In another few months I will not be standing in front of you. My time as District Director will be finished. That is okay. I believe I have bigger things to do. We learn these Toastmasters skills so that we can apply them in the real world. Tod Henry and I believe that we are going to change the world. We are starting a new project and I am very proud to say that I believe in our project. We are starting a new company that will help victims of domestic violence in an area where these victims have the biggest need. That is housing. Victims of domestic violence frequently do not leave their abuser because they have no place to go. They may not have friends to go to. They may have been told, "You are not worth anything." They don't believe in themselves. There are plenty of agencies to help them with self-esteem and getting jobs. But few agencies are providing housing. Sixty five thousand calls for housing go unmet every single day in the United States. There is a need, and we are going to change the world one family at a time. What are your beliefs? If you believe it you can do it. When you go home today, ask yourself, "How can I change the world?"

Break: 10:58 A.M.

Reach Your Goals, Steve Taddei, 11:13

There are a lot of reasons to attend a conference. Let me tell you a story about one. It was a Spring Conference at the Oakland Hilton in 2013. One of the new members in Alameda Tongue Twisters, Russel Cole, won the Division Table Topics contest. We were all excited and we thought he had a chance to win the District competition. They called the first contestant up, Elisha Young from a club in Berkeley. The question was, "My journey." She said, "I was 21 years old, I was working with Mother Teresa…" I looked at the other Alameda Tongue Twisters members and said, "Russel's got no chance." I approached her afterwards and said, "Elisha, we have an open house twice a year and I would really like you to come to Alameda Tongue Twisters and give that speech." She was caught off guard, because nobody had ever asked her to do something like that. She came and she was excited. She wrote a book called The Savvy Girl's Advice for Grace. This old guy read it. Then my cousin's daughter turned 18 and I mailed it to her. This is the type of thing that happens at the conference.

If there is anyone in your club who is wondering if they should go to the conference, you never know who you are going to meet. There are just so many things you get at a conference. Patrick ????? will be at the conference. He was an Area Governor the same time I was. He has gone on to write several

books, and he will be passing out books at the conference. In his book he talks about his journey to becoming a keynote speaker. He may be doing a breakout session and he will be passing out books. You will have the finals of the speech contests. You don't want to miss Darren LaCroix. You are going to get recognized for your accomplishments. I know you plan to go to the conference. Take this message to your club members. It is something they do not want to miss. It is a great way to spend a Saturday and to come out stronger than you were before.

Member Recognition, Teri McDonald 11:18

We have some recognition from last month. The following were not here to receive their recognition for attendance and we are recognizing them now; Happy Skywalker, Lily Trent and Janice Thomas. Area Director of the Month, Nilva Fuler.

New Club Celebration, Randie Ellington 11:23

We are celebrating our newest club, CliffMasters in Emeryville. CliffMasters has 28 members. It took seven meetings to charter the club. At the first meeting we got 15 applications, after that they came in slowly until the number shot up to 28. Steve Taddei was instrumental in starting this club. We are celebrating this new club today, but we are also celebrating something else. Along with the Martinelli's sparkling cider, we have a cake to celebrate Ed Cullen's birthday today.

Announcements

Teri McDonald 11:28

Chevron is having a networking event on March 24, and they are looking for two members of the millennial generating to attend and answer questions about Toastmasters from potential members of a club for millennials that they plan to charter. Please see me after the meeting if you wish to volunteer. **Steve Taddie** 11:30

Our Chief Judge is looking for volunteers at the conference. We need judges, ballot counters and timers. This is a great chance for you to present other members of your clubs with an opportunity to be a part of the conference. It is a great experience to be part of the team that makes the contests successful and it makes the conference much more meaningful.

Area and Division Director's Successes and Challenges, Teri McDonald 11:33

Karen Leffler Our Area Contests were a success. Three out of four clubs competed. The competitors from my club won the club contests and then again gave the same speech in the club, requesting a round table evaluation and feedback. This feedback changed the caliber of their speeches and I recommend that all clubs do this. I also write all of the participants a personal note thanking them. They appreciate that personal touch. I recommend that all Area Directors do this.

My challenge is the fourth club, which is not engaged. Part of it is the leadership. It is very timid and they have set the bar of expectations very low. I invited them to participate in the contests and the response was that they are a corporate club and they don't like to do anything outside of business hours.

