



NEWSLETTER

YOUR DISTRICT TRIO



NEW YEAR ASPIRATIONS AHEAD

A MESSAGE FROM YOUR DISTRICT DIRECTOR

I write this over Matariki weekend, which is a perfect time to reflect on the past year and to think about and plan for the year ahead. With this new Toastmasters year coinciding with Matariki, this whakatauki resonated with me:

Ka mahuta a Matariki i te pae, ka mahuta o tatou tumanako ki te tau. When Matariki rises above the horizon, our aspirations rise to the year ahead.

I wish you all the best this year with your Toastmastering and the aspirations you may have set as Matariki rose above the horizon, whether that be finishing a level in Pathways, writing that contest winning speech, seeing your club achieved Distinguished status, transferring the skills you have learned in TM to your personal and professional life, or making new friends at events.

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RECENT CLUB ACTIVITIES IN THE DISTRICT



Do you have any photos or news to share? Send them to toastmasterg@outlook.co.nz

Did you know?

This year we will have two contestants going forward from each Division contest to the in-person District finals at the Conference.

New Year Aspirations Ahead - Carol Mitchell



My reflections of the year past are to be grateful for the team work and foundation building put in by Glen and the District team and very importantly the commitment and dedication to the organisation from you the members of D72, who always inspire me and motivate me. Aspirations for the year ahead are many, and these were discussed recently at training by the incoming District Officer team. We have an awesome team this year, full of ideas of ways we can serve members to meet their needs in the year ahead. Education, quality meetings, and clubs are a key focus for the year, as those things not only help each member, they are also what will convert guests at meetings into members. The team is keen to get going, showing a lot of team spirit and collaboration at our training weekend.

Your new Area Director will be in touch soon to introduce themselves and to get your thoughts on an online contest for this new year, which will be voted upon at our executive meeting on 28 July. I'm very excited to be working with this team, learning and growing together as the year progresses. We will introduce the team as the year progresses, but for this newsletter, I want the focus to be on Glen and his team and acknowledgement of their work.

Please feel free to contact me about anything Toastmasters over the year – my email and contact details are on the website and I respond very quickly outside of business hours.

Let's make this a very successful year, full of events, collaboration, learning, growth and fun!

Ngā manaakitanga
Carol Mitchell
District Director 2024/2025

Reflections, Insights, and Achievements - Glen Pearce

It was a privilege to be the District Director for the 2023-2024 year. I have heard and seen many stories of members achieving more than they thought they would! Stories about becoming more comfortable with the uncomfortable. About team collaboration and the part we all have played in making District 72 successful.



Thank you to all the leaders that stepped up in Clubs and at District level. You put in so much work during the year contributing to the achievements of Clubs, Areas, Divisions, and the District. Volunteering your time and your skills hasn't gone unnoticed and is much appreciated. There have been successes along the way, along with challenges. What is important is how we learnt from those experiences and how we do better next time. You should be proud of what you have achieved. Your new District team is looking forward to working with you. Support is important and I'm happy to help in my role as Immediate Past District Director.

Glen Pearce
Immediate Past District Director

Club Officer Training is here!

www.toastmasters.org.nz/training/

This July and August it's Club Officer Training (COT) time! Everything you need to know is here.

Pre-COT Survey form

Once your registration has been received you will be sent a Pre-COT Survey form for completion. We would appreciate this being filled in so we have some idea of what you hope to get out of the training.

How do I prepare?

Once registered, please download your copy of the Participant's Resource Booklet in preparation. You can find the link to the Participant's Resource Booklet here: www.toastmasters.org.nz/training/

Bring a plate

If attending one of the in person COT sessions please would you contribute to the sessions success by bringing a plate to share? This helps with cost reduction and ensures plenty of variety for hungry attendees.



ONLINE Club Officer Training - for new/first time Club Officers
[Sat 13 July, 9.30am - 1.30pm \(Registration Link\)](#)

ONLINE Club Officer Training - for experienced Club Officers
[Sat 20 July, 9.30am - 12.30pm \(Registration Link\)](#)

IN PERSON Club Officer Training – Division C
[Sat 3 August, 9.30am – 1.30pm \(Registration Link\)](#)

Venue: Hearing Southland, 126 Leet Steet, Invercargill

IN PERSON Club Officer Training – Division C
[Sat 24 August, 9.30am – 1.30pm \(Registration Link\)](#)

Venue: Age Concern Otago, The Octagon, Dunedin

IN PERSON Club Officer Training – Division D
[Sat 24 August, 10.00am – 2.00pm \(Registration Link\)](#)

