

Toastmasters International
President's Club
District 14, Division D, Area 44, Club 1713
Wednesday, May 19, 2010
East Cobb Government Center
MEETING AGENDA

<u>Time:</u>	<u>Task:</u>	<u>Title:</u>	<u>Name:</u>
7:00 PM	Call to order	Sgt. At Arms	Tom Nixon
7:02 PM	Business Meeting		Tom Nixon
	1) Jeff Justice guru for comedy training workshops in Atlanta. Guest for 5th Wed in June		
	2) New officer candidates. Slated and voting at June 2nd meeting.		
7:05 PM	Invocation/Pledge		Travis Pierce
7:08 PM	General Meeting	Toastmaster	Kumar Choudhuri
7:12 PM	Introduction of Helpers		
	JokemasterCasey Moore	GrammarianDerek Broyard	
	Vote CounterCharlene Anderson	TimerLan Bercu	
	"Ah" CounterMack Miller	VideographerJudy Anderson	
	<u>Word of the Day:</u>		
	<i>Hullabaloo: clamorous noise, a disturbance or and uproar</i>		

7:22 PM	Table Topics Master--"Graduation" 2 minutes for each response		Vahn Wagner
	1) "What do wish that had you known or done differently when you graduated from highschool or college?" The biggest thing Ernie would have done is change the field he went into. Ernie graduated with a degree in chemical engineering a discipline he has never really practiced. Ernie would have gone into a different field of engineering and worked his way into construction and eventually started his own business.		Ernie Pollitzer
	2) "If you could receive an honorary degree what college would it be from and what honorary degree would it be?" Lisa would like to get an honorary degree from the University of Hard Knocks in how to survive in this world with a positive attitude. A positive attitude is what attracts people to you and gives you a better chance of surviving the world.		Lisa Goodman
	3) "Do you believe that having graduations earlier and earlier diminishes the significance of a highschool or college graduation?" Emma had an issue with graduations for kindergartners because she felt it took away from graduations from college and graduate schools later in life. But she changed her mind when she thought about how excited her daughter is to finish kindergarten and start 1st grade.		Emma Hitt

Timer's report and vote for Best Table Topics Speaker
******* 5MINUTE BREAK*******

7:30 PM			
7:36 PM	Introduction of Speakers and Speeches "Take it with a Grain of Salt." Manual: Competent Communicator, Speech #3, Time: 5-7 minutes Obj.: Select a speech topic and determine its general and specific purposes. Organize the speech in a manner that best achieves those purposes. Ensure the beginning, body and conclusion reinforce the purposes. Project sincerity and conviction and control any nervousness you may feel. Strive not to use notes. Sean asked how many of us use the internet as one of our main sources of information. After the majority of us raised our hands Sean admitted that he is practically addicted to using the internet as his main information source as well. But, he warned us that while the internet is an excellent source of information it is also an excellent source of misinformation. Sean shared an experience he had with misinformation on the internet, related to his broken foot. After breaking his foot and having x-rays done Sean learned that he had fractured his 5th metatarsal and would need to see a specialist. Sean received the results of his x-ray on a Friday and would have to wait until Monday to see a specialist. This gave Sean an entire weekend to research a foot injury he knew virtually nothing about. The results of his search informed him that his injury is potentially one of the worst foot injuries, it would keep him in a cast for a minimum of 6 months and that a person with this kind of injury runs a greater risk of refracture. Monday morning couldn't come soon enough for Sean. He was finally able to have many of the questions he had, as a result of his research, answered by a professional. The doctor did confirm that Sean's injury was one of the more serious foot injuries but in 75% of the cases the foot heals normally within 6 to 8 weeks. He also said that in 25% of the cases the body may reject the healing process making it necessary to keep the cast on for a longer period of time or, in the worst case scenario, perform surgery. The doctor also said that refractures are mainly a result of over exertion but if a person sticks with the regimented rehab schedule it should minimize the risk. The information Sean found on the internet was truthful to an extent but many key points/statistics were left out. Sean suggests, when using the internet for research, to take the information you find with a grain of salt and just apply some		Kumar Choudhuri Sean Sudduth Speaker #1

common sense.