Happy Skywalker: When I became an Area Director I had a club that was not doing well. Usually three or four members would show up at a meeting and start the meeting by assigning roles. That club is now well on its way to being Select Distinguished. They were well represented at our Area Contest. Incidentally, the winner of our Area Contest was James Jeffley.

Carol Haynes: We have one club that isn't on board with giving manual speeches. They meet, have fun and give speeches. They don't care about the manuals or the Distinguished Club Program. I joined the club and asked them to bring their manuals and get credit for their educational awards. That didn't work. They wouldn't remember to bring their manuals. Now I take all of their manuals and bring them

to the meetings. I make sure they have their manual and that they get credit for their speeches. They are starting to see a return on giving manual speeches, when they get that educational award in the mail. Hopefully I will be able to give them their manuals back soon and they will continue to bring them and get credit for their speeches.

Nancy Tran: I'd like to start with a shout out to Jake Gardner for all the work he has done motivating people to step up into leadership roles. Also, I suggest that every Area Director in this room should use their position to get their HPL project, working with Toastmasters Leadership Club. I have eight clubs in my area. I don't see that as a challenge. Every person in all eight clubs has a lot of heart. They all want to get better, and anything I can do to help them is as rewarding to me as it is to them. I guarantee that Area E15 will be Presidents Distinguished before April 15.

Karen Moirao: F16 is my area. We have five clubs. Our newest club, APAPA TVC Toastmasters, got chartered in September. They are on track and determined to be Distinguished their first year. The other four clubs are also doing well. We have good participation in our upcoming Area Contests. **Trish Johnson:** I have an area with five clubs. One club is a bit of a challenge, the club at Cal State. It faces the same challenge as all college clubs. Members are reluctant to renew in March when they know they will not be there after May. At the end of June membership is at a low point and distinguished status is not attainable. Some graduate, some change schools, few return in September, and new members need to be recruited. The members that are staying are strong and are motivated. They will be setting up a table during freshman orientation.

I had my area contest a couple of nights ago and had some challenges. Some people cancelled at the last minute. But several others stepped up and helped us pull it off without a hitch.

One club is working hard to be Presidents Distinguished. They were Distinguished by August.

Mark Burchill and Lily Trent: We want to talk about cooperation between areas. We started doing things together, which brings in a larger base. We have had joint Area Council meetings. We had nine clubs represented and got a great diversity of input. We also held a joint area speech contest. There were two separate contests, but we got to use the same functionaries for both events. This gave us a larger audience for both events also.

Kathy Brancheau: We had our Area Contests at DVC in San Ramon. Everything was under control, until we arrived. The Dean of the College was using the room we had been assigned. So they decided to send us to a room in another area. That was fine, except for the fact that people kept arriving at the original location. The new location was very difficult to find. But everyone found it and the contests were successful.

Debo Sarker: I have two main objectives for my area. Number 1, I want to bring new people into the contest roles. I want experienced Toastmasters to participate, but I want new people to take on most of the roles. Number 2, I want a person new to District leadership to succeed me as Area Director. **Justin Young:** One club has very few members, but the members that are there are excited and they are sending participants to both contests. Another club is on track for Presidents Distinguished.

Diane Pleuss: Division B has its own Facebook page, and we post the pictures of all Area Contests winners immediately after the contests. Everyone loves it and I encourage all of you to do that.

Joe Amaro: One of my biggest successes is getting people to work from the manuals. I learned a great trick from one of the new members. They dropped their manual and I picked it up. It had all of these ribbons stapled to it. Our club gives out a ribbon each time you do a manual speech. Most people just put them in a drawer somewhere. He had his stapled to the manual at each speech. We started promoting that, and now everyone brings their manual to the meetings.

Donna Loo: I have four clubs. Three are doing well. One is not doing well but got a new member to join recently. We are going to have Sally Philbin visit this club and give them a motivational speech to help get the club moving.

Curt Hayashida: I have three club; one that is already distinguished, one that is struggling and one that is doing well and has a booth at the Farmers Market in Walnut Creek.

Roger Howland: I have found my replacement for next year. She will bring a great deal to DECM. I have one club that was almost beyond life support. Through the support of many people in this room, we have breathed life into the clay of The Word Mil. We expect it to be a functioning club with eight or more members in the next two or three weeks.

Next Meeting – April 16, 9:00 A.M.

Adjourned – 12:08 P.M.

Minutes prepared by: Dennis Neary, District Administration Manager Minutes Approved: April 16, 2016