

Education Session Lineup

Session 1 8:00 - 9:00 AM - Ballroom

Keynote by Craig Valentine - Getting Remarkable Results in Leadership and Life

Session Description:

What does it take to get remarkable results in leadership and life? Is there one secret to success? No. There is not one secret; there are four. In this powerful and interactive keynote, Craig Valentine will share the 4-step cycle that helps you become the leader that others want to follow and inspires you to live the life you desire and deserve.

Discover the **tools** that will help you...

- Build great relationships that bring greater rewards
- Understand the number one obstacle to becoming a great leader
- Motivate your team to be on the way and not in the way
- Experience less stress and much more joy as a leader
- Inspire people to change and constantly improve
- Exceed your goals in business and in life!

Presenter:

Craig Valentine, MBA; 1999 World Champion of Public Speaking
3-time Mid-Atlantic Salesperson of the Year (Glencoe/McGraw-Hill)
Author of the #1 Amazon.com Bestseller, *World Class Speaking In Action*

Session 2 9:15 – 10:05 AM

Marc Gabris, ACB, ALB – Use the Stage!

Session Description:

Join us in the session “Use the Stage!” to learn how to take advantage of the stage in a way that magnifies and amplifies your message! Learn how to make your messages easy to follow using a stage timeline. Make your message memorable by grounding your ideas on the stage. Use the seven techniques we will explore to make all aspects of your presentation congruent with the message you want to present. You will be amazed at how the techniques revolutionize your use of the stage and wonder why you didn’t see this before!

Objectives:

1. Utilize a stage timeline to add organization to your presentation
2. Demonstrate movement with purpose
3. Ground your ideas to stage locations to help the audience follow the story

Presenter:

Marc Gabris, works as the Team Leader of Family PACT orientations with the Department of Health Care Services, a team that travels throughout California educating health care providers on this specialty Medi-Cal program. He competed in the last two District Conferences –received 3rd place in last year’s Humorist Competition with his speech, “Looking for Love.” Marc is the founder and past President of Speakers into Leaders, Toastmasters at Sacramento State University, and he is the current VP of Education at Mather Toastmasters.

Session 3 9:15 – 10:05 AM

Mark Stiving, DTM – Fearlessly Give Effective Evaluations

Session Description:

To many Toastmasters, evaluations are the most challenging and scary part of a Toastmasters meeting. Yet, they are one of the most important parts of the meeting. In this seminar you will learn a process and a formula to give effective evaluations every time. You will leave with the knowledge and at least one opportunity to practice writing an evaluation in 1 minute. This seminar received rave reviews and has been a regular offering at both District 4 and District 57 events. It's here for the first time in District 39.

Objectives:

1. Use the right attitude to be heard when giving evaluations
2. Take notes effectively to enhance optimum feedback
3. Develop and practice a formula to give consistently valuable evaluations

Presenter:

Mark Stiving, Ph.D. currently teaches product managers how to create and price amazing products. During his career he has been an engineer, salesperson, professor, pricing executive and serial entrepreneur who started and sold two companies. He has been a Toastmaster in District 4 for six years and moved to District 39 in January. His greatest thrill in life is helping people excel.

Session 4 10:15 - 11:15 AM – Sycamore/Chestnut Room

Craig Valentine - Present with Impact and Persuade with Ease

Session Description:

Join Craig Valentine (the 1999 World Champion of Public Speaking) and get the top tools to keep your audiences on the edge of their seats and persuade them to take your next desired step. Whether speaking to an audience of 1 or 1000, you will pick up tools to...

1. Hook your listeners into your presentation from your very first words
2. Motivate and influence your audience to take action when you are finished
3. Craft, deliver, and sell your message effectively
4. Present in a confident, assured, and engaging manner
5. Make your message memorable
6. Breathe life into your presentations, bring your audience to you, and build a message

Presenter:

Craig Valentine, MBA; 1999 World Champion of Public Speaking
3-time Mid-Atlantic Salesperson of the Year (Glencoe/McGraw-Hill)
Author of the #1 Amazon.com Bestseller, *World Class Speaking In Action*

Session 5 2:40 - 3:30 PM

Colin McKechnie, DTM – Do You Speak, Squeak or Freak?

Session Description:

This highly interactive, *FUN* program will show you how your brain works in typical Toastmasters situations and how to rise to the occasion. Discover why getting your Butterflies to Fly in Formation may leave you with a stomach full of Sour Cream. Instead, learn how to make nervous energy and adrenalin your best friends - **when used correctly**.

Objectives:

1. Incorporate little known yet powerful advanced communications skills rarely found in manuals.
2. Develop and practice stress management techniques appropriate for Toastmasters.
3. Improve your chances of winning speech contests and become a better communicator.

Presenter:

Colin McKechnie has been a brain researcher for over 20 years, focusing primarily on how the brain works when we communicate and stress management. He loves sharing his knowledge. A dedicated Toastmaster, he coached 5 Toastmaster speech competitor's over the last 2 years, they won 8 of 10 contests. This year Colin competed himself and won 7 of 8 contests. Besides Toastmasters, Colin travels around the country helping organizations become more Productive, Profitable and Pleasurable.

www.colinspeaks.com

Session 6 2:40 - 3:30 PM

District Governor and Lieutenant Governors – Leadership 101: Inspiring Others

Session Description:

“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.” – John Quincy Adams. This seminar is a discussion of leadership styles. We each have our own ideas about leadership, including the District Governor and Lieutenant Governors (Trio). Even so, the Trio mesh well as a team. The panel will discuss the mechanics of leadership, offer his or her individual perspective on the topic and address the succession of leaders as applied to their current offices.

Objectives:

1. Provide better understanding of actions taken by the District Trio through insight of their leadership styles.
2. Encourage members to analyze and develop their own leadership styles.
3. Recognize leadership styles of others and use that knowledge to form better working relationships and increase productivity.

Presenters:

Sondra Nunez, DTM – Lt. Governor Marketing. National Association of Professional Women, VIP Woman of the Year Circle, Co-owner of Mountain Valley Petroleum, Co-founder of Nunez Consulting, 2013-2014 Fall Conference Co-chair, 2012-2013 District 39 Public Relations Officer
John Davis, DTM – Lt. Governor Education and Training. MBA, Emeritus Faculty for University of Nevada, Reno, District Division Governor of the Year, Herb Yarborough Sustained Service Award, Division Toastmaster of the Year and two time Division Area Governor of the Year
Brian Hatano, DTM – District Governor. Marketing Analyst for Raley's Corporation, Past Lt. Gov Marketing and Education and Training, two terms as District Chief Judge, recipient of Herb Yarborough Service Award

Session 7 2:40 - 3:30 PM

Jerri Glover, ACB, CL – Marketing your club to Chambers of Commerce, Business Groups and Local Media

Session Description:

Clubs consistently struggle with marketing their clubs and attracting new members. Together we will formulate a plan to market our clubs and discuss unique avenues for club promotion and growth. We will take the mystery out of approaching local chambers and other professional organizations. Participants will learn what makes an effective press release, marketing materials and build solid media relationships.

Objectives:

1. Questions to ask your local chambers of commerce and business groups to maximize their offerings to maximize your club
2. Work with your local media outlets to get consistent and high level media exposure
3. Moving beyond your average open house to attract new members

Presenter:

Jerri Glover has been a member of Empire Toastmasters in Grass Valley, CA for just over two years and has served as VP Public Relations and President. She is also an active member of her local Chamber of Commerce, serving on the Board of Directors and Executive Board. Jerri works as a business event planner promoting and marketing her clients' events. Her relationships with the media in Grass Valley has taught her how to craft a press release that increases the likelihood of publication and air time.

Session 8 3:40 - 4:30 PM

George Jarosik, DTM – Under the Hood Comedy Workshop

Session Description:

Anyone can read a joke...but can you deliver? If your joke falls flat, starts and sputters, or just lacks pizzazz, get a tune-up at George's Under the Hood Comedy Shop. In this hands on workshop, you'll learn how to get maximum mileage without stalling or running over your audience. Improve your body mechanics and gas up with new ideas. Adjust the carburetor and muffler for better vocal variety. Replace the headlights and get a front end alignment. Learn to pace yourself and know when to apply the brakes. Take ownership and learn to drive home your delivery - with confidence!

Objectives:

1. Select an appropriate joke and take ownership.
2. How to use voice, body and stage when delivering a joke.
3. The dos and don'ts of telling a joke effectively. Make a lasting impression.

Presenter:

From child puppeteer to his professional alter ego, Waldo the Clown, George has been an entertainer all his life. After attending the Barnum & Bailey Clown School at Lacrosse University he was invited to an International Clown Summit in Scotland. He performed with the Blackpool Circus in Southport, Brighton and all over Great Britain where he met his wife, Shoes the Clown. George has performed at California Water Works, Circus Vargus, numerous parties, conventions and charities, as well as regular performances at San Diego Seaport Village and the San Diego Fair. In 9 years as a Toastmaster he was awarded Area and Division Governors of the Year and Toastmaster of the Year.

Session 9 3:40 - 4:30 PM

David Goad, ACB, ALB – Presenting Online: How to Put More Show in Your Business

Session Description:

With today's fast-paced business environment and travel budget limitations, workers are being "forced" into more online meetings and conference calls. Faced with this challenge, how do you fully use your Toastmaster skills and connect with your audience when you're not physically face to face with them? In this session, you will learn the essential skills for conducting dynamic online meetings and presentations, along with specific techniques for making the most of the medium. It will include audience interaction along with real life stories to bring the concepts to life.

Objectives:

1. Understand the real differences between face-to-face and online presenting.
2. Learn techniques for looking and sounding your best in this new medium.
3. Avoid the energy-killers for online meetings.

Presenter:

David Goad is a Senior Marketing Manager with Cisco, whose products include Telepresence video and WebEx web conferencing. He conducts online meetings, webinars and panel discussions on a regular basis in his role. He is a 30-year marketing veteran, with a career that includes enterprise and startup companies spanning the technology, education and hospitality industries. He has been a District 39 Toastmaster for over 8 years, and enjoys speaking, writing and achieving big goals.

Session 10 3:40 - 4:30 PM

Ray Riehle, CC – Picking the “Low Hanging Fruit” or Targeting Organizations That Talk A Lot

Session Description:

Sunrise Center Toastmasters has enjoyed some measure of success in building membership by targeting the Citrus Heights Police Department, the City of Citrus Heights, and the Rotary Club of Citrus Heights. The key is to continue approaching groups that have regular speakers in order to improve their meetings and events. These clubs are tailor made for Toastmasters to speak outside the club while recruiting new members. This session will describe techniques to locate potential sources of new members as well as support positive organizations. You will learn how to approach and persuade organizations to provide the opportunity to promote the benefits of Toastmasters.

Objectives:

1. Locate the clubs and organizations that TM Clubs should target for membership development
2. Describe the benefits of TM in 10 Minutes (or less)
3. How a collegial approach to Membership will help all clubs build their membership

Presenter:

A member of Sunrise Center Toastmasters for 5 years, Ray is also active in the Rotary Club of Citrus Heights, the Citrus Height Chamber of Commerce, and the Notre Dame Club of Sacramento. He and his wife Diane live in Orangevale. He owns A-Applied Mailing Service, Inc., providing Direct Mail Advertising for a variety of companies, and organizations. Two of his four children (17 and 23 years old) have been members of the club and all have attended meetings.