"The Eulogy."

Manual: Competent Communicator, Speech #7,

Time: 5-7 minutes

Obj.: Collect information about your topic from numerous sources. Carefully support your points and opinions with specific facts, examples and illustrations gathered through research

Daniel Jourdan

Speaker #2

DJ shared a heartwarming glimpse into his father's life. A man he loves, respects and will always remember as a strong, powerful and loving man. DJ's father was a Jewish mother, meaning he was the type of guy that lived for his children, he would never finish a meal until his children finished just in case they were still hungry, family was the most important thing.

DJ's father was born in 1927 in France and had a lifestyle with a father he loved deeply. His father was a very intense man, who had served in WWI, and would beat DJ's father all of the time. DJ's father adored his own father and would tell stories about the day when the Nazis came to pick up DJ's grandfather and begged them to let him go downstairs and talk to his boy. He talked to his son, who was 13 at the time, and let him know that he was now the man of the family and would have to take care of his sister and mother because he may not make it back. The 13 year old boy cried and his father beat him because men don't cry. Growing up DJ never saw his father cry except one time when his mother, DJ's grandmother, was getting off a plane from Israel at Kennedy Airport. DJ's father saw her get off of the plane but she was on the other side of the glass heading towards customs and all DJ's father wanted to do was touch his mother but he couldn't and screamed to the police men, in French, "That's my Mother! That's my Mother!" and he crumpled to ground and wept like a 13 year old boy.

In 1950 DJ's father came to America...to New York. His 2 cousins, already living in New York, were fans of the baseball teams the NY Yankees and the NY Giants, that meant there was only one team left to root for...the Brooklyn Dodgers. DJ's father learned about baseball and sports became very important to him. In the Dodgers and the Giants moved to California and in 1962 DJ's father's new favorite team came to New York, the Mets.

1969 was an amazing year for DJ's dad, he became a citizen, America landed a man on the moon and the Mets won the World Series, but it is still undecided which was the most amazing. Sports became very important in his life was dependent on the seasons, baseball season, football season, basketball season, etc... He loved watching sports but nothing compared to the Tour de France. He would sit and watch the Tour like it was a part of him. The passion could be seen in his face as it was flush with pride for his country and pride in the men as they overcame the exhaustion as they raced. DJ realizes that if he is half the father to his children as his father was to him then it would have been a pretty good life.

"Knock, Knock

Manual: Advanced Communicator, Persuasive Speaking

Time: 8-10 minutes

Obj.: Learn a technique for "cold calling" selling of expensive stuff. Recognize the risks buyers assume in purchasing. Use questions to help the buyer discover problems with current situations. Successfully handle buyer's objections and concerns.

Ilya, in a quest to improve his cold calling skills, joined a telemarketing team for a couple of evenings. In his short time there Ilya made over cold calls. He followed script and once there was a bit he would pass the phone call on to his supervisors. Ilya learned a few things about cold calling and sales in his short duration as a telemarketer:

- 1) It helps to sound like similar to the people you are calling. Your voice is the first and the only thing that your potential clients hear.
- 2) Prospecting needs to be done right away. You don't want to waste your time or anyone's else's time by calling people who may be out of your market.
- 3) As a cold caller you need to be about 80% expert on the product or service. The best experts are usually the worst salesman and Ilya states that he would never buy anything from anyone who is a total expert on a product or service because he or she would only know the features.
- 3) It is more effective to sell the benefits the customer will gain from acquiring the product rather than the features.
- 4) Present the benefits in an interesting and valuable way. This will aid in grabbing the customers' interest and encourage him or her to hear you out.