Venue: Fendalton Community Centre Auditorium, 170 Clyde Road, Fendalton, Christchurch

IN PERSON Club Officer Training – Division G
[Sat 3 August, 12.30pm – 4.30pm \(Registration Link\)](#)

Venue: Karori Community Centre, 7 Beauchamp Street, Karori

IN PERSON Club Officer Training – Division J
[Sat 24 August, 9.30am – 1.30pm \(Registration Link\)](#)

Venue: Upper Hutt Baptist Church, Cnr of Milton Street and Fergusson Drive, Upper Hutt



Canva For Non-Profits

Canva Pro is an online graphic design platform ideal for marketing Toastmasters Clubs. Key features include minimal design skills required, access to premium content, customizable brand kit, magic resize for different platforms, collaboration tools, and direct publishing to social media. It helps create professional designs for marketing and branding, promoting consistency and brand identity.

INSTRUCTIONS TO SIGN UP FOR CANVA PRO FOR FREE

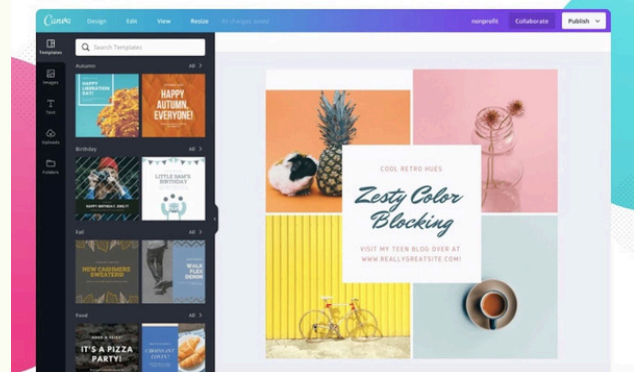
1. Go to <http://canva.com>
2. Select 'Non-profit for Charity' tile.
3. Type of non-profit – choose 'registered non-profit' from the drop-down menu.
4. Choose 'New Zealand' as your country.
5. In the organisation name type 'NZ Toastmasters'.
6. Next screen complete the information providing the email address you use for Toastmasters.
7. You will be asked to provide your Toastmasters information once you hit submit.

Once the District confirms you are a member you will receive a confirmation email from Canva.

Spotted in Christchurch recently!



And... these billboards were designed in Canva. It's that simple!



Receive Canva for Nonprofits free

Canva for Nonprofits includes all the premium features of Canva Pro and is 100% free for registered nonprofits, social impact and public health organizations.

- 75 million+ premium photos, videos and elements, 3000+ premium fonts, 420,000+ premium templates
- Create with ease thanks to Magic Resize, Background Remover and premium animations
- Stay organized with Brand Kit and content planner, plus extra folders and storage



Did you know?

Most clubs forget to update their social media and Officer details on their website. Has your club updated these recently?

District Contacts

Senior Leadership Team

District Director: Carol Mitchell director.d72@toastmasters.org.nz
Program Quality Director: Kayleen Gilder programquality.d72@toastmasters.org.nz
Club Growth Director: Lisa Coppins clubgrowth.d72@toastmasters.org.nz
Public Relations Manager: Peter Simmonds prm.d72@toastmasters.org.nz
Administration Manager: Celina Templeman admin.d72@toastmasters.org.nz
Finance Manager: Glenys Brown finance.d72@toastmasters.org.nz
District Parliamentarian: Harry Fox parl.d72@toastmasters.org.nz
Immediate Past District Director: Glen Pearce ipdd.d72@toastmasters.org.nz

Field Officers

Technical Manager: Tim Law tim@toastmasters.org.nz
Logistics Manager: Esther Haines logistics.d72@toastmasters.org.nz
Historian: Denis McCord historian.d72@toastmasters.org.nz

Inclusivity Team: Genevieve McLachlan, Alana Bogart, Erin Rose, Leo He, Brendon Fitzgibbon, inclusivity.d72@toastmasters.org.nz

Division C

Division C Director: Glenys Forsyth
Area Director C2: Vacant
Area Director C3: Christine Livingston
Area Director C4: Hugh Newbury
Area Director C6: Mitesh Popat

Otago and Southland

Gore, Queenstown, Wanaka
Five-Thirty Forum, Foveaux, Grand, Oyster Orators, ROAR
Dawnspeakers, Dunedin, Lunchspeak, Speak-Easy, TableTalk, Wavecrest
Everest, Toast NOW, Online Uncensored Comedians and Humourists, Scarfies

Division D

Division D Director: Jo Moar
Area Director D1: Lyn Harris-Hogan
Area Director D2: Vacant
Area Director D3: Leonie Wilkinson
Area Director D4: Lovey Ratima-Rapson
Area Director D5: Vacant
Area Director D6: Dana Briscoe

Canterbury, Nelson, West Coast

Alphabet Athletic, Avon, Boaters, Southern Cities and Sunrise
Bishopdale, Kaiapoi, Rangiora
Aranui, Christchurch, Oaklands, Pegasus, Cathedral City
Christchurch Women's, Civic, Dollan House, U-CAN-SPEAK, Victoria
Hornby, Liffey, Riccarton, Lincoln, Alpine (Timaru), Ashburton
Motueka, Nelson, Nelson Madhatters, Sunbelt (Blenheim), Greymouth, Westport

Division G

Division G Director: Kath Cherrie
Area Director G1: Vacant
Area Director G3: Rachel Clay
Area Director G4: Vacant
Area Director G6: Katina Beauchamp
Area Director G7: Vacant

Wellington Central and South

BNZ, DIALOGUE, Capital Breakfast, Capital Chatterers, Sunrise Speakers
Five Crowns, MBIE, NZTA, Te Puni Korero, Terrace@12, Toast IT!
Capital Club, Te Aro, Wellington, Wellington Professional, Kura Kōrero
High Noon Bankers, LINZ, Statistically Speaking, Solnet, Up Top
Cook Strait, Island Bay, Newtown, Peninsula Presenters, Turbine Talkers

Division J

Division J Director: Helen Cartmell
Area Director J1: Gary Nicholson
Area Director J2: Nu Taramai
Area Director J3: Andrew Hardwick
Area Director J4: Siji Qian

Wellington Surrounds

Churton Park, Spinnaker, Tawa, Waikanae
Karori, Newlands, Ohariu, Wadestown
Cup Cake Communicators, Gracefield, Silverstream, Wairarapa, Upper Hutt
Hutt City, Hutt Valley, Phoenix, Wainuiomata, Sunday Afternoon

Area Directors Needed!

Are you ready to take the next step in your leadership journey? Area Directors are the link between clubs and the District. They are responsible for visiting clubs and coordinating Area contests.

The District still has some vacancies in

- Division C (Otago, Southland clubs)
- Division D (Canterbury, Nelson, West Coast)
- Division G (Wellington Central)

If you are interested in taking on this role, please email Carol Mitchell at director.d72@toastmasters.org.nz



District Calendar and Upcoming Events

1 July to 30 Nov – First round of Club Visits begin
 1 July – Club Contests begin
 9 July – Division C Workshop –
 Judging & using CANVA for advertising – ONLINE
 13 July – Club Officer Training for Beginners – ONLINE
 20 July – Club Officer Training for Experts – ONLINE
 28 July – District Executive Meeting 7pm – ONLINE

1 August – Smedley Award begins
 3 August – Division G Club Officer Training
 3 August – Division C Club Officer Training
 14 to 17 August – International Convention
 24 August – Division C Club Officer Training
 24 August – Division D Club Officer Training
 24 August – Division J Club Officer Training

21 to 22 September – District Leadership Training
 21 September – District Executive Meeting
 21 September – District Awards Evening
 22 September – District Council Meeting
 30 September – Semi Annual Fees are due

1 November – Area Contests begin
 30 November – Club Visit Reports are due

1 December – Round 2 of Club Leadership Training begins

1 January to 30 May – Second round of Club Visit Reports begin

1 February – Talk Up Toastmasters award begins
 16 February – District Executive Meeting

22 March – Division C Contests
 29 March – Division D Contests

5 April – Division G/J Contests Part 1
 12 April – Division G/J Contests Part 2

9 to 11 May – District Conference
 9 May – District Executive Meeting
 10 May – District Council Meeting
 30 May – Club Visit Reports are due



Top Tips (Editors Choice)

“Great Story, Wrong Hero”

Written by Jack Vincent, DTM.

A member of Toastmasters Zug in Switzerland.

[First Published April 2017](#)



So you're preparing for an important presentation or pitch, and you've crafted a great story. But do you have the wrong hero? Here's why it's more compelling—and valuable—to position yourself not as the hero in the story, but as the mentor.

Several years ago, I was coaching the CEO of a startup who was preparing a pitch to a prospective client. He also planned to use much of the material for that in his upcoming talk at an important industry conference. He had several anecdotes and stories, all of them powerful in their own right.

When he began his third story my discomfort became noticeable.

“What's wrong?” he asked.

“You're not going to like this,” I replied. “All your stories are about you.”

“Hey! You're the guy who says that emotions sell,” he said. “This stuff comes from deep within. What better way to tell an emotional story than to tell my story?”

“You want to give the most compelling presentation you can, right? Ultimately, you want to sell.”

“Yes, of course.”

“Stay with stories,” I said, “but tell someone else's story! When it comes to conference speeches, audiences today are getting tired of the ‘My Struggle and Your Lesson’ talks. This will sound brutal, and I'm not singling you out but, rather, an entire army of presenters and vendors out there today. It's all becoming a bit narcissistic.”

“But I want to show the audience that I'm battle-tested. What better way to show my expertise than to show them I've been through this too?”

“Do you want your prospects to see you as likable and emotionally vulnerable ... or professional and commercially valuable?”

“Hmmm.”

“A knee surgeon may have never had knee surgery. Does that make the guy with the bad knee the expert? Which one of the two would you wish to give you advice on your knee, or even operate on it?”

You are not the hero. Your customer is.

The best salespeople know this. So do the best writers throughout history. They know what makes a great hero ... and what makes a compelling and valuable mentor.

In storytelling, heroes are not who many of us, exposed to pop culture, think they are. They are not the ones who have all the answers and solutions. They are not the ones who rescue cats from trees. Over the centuries, in great literature and in great storytelling, timelessly and universally, heroes struggle! They don't have all the answers, and they crave love and guidance. No struggle, no story. And the more compelling the struggle, the more compelling the story.

Harry Potter is a classic example. One of the great lines in this enormously popular book and movie series comes when Professor Dumbledore tells Harry, “It is our choices, Harry, that show what we truly are, far more than our abilities.”

Harry is the hero. And Harry was, at this point in the story, struggling with a decision, a choice. Your prospective clients have a choice too: to go with the competition, make no decision at all or choose you.

So now you have a choice.

When you prepare your next pitch or conference presentation or club speech around a story, do you want to be the hero or the expert? Before you answer that, also consider this: Do you want to captivate your audience and be seen as valuable?

If you stand up in front of a few hundred people, and essentially say, "I'm going to tell you about my struggle and what you can learn from this," isn't it possible that a third of the audience will switch off and another third will think, Here we go again. Another touchy-feely, vulnerable narcissist.

Crafting a speech around your "glorious struggle" really puts you in danger of positioning yourself as self-absorbed.

If that happens, then a mere third of the audience will still be with you, but it might not even be the top third of your target audience. Cynical? Perhaps I am. But I've sat in audiences—surrounded by other audience members—and this is the reality. Sure, some will smile endearingly. But don't limit your observation to the supporters.

Some will quietly look at their mobile device. Some will quietly leave the room. Some will look around hoping others will join them in the Here we go again roll of the eyes.

So, yeah! Give me a struggle. Just make sure it's somebody else's.

Crafting a speech, and certainly opening a speech, around your "glorious struggle" really puts you in danger of positioning yourself as self-absorbed. If, however, you build your pitch around someone else's struggle, it will position you as someone who has, at the very least, done some good research or, even better, as a professional who has helped heroes through their struggles to succeed.

Whether you're making a presentation at a conference or a pitch to a prospective client, sometimes you'll have an audience with whom you haven't yet worked, so your story relates to the listeners in general—but it's specifically about a past customer you helped. You're using their story as a case study, an example. The story is about the audience or prospective client in the sense that they are in this same situation, yet it happened to someone else. The bigger point, of course, is that it's not about you, the presenter.

The mentor is also a great salesperson.

The mentor doesn't tell the hero too much too soon. The mentor, or one of his tribe, entices the hero to cross the threshold, then persuades the hero to walk through the fire. The mentor can't accomplish the mission alone, usually because they don't have the power or the ability. Clients do have the power and ability, but they lack the knowledge and wisdom.

The mentor often helps the hero—the client—discover three things:

1. That no one else can accomplish the mission, only the hero is capable.
2. If the hero decides not to do it, the world will go to hell in a handbasket and evil will rule.
3. The hero doesn't have to go it alone—they can rely on a trusted advisor.

This is very persuasive.

So be the mentor and make a customer your hero.

There are two benefits to playing the role of the mentor—when done tactfully, of course.

1. You won't run the risk of two-thirds of the audience emotionally checking out of your talk early on. A story of someone else's struggle, on the other hand, doesn't make the presenter seem self-important, and it is insightful.

2. You will be seen as valuable. As always, be careful not to sell from the stage. Don't talk about your value but, indeed, show it. Weave your value statement into your story. That's the craft of great business storytelling.

Albert Einstein said, "Try not to become a man of success, but rather to become a man of value."
When people see you as the mentor, they see your value. And they more often buy from you.