Ilya states that cold calling is simple as long as a clear path is followed; the caller needs to be knowledgeable of the product, features and the benefits. The seller should also be knowledgeable of the buyer and how it will fit him or her.

Ilya Filvinsky

Speaker #3

"Your Mission"

Manual: Advanced Manual, Speech #1, The Entertaining Speech

Time: 10-12 minutes

Obj.: Entertain the audience through use of humor and/or drama drawn from your personal experience. Organize an entertaining speech for maximum audience impact.

When Tom was 17 years old he played varsity basketball, as a guard, for East Brunswick Highschool. During that time Tom had a mission, a goal, something he wanted more than anything else in life...he wanted to play in the NBA and be a star like his idol Sam Jones, a guard for the Boston Celtics in the 1960's. There was only one problem, Tom was not very good and his dream like so many childhood dreams do. As you get older dreams change and you start trying to figure out what is going on in life. You start to question what your mission is in life. Why are you here? Where are you heading in life? Tom states that the first thing you need is a personal mission statement to help you determine where you are heading in life. But, Tom argues, sometimes we can become too focused on what our mission is and what our goals are but we are not focused enough on how we are going to get there. Along with the mission statement Tom gives us 3 simple ideas to wrap around our mission statements, to learn, love and live.

- 1) To learn: If you stop learning...you die. Tom argues that we have to fill our brains with everything we possibly can

Tom Nixon

Speaker #4

everyday and never stop learning.

2) To Love: Everytime you smile, compliment, or help someone in a small way it is an act of love. Not only does it lift their day but it also lifts yours. Tom states that anyone you can help anyone you meet with a small act of kindness.

3) To Live: Living is the one thing that brings everything together. Life is either a great adventure or it's really nothing. God has left millions of gifts for everyone to enjoy, things to do, places to see, people to meet and a variety of cultures to experience...to name just a few. We are the only species on Earth that can appreciate beauty or the heart pounding thrill of jumping out of an airplane. Tom asks, if there is a God then all of that stuff that he has created must have been put there for us to enjoy. Why aren't we out in the world enjoying everything God has left for us? Tom suggests that we should all get off of the couch and enjoy what has been put out there for us before it is too late. Take the ideas to learn, love and live and wrap them around your missions statement and Tom guarantees that you will die a happy person.

Timer's report and vote for Best Speaker

8:22 PM Introduction of Evaluators and Evaluations

Evaluator for *Sean Sudduth*

Evaluator for *Daniel Jourdan*

Evaluator for *Ilya Filvinsky*

Evaluator for *Tom Nixon*

Eric Holtzclaw
Jodi Sheffield
Ellen Katzowitz
Sutham Cheurprakobkit
Rob McGoldrick

Timer's Report and vote for Best Evaluator
Helpers' report and vote for Most Enthusiastic Helper

8:42 PM Helpers' Reports

8:48 PM Meeting Evaluation

Eric Holtzclaw

8:52 PM Announcements and Guest Comments

Toastmaster

Kumar Choudhuri

Awards Presentations

Evening's Best:

Best Speaker: Tom Nixon

Best Evaluator: Rob McGoldrick

Best Table Topics: Emma Hitt

Most Enthusiastic Helper: Derek Broyard

9:00 PM Adjournment

Toastmaster

Kumar Choudhuri

Attending Members:

Charlene Anderson, Judy Anderson, Lan Bercu, Derek Broyard, Sutham Cheurprakobkit, Kumar Choudhuri, Ilya Filvinsky, Lisa Goodman, Emma Hitt, Eric Holtzclaw, Daniel Jourdan, Helen Lu, Rob McGoldrick, Mack Miller, Casey Moore, Rush Netterville, Tom Nixon, Travis Pierce, Ernie Pollitzer, Judi Rogers, Jodi Sheffield, Sean Sudduth, Vahn Wagner, Ellen Katzowitz, Stephanie Robins

Guests: