



WHERE LEADERS ARE MADE
TOASTMASTER TIME



Region 14-District 76 (Japan)
2020-2021

District Council Meeting #2

TOASTMASTERS
INTERNATIONAL®

Call to Order



Opening Remarks



Reading District Mission

We build new clubs and support all clubs in achieving excellence.

「新しいクラブを作り、全てのクラブが卓越した成果を上げる支援をする」



Credential Report

Roll Call and Confirmation of the Quorum



Adoption of Online Standing Rules



Adoption of the Agenda

TOASTMASTERS
INTERNATIONAL®

Trio Report



Naoki Yoshino, DTM

Program Quality Director
プログラムクオリティディレクター



Yusuke Ohashi, DTM

District Director
ディストリクトディレクター



Satomi Matoba, DTM

Club Growth Director
クラブ担当ディレクター

戦略方針

No1 GrowthMaster in the world

More market-value in Japan

More marketable

- ・トーストマスターズは「**フラットで、グローバルで、イノベティブな**」団体として、より提供価値を研ぎ澄まさせていく
 - Quality Club, Pathways, Online Membership Experience
- ・**チームで大きくし、永続的な仕組みへ**

Better Virtually

- ・世界一のRetention Rateを誇る日本で、**オンラインに順応して成長する**
- ・世の中の的にもまだ未成熟なオンライン市場で、**体験を広げ、成功例を作り、脚光を浴びることでより認知度を高める**

重要な考え方
(骨格)

Self-Growth
Experience

- ・クラブ/エリア/ディビジョン/ディストリクトの組織が成長することで得られる**体験やスキルを還元**できるようにする（“ボランティア”だけでない“成長”）
 - 乗り越える武器や手法をできるだけ多く共有し、経験値を積む

Ride-out of
Crisis w/Team

- ・皆で**危機を乗り越えることで更に強いディストリクトを**（COVID-19の影響がある中でオンライン順応せず、活動滞留したり集客ができない状況を無くす）

Cost-effective

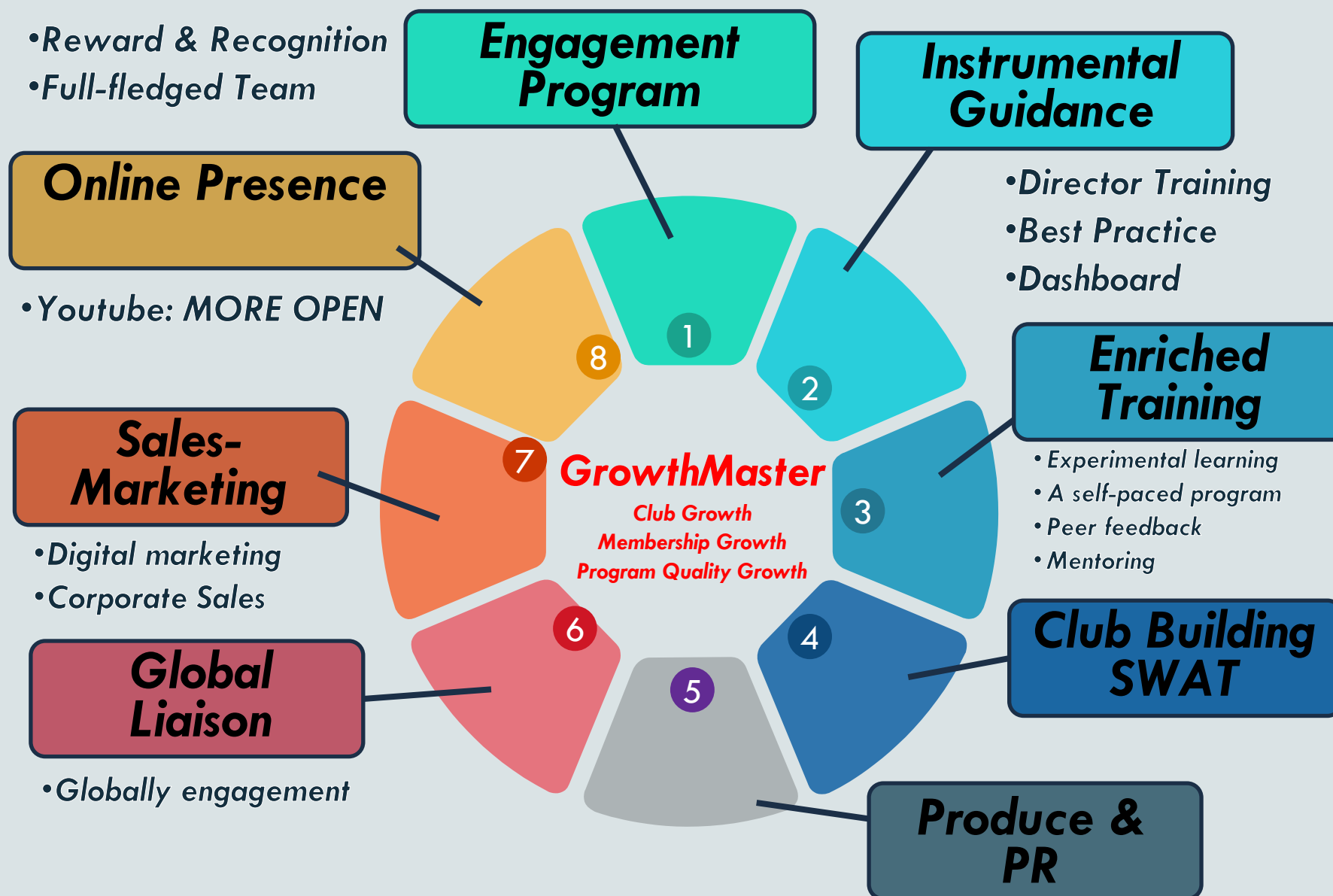
- ・（財務的な引き締めがTIから課されている中）従来コストのかけ方を変えつつ、**活動量を下げずに成長に寄与する活動優先**

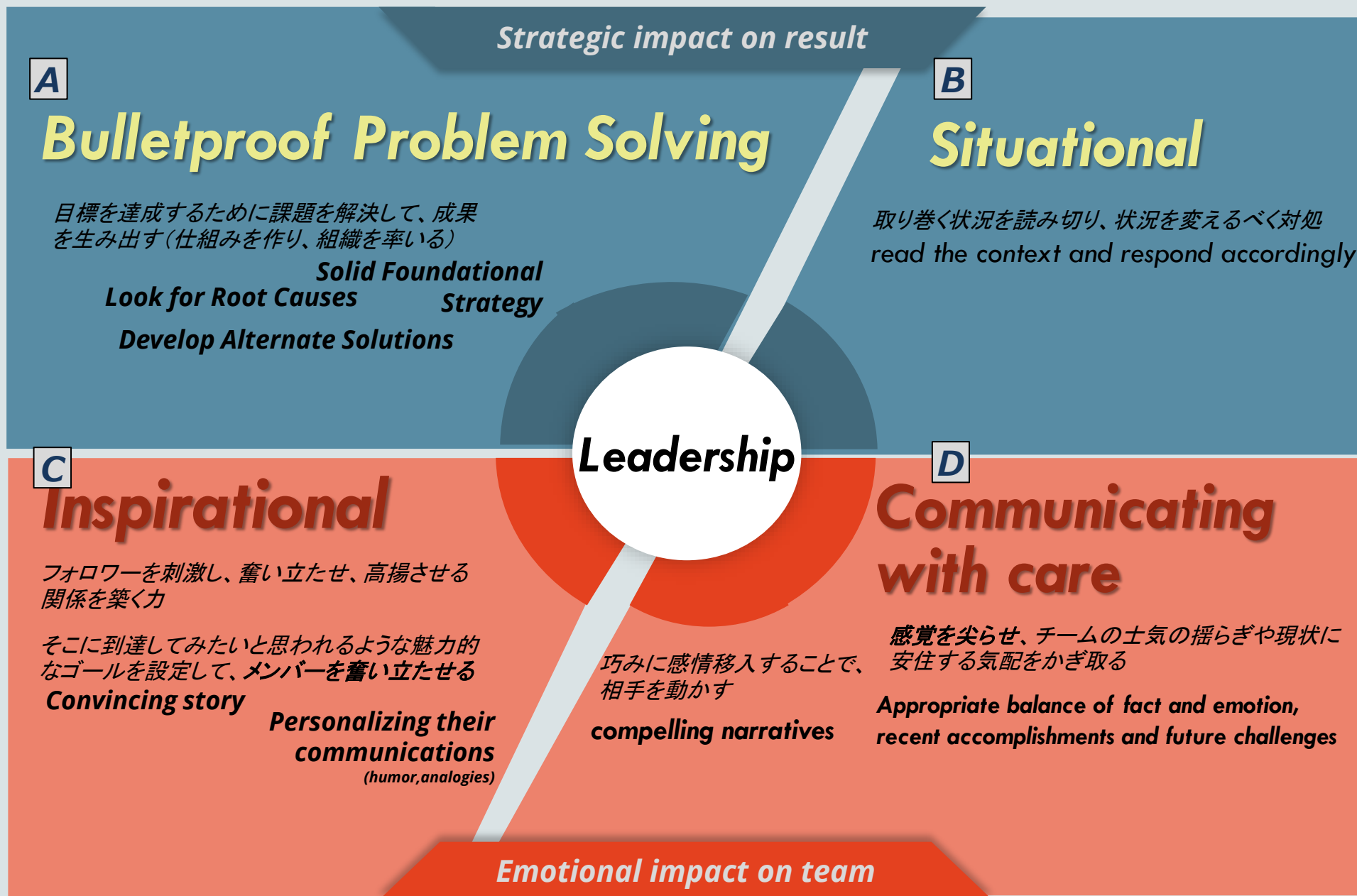
Marketing +
Quality

- ・「**クオリティが高いことでクラブ・会員数が増える**」という作用と、「**組織が成長することで更に安定して高い品質が実現できる**」という作用の両立

More Open
to Public

- ・外に開けたオープンハウス、PR露出、マーケティング、提携（Rotary）、企業セールス、youtube発信など**あらゆる外部に向けたオープン活動を活性化**





1. Where we are

- *Forecast*

2. What we found

- *Key findings*

3. What is to come

- *Change to address the opportunity*
- *Initiatives*
 - *Options available to fix the problem*
 - *Quick-Win list*

*Highest retention,
relatively well as other Districts*

*Focus on more membership growth,
Let's go together by end of June*

By the end of June, we can go smooth for Distinguished collaboratively

残り期間で今期チャーター見込みクラブのフォローアップ、1,000名規模の会員増、Distinguished Club獲得が必要

District 76 2020-2021 May As of 14-May-2021 Export

District Performance

Division and Area Performance

Club Performance

Club Status

District 76 Performance

1.84% Growth



Paid Clubs

Base	To Date
217	221

▶ 227

Goals

Distinguished
221
Select Distinguished
224
President's Distinguished
228
Smedley Distinguished
235

-9.11% Growth



Payments

Base	To Date
9,375	8,521

▶ 9,516

Goals

Distinguished
9,516
Select Distinguished
9,657
President's Distinguished
9,844
Smedley Distinguished
10,125

23.96% of Clubs



Distinguished Clubs

Base	To Date
217	52

▶ 87

Goals

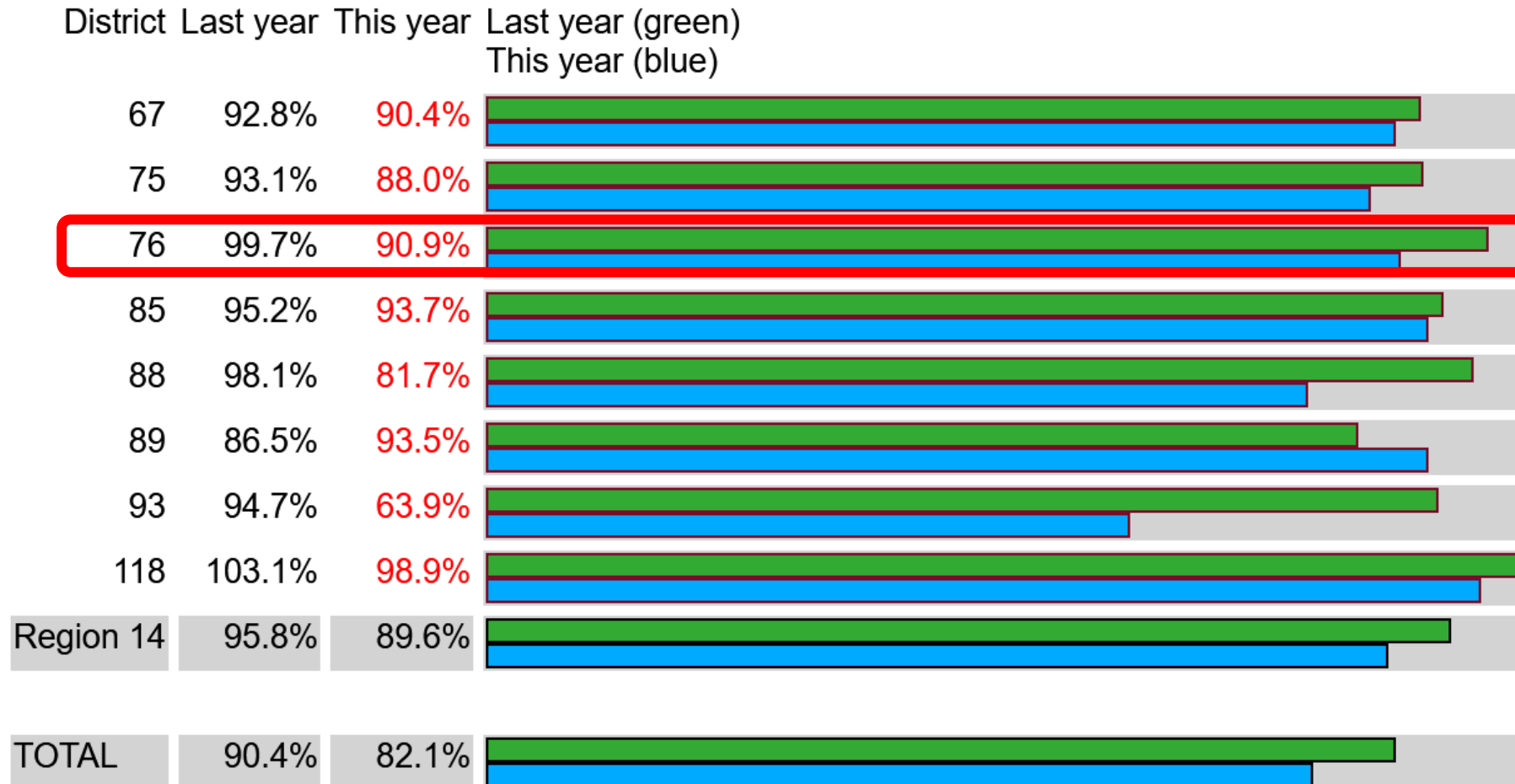
Distinguished
87
Select Distinguished
98
President's Distinguished
109
Smedley Distinguished
120

Membership Payment : +8% higher than global, almost same as other Districts

世界全体平均よりは 8%pt高いものの、Region14でみると平均に近い

Region 14

As of 2021-05-14, compared to 2020-05-14.



Where we are:

Highest Retention in the world (79.37%)

世界平均で見ると、Retention Rate47.9%に対して District76は70.37%(世界一)

District	Active	Base	New	Retention
U	2,553	3,108	1,199	43.56%
F	1,664	2,326	600	45.74%
1	2,073	2,839	729	47.34%
2	2,469	3,300	834	49.55%
3	2,323	3,278	775	47.22%
4	2,216	2,649	879	50.47%
5	2,032	2,611	652	52.85%
6	1,559	1,908	503	55.35%
7	1,821	2,307	628	51.71%
8	1,372	1,589	419	59.97%
9	674	899	179	55.06%
10	1,352	1,578	481	55.20%
11	1,713	2,296	582	49.26%
12	1,269	1,592	418	53.45%
13	974	1,285	282	53.85%
14	2,077	2,707	691	51.20%
15	894	1,222	293	49.18%
16	971	1,333	309	49.66%
17	1,061	1,318	595	35.36%
18	1,628	2,114	559	50.57%
19	774	1,077	161	56.92%
20	2,246	2,909	818	49.09%

21	1,601	2,094	613	47.18%
22	1,068	1,504	304	50.80%
23	934	1,188	322	51.52%
24	756	1,002	174	58.08%
25	1,850	2,502	618	49.24%
26	2,176	2,945	737	48.86%
27	1,591	1,942	514	55.46%
28	1,418	1,730	523	51.73%
29	1,888	2,449	594	52.84%
30	1,790	2,181	603	54.42%
31	2,475	3,126	1,006	46.99%
32	894	1,224	256	52.12%
33	1,759	2,298	555	52.39%
34	2,698	3,487	1,254	41.41%
35	1,229	1,610	340	55.22%
36	2,855	3,267	1,043	55.46%
37	1,390	1,766	504	50.17%
38	2,732	3,445	1,023	49.61%
39	1,730	2,282	476	54.95%
40	1,839	2,658	593	46.88%
41	5,146	6,126	3,550	26.05%
42	1,626	1,961	619	51.35%
43	1,347	1,920	563	40.83%

44	2,733	3,678	1,136	43.42%
45	1,191	1,602	399	49.44%
46	2,113	2,533	803	51.72%
47	3,093	4,089	1,175	46.91%
48	1,529	2,201	543	44.80%
49	971	1,227	333	52.00%
50	2,577	3,463	911	48.11%
51	2,808	3,398	934	55.15%
52	1,381	1,760	479	51.25%
53	1,768	2,221	555	54.62%
54	741	992	201	54.44%
55	2,527	3,640	941	43.57%
56	2,723	3,678	1,060	45.21%
57	2,336	2,921	850	50.87%
58	1,081	1,572	375	44.91%
59	2,442	3,405	786	48.63%
60	3,468	4,104	1,351	51.58%
61	2,739	3,438	1,101	47.64%
62	770	1,084	271	46.03%
63	1,165	1,548	322	54.46%
64	919	1,223	326	48.49%
65	1,205	1,531	348	55.98%
66	1,349	1,814	419	51.27%

90	2,101	2,527	690	55.84%
91	3,877	4,712	1,570	48.96%
92	3,207	4,106	1,750	35.48%
93	926	1,489	458	31.43%
94	4,135	4,660	1,896	48.05%
95	3,202	3,934	1,013	55.64%
96	1,751	2,318	698	45.43%
97	824	1,000	458	36.60%
98	5,596	6,596	3,519	31.49%
99	1,380	1,831	492	48.50%
100	1,243	1,520	449	52.24%
101	2,609	3,028	1,014	52.68%
102	2,795	3,407	1,079	50.37%
103	1,462	1,871	516	50.56%
104	1,085	1,702	600	28.50%
105	4,852	6,198	2,107	44.29%
106	1,421	1,867	384	55.54%
107	1,416	1,856	466	51.19%
108	1,317	1,905	694	32.70%
109	2,315	2,930	699	55.15%
110	1,308	1,772	603	39.79%
111	531	760	246	37.50%
112	2,287	2,727	979	47.96%

113	1,903	2,403	850	43.82%
114	1,462	1,745	663	45.79%
115	728	937	260	49.95%
116	2,116	2,416	855	52.19%
117	1,665	2,263	541	49.67%
118	3,901	4,459	2,220	37.70%
119	1,803	2,172	738	49.03%
120	3,032	3,761	1,486	41.11%
121	3,525	4,235	1,762	41.63%
122	677	846	354	38.18%
ALL	258,977	326,540	102,295	47.98%

67	2,803	3,437	1,083	50.04%
68	601	953	231	38.82%
69	2,514	2,987	908	53.77%
70	2,585	3,021	987	52.90%
71	4,116	4,984	1,422	54.05%
72	1,684	1,959	660	52.27%
73	2,065	2,531	825	48.99%
74	3,447	4,665	1,500	41.74%
75	3,305	4,033	1,545	43.64%
76	3,960	4,459	822	70.37%
77	889	1,200	285	50.33%
78	839	1,232	210	51.06%
79	2,835	4,464	1,495	30.02%
80	4,412	5,114	1,443	58.06%
81	3,928	4,260	1,208	63.85%
82	3,750	3,907	1,482	58.05%
83	2,620	3,315	856	53.21%
84	2,407	3,300	807	48.48%
85	4,312	5,241	2,488	34.80%
86	3,599	4,225	1,419	51.60%
87	2,043	2,445	798	50.92%
88	2,938	3,662	1,530	38.45%
89	2,737	3,119	1,193	49.50%

Six clubs chartered; **Five** clubs got "unpaid". **Four** of them recover.

According to CGD estimate, 6 prospective clubs are highly charterable on time

New Charter

Club ID	Club Name
7539361	IT(C)
7719228	Hiroshima Pheonix(G)
7328943	I have a Dream(D)
7713730	桃太郎 (G)
7206521	大阪サンシャイン(F)
7536834	Shin Osaka Leaders (F)

Unpaid – October Dues

Club ID	Club Name
5644198	KOTONoha (J)
5749807	Mie Toastmasters (J)
7640872	Mizuho Toastmasters D (C)
7640742	Mizuho Toastmasters B (C)
7715961	Nihombashi Toastmasters Club (C)

Charterable on time

Club ID	Club Name
7516715	Kashiwa (D)
7831786	Okinawa(H)日英
8000002	SuMiTRUST University (C)
7837349	Dow Group (A) 日英
7847167	Rock Music (E)
9000000	Citi group
7834344	アカマツ (G)日
7847132	Marubeni(C)
7800370	Chiba Debate (D)
7825981	Inzai (D)
8000006	GIFU (J)
7218787	金山(J) Vidual-Aids
7814264	Shiga (F)
7300267	FUSO (I)
8000013	Sophia University (B)
9000000	SMBC
9000000	Systematized Goodwill Guide

Merits for all: New Club Incentive Extension any new clubs that organize now through June 30 will have the charter fee (\$125 USD) and the new member fees (\$20 USD per member) waived.

Dear Prospective Club Coordinator,

As the effects of COVID-19 have continued to create challenges in organizing new clubs, the Board of Directors had put in place an incentive for the months of November 2020 to January 2021 to assist coordinators in building clubs. The Board met again to revisit this incentive and have extended it through **June 30, 2021**.

Effective immediately, any new clubs that organize now through June 30, 2021, will have the charter fee (\$125 USD) and the new member fees (\$20 USD per member) waived. To qualify, new clubs will need to fully complete the charter process, pay the \$45 USD membership dues for each charter member, *and* pay the prorated amount for the next renewal cycle (April 2021 for clubs organizing through March **or** October 2021 for clubs organizing April through June) by June 30, 2021. Members of clubs which charter in this time frame will pay the total amounts (at the time of charter) as follows:

Month	Membership Dues	Prorated Dues Amount	Total Amount (per member)
February	\$45 USD	\$15.00 USD	\$60.00 USD
March	\$45 USD	\$7.50 USD	\$52.50 USD
April	\$45 USD	\$45.00 USD	\$90.00 USD
May	\$45 USD	\$37.50 USD	\$82.50 USD
June	\$45 USD	\$30.00 USD	\$75.00 USD

This incentive is also applicable to prospective clubs that have already submitted the charter fee. If the prospective club completes the process of organizing their club during these months, the charter fee will be refunded.

We understand the challenges the pandemic continues to have on club building efforts, and we hope the extension of the incentive can assist your decision to start a Toastmasters club. For any questions on the incentive, please contact the New Clubs Team at newclubs@toastmasters.org.

Sincerely,



Richard E. Peck, DTM
2020-2021 International President
Toastmasters International



Daniel Rex
Chief Executive Officer
Toastmasters International



Naoki Yoshino, DTM

Program Quality Director
プログラムクオリティディレクター



Yusuke Ohashi, DTM

District Director
ディストリクトディレクター



Satomi Matoba, DTM

Club Growth Director
クラブ担当ディレクター

PQD



Naoki Yoshino, DTM

Program Quality Director
プログラムクオリティディレクター

District 76 Goals and reviews/目標及び振り返り

Experiential Learning

A self-paced program

Peer feedback

Mentoring







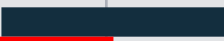


General Overview and Recommendations

General Overview

Recommendations

Future Events in this term/今後の予定

Plan and the results

Year/Month	2020.7-9	2020.10-12	2021.1-3	2020.4-6
Online COT#1	7/12-8/23 			
TLI		12/5-1/31 		
Speech Contests (International, 日本語)			District Level Contest 	
Experiential Learning クラブ運営・スピーチ	Online Workshops (12 times) 			
A self-paced program パスウェイズの活用				
Peer feedback 論評	2020.11 Evaluation Festival 			
Mentoring メンタリング				

Experiential Learning

No.	Action	Note
1	Promote Moments of Truth	51 Club (As pf 12/31)
2	Recognition Fantastic Five	25 Club (As of 12/31: Last year 34)
3	Online Workshop	
(1)	7/11 Storytelling Workshop	Deepak Sharma
(2)	7/25 Story-finder	Ed Tate
(3)	9/ 5 Moments of Truth	Naoki Yoshino
(4)	12/5 How to get Yes to your request	Ed Tate
(5)	12/19 審査員トレーニング	Takako Shibata
(6)	12/19 Judge Training	Hideo Temma

* 内容は好評だったが、参加者数は限定的。(50-170名程度)

* 世界的なスピーカー・コーチによるワークショップを実現した

A self-paced program Learning

No.	Action	Note
	Promote Pathways	Adoption Rate 82.7% (Aug.) → 87.3% (Mar.)
1	Website update	Information updated, YouTube by Division J
2	Online Workshop	
(1)	8/12 Pathways Basic	Naoki Yoshino
	10/10	
(2)	How to Take Your Pathways Journey to New Heights!"	Mark Snow, DTM

- * 教育プログラムがPathways1本となったことにより、Adoption Rateは改善した。
- * 継続的なフォローアップが必要。

Peer feedback

No.	Action	Note
	Improve Evaluation Skill	Evaluation Events have been conducted in the whole District
1	Evaluation Festival	2020.11 – 2020.12
2	Online Workshop	
(1)	10/4 Evaluation Workshop	Marama Carmichael Kishimoto
(2)	10/21 論評 ワークショップ	Kazuyuki Hosaka

- * District 全体に波及し、Division, Area, Clubで様々な論評イベントが開催された。
- * 参加者は限定的だが、論評フェスティバルのコンセプトを継続的に活用したいとの意見もあった。（記述式の論評）

Mentoring

No.		
<i>Promote Pathways Mentoring 7 Mentoring Pairs across the Division</i>		
1	<i>Online Workshop</i>	
(1)	<i>10/18 Pathways Mentoring</i>	<i>Hirofumi Kawamoto</i>

* Workshop を開催し、Mentoring をスタート

(Distinguished Program) Goals and reviews

(Upside) Healthy Club Activities

(Downside) Decrease of the members

Year	2018-2019	2019-2020	2020-2021 Goal
Distinguished Club	83/191	91/199	120/ 217
	43.46% Distinguished	45.7% Selected Distinguished	55.0% Smedley Distinguished

**85 Clubs have already achieved
more than 5 DCP goals.**

Target	Current Status
87/ 217	50/ 217
40.0% Distinguished	22.0%

(Downside) Decrease of the members

Distinguished District : 目標 87クラブ

メンバー数(20.6.19)	クラブ数	D76 比率(%)
20人以上	104	48
17-19人	31	14
16人以下	81	38
計	216	100

メンバー数(21.4.29)	クラブ数	D76 比率(%)
20人以上	75	35
17-19人	41	19
16人以下	101	46
計	217	100

(Distinguished Program) Goals and reviews

Excellent Quality Club Award

Strong foundations

Division, Area	Club
A11	Sendai Dynamic Speakers
A11	Sendai Lunch Speakers
C35	Tokyo American Club (TAC)
E51	Yokohama Ni Hao Toastmasters Club
E51	One-World Toastmasters Club
H81	Shimonoseki Toastmasters Club

(Criteria 1/3) Submit “Moments of Truth” (below) by 31st Dec.

(Criteria 2/3) Achieve President Distinguished Club by 31st May.

(Criteria 3/3) 10 clubs on a first-come-first-served basis.

(Distinguished Program) Goals and reviews

Excellent Quality Club Award

Breakthrough in a difficult situation

Division, Area	Club
A11	Sendai Dynamic Speakers
A11	Sendai Lunch Speakers
C35	Tokyo American Club (TAC)
E51	Yokohama Ni Hao Toastmasters Club
E51	One-World Toastmasters Club
H81	Shimonoseki Toastmasters Club

(Criteria 1/3) Submit “Moments of Truth” (below) by 31st Dec.

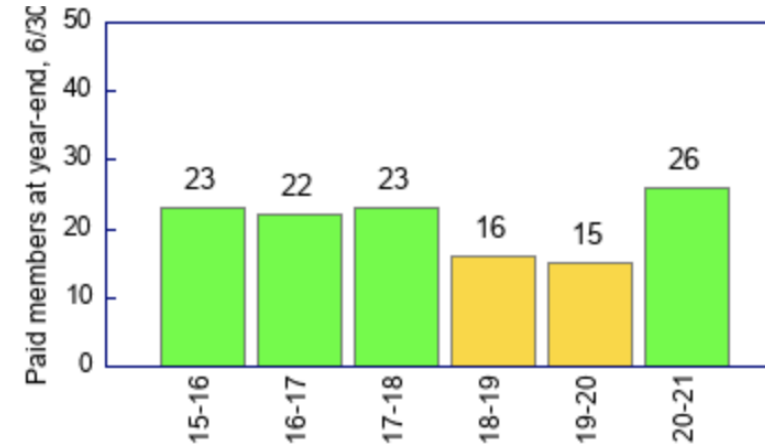
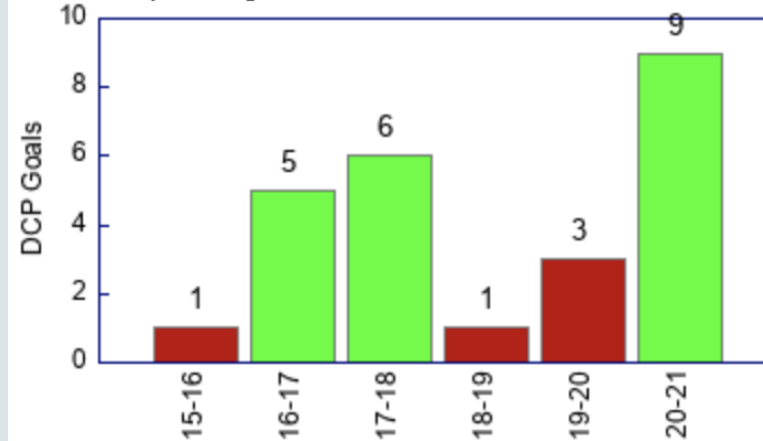
(Criteria 2/3) Achieve President Distinguished Club by 31st Mar.

(Criteria 3/3) 10 clubs on a first-come-first-served basis.

Utilizing Online Environment effectively

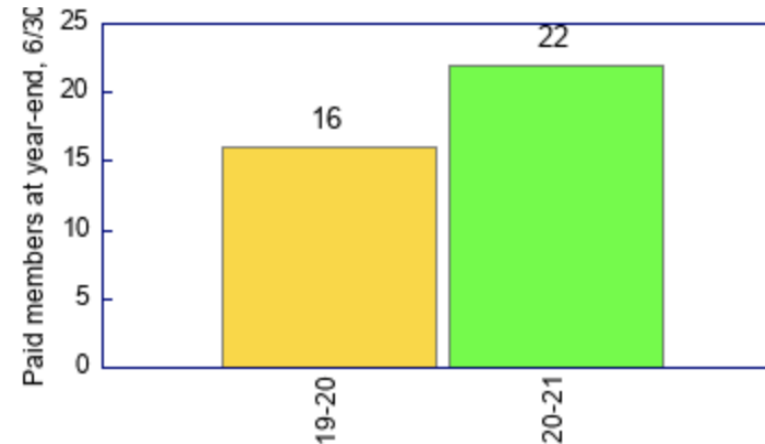
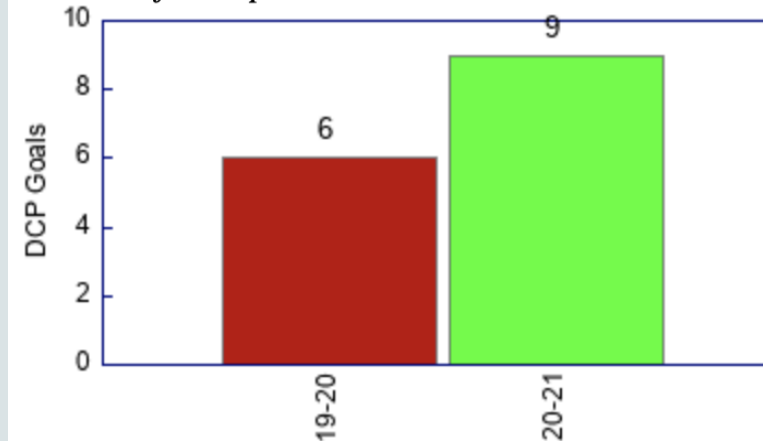
DCP History: [4564980](#) - Yokohama Ni Hao (D76 area E51)

Data as of Fri Apr 30 10:25:32 2021



DCP History: [7110909](#) - One-World (D76 area E51)

Data as of Fri Apr 30 10:25:32 2021



Accept reality of positive and negative aspects

良い面も悪い面も現実を受け入れる

(Upside)

1. Various education programs have been provided by utilizing Online.
各種教育プログラムを、オンラインを活用して提供することができた
2. According to the number of DCP goals achieved, many clubs continue to maintain clubs healthy
DCP Status によると、多くのクラブは活発に活動を継続している
3. (Recognition) Breakthrough by utilizing Online.
オンライン活用によるクラブの躍進は今後のヒント。クラブの個性

(Downside)

1. Decrease of members and increase of small clubs
メンバー減少及び小規模クラブの増加

What you can do now to be Distinguished Club

1. Know the current DCP Status

- (1) Go to Leadership Central in the TI website and check “Distinguished Performance Reports.”
- (2) Click Region 14, District 76
- (3) Click Club Performance and see the status.

2. If you have more than 20 members,

- (1) Simply ask members “Is there anyone who can give our club Level Completions to get DCP points?”
- (2) Go to Club Central and submit Education Awards

3. If you have more than 17 members,

- (1) Try to invite friends and get new members
 - You might be able to achieve “Distinguished” in this term

Marketing, Marketing, Marketing

組織的なマーケティング活動の推進

1. Do you follow **the basics of Toastmasters Program?**
強いクラブ・地域は、トーストマスタースプログラムの基本に忠実
2. **What can your club can provide** members and guests ?
理想のクラブ像、クラブらしさについて、話し合ってみる。
3. **Does you club promote public-relations** activities as a team ?
チームとして、広報活動を強化することが重要

5/17(Mon.) 20:00 – 21:30 New Club Officers Networking

—

Session	Content
President	<p>【Facilitator】 Division I Director: Maki Matsumoto</p> <p>【Presenter】 One-World TMC President: Keizo Hanada</p> <p>【Presenter】 Sendai Lunch TMC President: Yukino Sato</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. クラブとして何を目指すか / Goal Setting 3. チーム・コミュニケーション/ Team Communication
VPE	<p>【Facilitator】 Program Quality Director: Naoki Yoshino</p> <p>【Presenter】 Yokohama Ni Hao TMC VPE: Toshio Yada</p> <p>【Presenter】 Momotaro TMC VPE: Nobuyuki Osugi</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. メンバーの成長をサポートする / Support members for their growths 3. チーム・コミュニケーション/ Team Communication
VPM	<p>【Facilitator】 PQD Committee (Past Division G Director) :Yuki Kobayashi</p> <p>【Presenter】 Shimonoseki TMC VPM: Susumu Tanaka</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. メンバーシップ強化の方策 / How to strengthen the membership 3. チーム・コミュニケーション/ Team Communication

VPPR	<p>【Facilitator】 Area 63 Director: Hideo Temma</p> <p>【Facilitator】 Osaka Sunshine TMC VPPR: Ikumi Nishikawa</p> <ol style="list-style-type: none"> 1. 広報は人を説得するスピーチ/ PR is a kind of persuasive speech 2. クラブアイデンティティを反映した情報発信/ PR based on your club's identity 3. 広報はチームで取り組もう/ Publicize your club together as a team
Secretary	<p>【Facilitator】 Division H Director: Tomoko Maekawa</p> <p>【Presenter】 Area 84 Director: Nachiko Mori</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. 縁の下での力持ちとしてのクラブ貢献/ How to contribute to the club
Treasurer	<p>【Facilitator】 Online Logistics Manager: Noriko Takiguchi</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. オンラインを活用した効率的な帳簿作成 / Effective Financial Management
SAA	<p>【Facilitator】 Division J Director: Takashi Ito (Chad)</p> <p>【Presenter】 Shimonoseki TMC SAA: Makoto Hironaka</p> <ol style="list-style-type: none"> 1. 基本的な役割の理解/ Basic Knowledge of the role 2. オンライン・ハイブリッドミーティング運営 / How to organize an Online/Hybrid Meeting

5/22,23(Sat. Sun.) District Speech Contest

District 76 日本語スピーチコンテスト 2021

5月22日(土) 13:00~

会場: Zoom Webinar ・ 聴衆: YouTube



アジェンダ : 日本語コンテスト

13:00	開会宣言	内田 勇輝 (コンテスト委員長)
13:02	ディストリクトディレクター挨拶	大橋 祐介 (ディストリクト 76 ディレクター)
	コンテスト役員紹介	内田 勇輝 (コンテスト委員長)
	コンテスト規則説明	内田 勇輝 (コンテスト委員長)
	審査員長報告	鷺岡 恵子 (審査員長)
13:15	コンテストスピーチ	出場者 (50 音順)
	() 池田 哲平	(いけだ てっぺい)
	() 内田 秀明	(うちだ ひであき)
	() 梅村 さや香	(うめむら さやか)
	() 小西 充恭	(こにし みつやす)
	() 田中 真知子	(たなか まちこ)
	() 手柴 奈生	(てしば なお)
	() 古谷 博子	(ふるや ひろこ)
	() 古橋 徹	(ふるはし とおる)
	() 宝崎 久恵	(ほうさき ひさえ)
	() 宮本 まどか	(みやもと まどか)
15:00	出場証書授与	内田 勇輝 (コンテスト委員長)
15:05	インタビュー	渡辺 早苗 (インタビュアー)
15:25	表彰状授与	吉野直樹 (プログラムクオリティディレクター)
	写真撮影	
	連絡事項	内田 勇輝 (コンテスト委員長)
	閉会	内田 勇輝 (コンテスト委員長)

計時係 ハモール 真帆 北村 ひろよ 清水 彰子
集計係 川原 真理 西川 郁美 村田かおり
IT Master 中世古 高伸 山根 阿樹

District 76 International speech contest 2021

Sunday, May 23. 13:00~

Venue: Zoom Webinar ・ Audience: YouTube

Agenda: English contest

13:00	Call to order	Naoki Yoshino (Contest Chair)
13:02	Opening Remarks	Yusuke Ohashi (District 76 Director)
	Introduction of Contest Officials	Naoki Yoshino (Contest Chair)
	Contest procedure and rules	Naoki Yoshino (Contest Chair)
	Chief judge's report	Kuan Chung Tey (Chief Judge)
13:15	Contest speeches	Contestants [Alphabetical order by family name]
	()	Sangwon Ahn
	()	Ruriko Fujino
	()	Ruskyle Howser
	()	Yujo Kawashita
	()	Marama Carmichael Kishimoto
	()	Yayoi Komura
	()	Paul Malone
	()	Kaori Otani
	()	Sayaka Umemura
	()	Kazumi Watanabe
15:00	Presentation of participation certificates	Naoki Yoshino (Contest Chair)
15:05	Interview	Brenna Bernardino (Interviewer)
15:25	Presentation of award	Naoki Yoshino (Program Quality Director)
	Photo	
	Announcements	Naoki Yoshino (Contest Chair)
	Closing remarks	Naoki Yoshino (Contest Chair)

Timer Yuki Saito Misato Ishii Shigeo Yae
Ballot Counter Izumi Komatsubara Masato Sato Yoshiko Sugita
IT Master Takanobu Nakaseko Aki Yamane



How to use Club Central

クラブセントラルの使い方

Club Central Tutorials

http://origin-gps.onstreammedia.com/origin/toastmastersinternational/eLearning/COT/Navigating_Club_Central/Navigating_Club_Central/story_html5.html?lms=1

Club Central全般のチュートリアルです。

You will understand how to check Distinguished Performance Report and how to submit the Education Awards.

DCPの確認方法や教育賞提出方法を知ることができます。

Thank you so much for all your support!

Wishing you all the best!

**1年間大変ありがとうございました。
あと少しお付き合い下さい。**



Naoki Yoshino, DTM

Program Quality Director
プログラムクオリティディレクター



Yusuke Ohashi, DTM

District Director
ディストリクトディレクター



Satomi Matoba, DTM

Club Growth Director
クラブ担当ディレクター

1. Goals and reviews

+1 : Net growth of one club per Area

+5: Net growth of five members per club

2. Things to do in May and June

3. Recommendations for the next term

1. 今期の目標と実績

「+1」 各エリアにクラブを1つ増やす

「+5」 各クラブの会員数を5名増やす

2. 残り期間で行うこと

3. 来期への提言

Club Growth

クラブ数は増加



1.84% Growth



Paid Clubs

Base	To Date
217	221

Goals

Distinguished
221
Select Distinguished
224
President's Distinguished
228
Smedley Distinguished
235

**Achieved !
No. 8
in the world!**

Membership Growth

会員数は減少



-9.22% Growth



Payments

Base	To Date
9,375	8,511

Goals

Distinguished
9,516
Select Distinguished
9,657
President's Distinguished
9,844
Smedley Distinguished
10,125

**Need 1,005
No. 17
in the world!**

As of May 7th



District 76 Club Building Campaign 2020-2021

July 1, 2020 - April 30, 2021

プラスワン Plus One

4つの賞であなたのエリアの成長を応援します

Recognitions for Areas

Award winners will be announced in the district 76 website monthly.

エリアを対象とした賞です。表彰は毎月ディストリクトウェブサイトで行います。

CRITERIA

+1 AWARD

Chartered one new club

クラブが1つチャーターしたエリアを表彰

PHOENIX AWARD

Small club under 13 members achieved Distinguished Club

期首13名未満のクラブがDCPを達成したエリアを表彰

GOLDEN SEPTEMBER AWARD

No net loss of membership at October membership renewal

秋の更新で全クラブが期首人数を保持したエリアを表彰

No.1 GROWTH MASTER AREA AWARD

Won the most area awards above

上記3賞を最も多く獲得したエリアを表彰



クラブの設立は最高の喜び
クラブの再建は私達の誇り

+1 AWARD



PHOENIX AWARD

Div	Are	Club Name	Base	Active	Growth	New	Add.	Status	Coach
B	26	Bonjour Toastmasters	10	16	6	4	3	D	Michel Payment, DTM
C	36	Tokyo Debate Toastmasters Club	12	19	7	4	8	P	
H	84	Miyazaki Toastmasters Club	10	19	9	4	5	D	Kyoko Kawano, DTM
I	91	UTAGE Toastmasters Club	9	14	5	4	1	D	

No1 GROWTH MASTER AREA AWARD



GOLDEN SEPTEMBER AWARD



2020-2021						
New Clubs						
C	Are	Club N	Name	La	T	Charter
B	27	7640895	Okazaki	E		Sep-20
C	31	7539361	IT	E	Adv.	Oct-20
G	73	7719228	Hiroshima Phoenix	E	Adv.	Oct-20
D	42	7328943	I Have a Dream	E	Adv.	Oct-20
C	31	7640559	Tokyo Freedom	E		Dec-20
G	72	7713730	Momotaro	J	Adv.	Jan-21
F	63	7536834	Shin Osaka Leaders	E		Jan-21
C	31	7640742	Roppongi	E/J		Feb-21
F	62	7206521	Osaka Sunshine	E/J		Feb-21
C	32	5468760	Yatsu Online Advanced	E	Adv.	Apr-21
J	102	5749807	Kanayama Visual Communication	E/J		Apr-21
Disbanded Clubs						
B	27	7640895	Mizuho Toastmasters E			
C	31	7640559	Mizuho Toastmasters A			
C	31	7640742	Mizuho Toastmasters B			
C	32	5468760	Forward 1st Sunday			
J	102	5749807	Mie			

- 6 clubs chartered

- 5 clubs were disbanded
- 5 clubs were born by club number transfer

Special thanks to Mizuho clubs and Area 31 Director, Masayasu Yano

Prospective Clubs

2	Prospective Clubs					
3	Are	Club No	1	Name	La	Ty
4	J	101	7218787	Kanayama Visual Communication		Adv.
5	I	96	7300267	FUSO	E	企
6	J	102	7455655	Gifu		
7	D	43	7516715	Kashiwa	E	
8	H	81	7723653	Kitakyushu Chinese	中	
9	D	43	7800370	Chiba Debate	E	Adv.
10	F	61	7814264	Shiga	E	
11	D	42	7825981	Inzai	E	
12	H	82	7831786	Okinawa	E/J	
13	G	71	7834344	Akamatsu	J	企
14	B	24	7834951	Sophia Debating & Toastmasters Society	E	
15	A	11	7837349	Dow Japan	E/J	企
16	C	36	7847132	Mrubeni	E	企
17	E	52	7847167	Rock Music	E	Adv.
18	C			SuMiTRUST University	E	企
19	A	17		Olympus Shinjuku	E	企
20	B	22		Olympus Hachioji	E	企
21	H	83		Yoko	J	
22	C			Citi group	E	企
23	C			SMBC	E	企
24	F			NTT West	E	企
25	A		7881139	Akita	E	
26				International Japanese	J	

- 15 new prospective clubs
- 8 Club leads
- 2 are ready to charter in May!
- 6 are aiming to charter in June
- Momentum of corporate clubs continue

Special thanks to club supporters, and demo meeting helpers, and Club Extension Team for their great contributions!

Districts with highest net club growth

*President's Extension Award
presented to top three*

Rank	District	Growth
1	98	+14
2	41	+13
3	118	+12
4	94	+12
5	116	+10
6	81	+7
7	121	+6
8	76	+4
9	122	+3
10	95	+1

Why are we successful?

- Established corporate club charter support procedure.
- Supports by members and clubs for demo meetings and as sponsor clubs.
- Strong interests in starting corporate clubs by people who returned from abroad.
- Unique advanced community clubs
- Online clubs
- Rock Music TMC was initiated in response to +1 campaign and is likely to charter by the end of this term.
- Japan style: our clubs are resilient.

要因

- 企業クラブチームによるサポート体制と手順の確立
- デモミーティングのヘルパー、スポンサークラブの協力
- 海外でトーストマスターズを経験した人による企業クラブ設立の問い合わせが多い
- コミュニティクラブは、特色のあるアドバンスドクラブが強い
- 純オンラインクラブへのニーズが多い。要差別化、ターゲットの絞り込み
- +1の成果：今期スタートしチャーター見込みのRock Music TMC
- 他国との違い：つぶれない日本のクラブ。日本スタイルの確立へ

+5

District 76 Membership Campaign 2020-2021

July 1, 2020 – April 30, 2021

プラスファイブ Plus Five

3つの賞であなたのクラブの成長を応援します

Class1 : Clubs over 12 members 期首13名以上のクラブ

Class2 : Clubs under 13 members 期首12名以下のクラブ

Awards will be presented in each class. クラスごとに下記 3 賞を授与。

Winners will be announced in the district 76 website..

受賞クラブは、随時ディストリクトウェブサイトで表彰します

CRITERIA

+5 AWARD

Net +5 members after October membership renewal
秋季更新後の会員数が期首から5名以上純増したクラブを表彰

FIRST 5 AWARD

First 5 clubs that won +5 award

+ 5 賞達成先着5クラブにTI ショップクーポンをプレゼント

1位: \$50 2位: \$40 3位: \$30 4位: \$20 5位: \$20

PRIZE

No.1 GROWTH MASTER AWARD

Top 10 clubs in membership growth that won +5 award

キャンペーン終了日に+ 5 賞を達成しているクラブで

会員増加数トップ10クラブにTI ショップクーポンをプレゼント

1位: \$100 2位: \$80 3位: \$60 4位~10位 \$40

PRIZE

クラブの会員数を5名増やそう！

仲間がふえると、学びがふえる、
もっともっと楽しくなる



ファースト5賞達成クラブ

Class 1



CONGRATULATIONS!
FIRST 5 AWARD

1st PLACE

ONE-WORLD

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

2nd PLACE

**YOKOHAMA
NIHAO**

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

3rd PLACE

**METLIFE
JAPAN**

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

4th PLACE

**SENDAI DYNAMIC
SPEAKERS**

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

5th PLACE

DAZAIFU

TOASTMASTERS CLUB

Class 2



CONGRATULATIONS!
FIRST 5 AWARD

1st PLACE

MIYAZAKI

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

2nd PLACE

UTAGE

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

3rd PLACE

LA VOCE

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

4th PLACE

TOKYO DEBATE

TOASTMASTERS CLUB



CONGRATULATIONS!
FIRST 5 AWARD

5th PLACE

BONJOUR

TOASTMASTERS CLUB

+5賞達成クラブ

Class 1



**17 clubs achieved net growth of 5 members or more.
Growth of small clubs under 12 membership base is significant.**

Class 2



合計17クラブの人数が5名以上純増
期首12名以下のクラブの健闘が目立つ

No1 GROWTH MASTER AWARD

Class 1

D	Ar	Club Name	em. Bas	Active	Growth	New M	Add. Ne	ed Stati
E	51	Yokohama Ni Hao Toastmasters Club	15	26	11	4	14	P
C	32	FORWARD Toastmasters Club	15	24	9	4	10	
E	52	Yokohama Toastmasters Club	30	37	7	4	8	P
F	63	Shin-Osaka Leaders Toastmasters Club	20	27	7	4	1	D
E	51	One-World Toastmasters Club	16	22	6	4	4	P
C	35	S.E.T. Toastmasters Club	14	19	5	4	3	
D	44	MetLife Japan Toastmasters Club	20	25	5	4	12	D
E	56	Odawara Toastmasters Club	14	19	5	4	2	
H	83	Dazaifu Club	16	21	5	4	4	D

Class 2

D	Ar	Club Name	em. Bas	Active	Growth	New M	Add. Ne	ed Stati
H	84	Miyazaki Toastmasters Club	10	19	9	4	5	D
C	36	Tokyo Debate Toastmasters Club	12	19	7	4	8	P
B	26	Bonjour Toastmasters	10	16	6	4	3	D
I	91	Kagayaki Toastmasters Club	6	11	5	4	1	
I	91	UTAGE Toastmasters Club	9	14	5	4	1	D

OPEN HOUSE

91 Open Houses were held between November and March

11月から3月にかけて、全国一斉オープンハウスを実施し、
91のクラブやエリアが参加しました。

Changes of Club Size and Membership

クラブの大きさと会員数の変化

BASE						GOAL				
		Jun.	Sep.		Oct.		Mar.		Apr.	Jun.
Club Size	50 - 30	26	29		16		22		11	20
	29 - 20	83	86		67		82		64	98
	19 - 13	77	77		78		76		81	80
	12 - 8	29	24		50		41		65	30
	7 - 1	1	0		8		3		2	2
	Total	216	216		219		223		223	230
	Average	20.1	20.7		17.94		19.62		17.55	
Membership		4,333	4,480		3,931		4,375		3,914	4,333+

Unpaid: 701(15.6%)

Unpaid: 603 (13.8%) Best since 2016

New and Charter Members: 908

Add 400 in May and June

Number of clubs under 12 members leaped from 30 to 67
Renewal rate is not bad.
Struggling in getting new members.

12名以下のクラブが期首30から4月末67に増加
更新率は良好だが、新メンバーの獲得で苦戦。

67 clubs has less than 12 members

クラブのメンバー減少が大きな課題。

しかし、今期成長した多くの期首少人数クラブがあります。

成功例から学んでがんばりましょう。

Area	Club	Name	Members
A11	705278	Misawa Toastmasters Club	12
A13	1971647	Ashikaga Toastmasters Club	12
A14	683085	Sakitama Toastmasters Club	9
A14	3094	Tsurugashima Club	12
A14	5413221	UD Trucks Toastmaster Club	0
A15	1263550	Utsunomiya	11
A16	7703897	Tokyo Nihao Toastmasters Club	10
A16	3362189	Storytelling Toastmasters Club	12
B23	1422540	Chofu Free Flight Toastmasters Club	12
B27	4941115	Tokyo Ronpyou Toastmasters Club	10
B27	7640895	Okazaki Toastmasters Club	12
C31	7640559	Tokyo Freedom Toastmasters Club	9
C32	5468760	Yatsu Online Toastmasters Club	3
C33	5420274	Bloomberg Tokyo English/Japanese Toastmasters	12
C33	7513850	Morgan Stanley Tokyo Toastmasters Club	10
C33	5625981	La Voce Toastmasters club	12
C34	1299676	Omotesando Bilingual Toastmasters Club	8
C34	6321	Minami Aoyama Toastmasters Club	11
C35	5215694	GS Japan Toastmasters Club	8
C36	7715961	Nihombashi Toastmasters Club	8
C36	5633576	Ginza Toastmasters	10
C37	7640852	Mizuho Toastmasters C	2
C37	2320	Tokyo Bay Toastmasters	9
D42	699884	Narita Toastmasters Club	12
D42	1722409	Tsudanuma	12
D43	2706156	Matsudo Toastmasters Club	9

D44	3011983	Ichikawa Smile Toastmasters Club	10
D45	4743	Sapporo Pioneers Club	12
D46	3797038	Oval Toastmasters	9
D46	2823162	Presentation Toastmasters Club	8
E53	701841	Yamato Bilingual Toastmasters Club	8
E55	3022505	Fujisawa Bilingual Toastmasters Club	10
E56	3297476	Alpine Leaders	12
F63	6784340	OSAKAROMAN	9
F65	3956695	Kobe Toastmasters Club	12
G71	2023184	Matsuyama Toastmasters Club	11
G71	861224	Kochi Toastmasters Club	10
G71	1834055	Imabari	12
H81	9264	Iizuka Toastmasters Club	12
H82	2607903	Shuri Trilingual Toastmasters Club	8
H82	7178244	Ryudai Toastmasters Club	8
H82	1577356	Oki Orators	11
H83	427	Kurume Toastmasters Club	11
H83	2325422	Sasebo FA	12
H84	6926	Kumamoto Club	11
H84	2738582	Kagoshima Toastmasters Club	12
I91	888053	Kagayaki Toastmasters Club	11
I92	6635378	Amazon Japan Toastmasters	8
I93	9430	Tokyo Bilingual	10
I94	1293910	Sakurazaka	12
I95	3262461	The Champions Toastmasters Club	9
I96	3903651	Kosugi-no Mori Toastmasters Club	10
J1	3333	Kasugai Club	8
J1	2805262	Tokai Business Toastmasters Club	9
J2	5749807	Kanayama Visual Communication Toastmasters Club	11
J2	5644198	KOTONOHA	10
J3	4957	Inuyama Toastmasters Club	8

68 clubs eligible for coaches (30.4%), of which 57 don't have any assigned (83.8%)

57 clubs that need coaches

Club Coaches			
Club_Name	Name	Begin_D	
BNI Musashino Toastmasters Club	Taishi Oda, PI3	08/25/2019	
Bonjour Toastmasters	Michel Payment, DTM	10/01/2020	Accomplished!
Hakata	Taro Okamoto	09/03/2019	
High Touch Toastmasters Club	Satoru Yamasaki, PM1	09/27/2020	
Masamune Toastmasters Club	Kumiko Shinoda, PM2	10/18/2020	
Miyazaki Toastmasters Club	Kyoko Kawano, DTM	09/11/2019	Accomplished!
Mizuho Toastmasters Club	Masayasu Yano, EC3	11/23/2020	
Mizuho Toastmasters Club	Daisuke Kishi, PM3	11/23/2020	
Oita Toastmasters Club	Kimiko Murata, DTM	08/02/2019	
Omotesando Toastmasters Club	Takae Konno, ACG, ALB	10/21/2019	
Roppongi Toastmasters Club	Mayuko Sato, PI3	02/20/2021	
Saitama Debate Toastmasters Club	Adachi Kanako, PM4	10/04/2020	
Saitama Debate Toastmasters Club	Yoshiya Terai, PM5	10/04/2020	
Shonan Toastmasters Club	Akihiro Tanaka, IP1	10/28/2020	
Shonan Toastmasters Club	Tsukasa Aizawa, DL3	10/28/2020	
Tokyo ESS Toastmasters Club	Takashi Tadooka, DTM	10/01/2020	
Tsukuba Starlight Toastmasters Club	Yasutaka Noma, IP5	04/16/2021	

14クラブに17名のコーチが活動中
 コーチの人数不足
 コーチ候補者の特定とトレーニングが大きな課題

1. Recover the membership base and grow further

July 1 April 30 May and June June 30

4333 \Rightarrow **3914** + **Charter 120** \Rightarrow **4334**

New 300

期首の会員数を回復し、成長へ

クラブの人数18名 ⇒ 20名 ⇒ DCPを達成!
今期新入会3名 ⇒ もう1名入会 →DCP 1ポイント獲得
5月と6月で5名新入会 ⇒ Beat the Clock Award

2. *Ensure a smooth transition*

誰でもできるように、クラブ運営のマニュアル化を。ノウハウの蓄積と継承がクラブの強さになり、会員増につながります。

1. Aggressive marketing and promotion by a joint team of CG committee and PRM committee.

2. Translation of marketing resources on TI website.

3. Coach training

1. マーケティングチームとPRチーム合同による組織的な広報戦略の作成と実施
2. 本部ウェブサイトのマーケティング関係リソースの翻訳
3. コーチトレーニングの実施

Thank you so much for your continued support.

1年間大変お世話になりました。
皆様方の暖かいご支援とご協力に心から感謝申し上げます。

TOASTMASTERS
INTERNATIONAL®

DEC Report

Middle & Long-term Goal

More market-value should be exposed and it makes more rich membership experience. In 202X, we hope 10,000 Toastmasters members in Japan



Majority Vote
過半数賛成で可決

TOASTMASTERS
INTERNATIONAL®

Adoption of Alignment of Clubs 2021-2022

DEC#5 approved

DEC#5で承認済・DCM#2において最終承認

The motion is on the District alignment for 2021-2022

動議は2021-2022のディストリクト・アラインメント（クラブ編成）に関してです

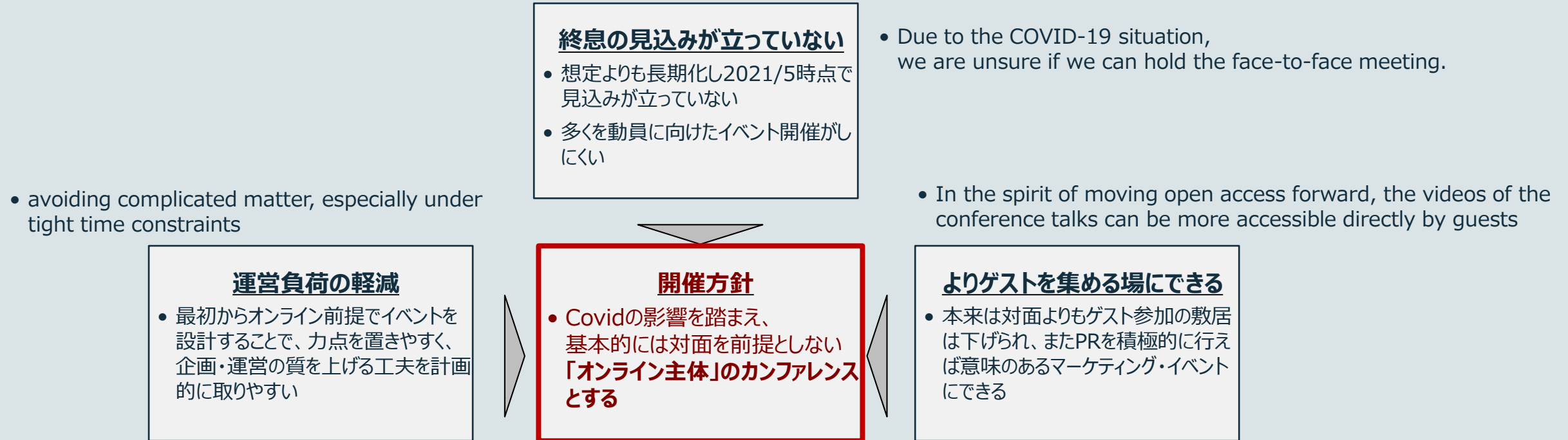
Majority Vote
過半数賛成で可決

TOASTMASTERS
INTERNATIONAL®

Adoption of Annual Conference 2021-2022

Conference will be held virtually due to the pandemic.

Covidの影響を踏まえ、基本的には対面を前提としない「オンライン主体」のカンファレンスとする



伴い、

- ✓ Conference Team will be all-divisions combined team. Chair will be IPD Yusuke Ohashi, DTM.
次期の運営チームは全ディビジョン混成とし、Conference ChairはIPD 大橋祐介とする
- ✓ If situation goes better, we may discuss again when next DCM#1 comes
次年度DCM#1(9月)の段階で明らかな改善が見られた場合には再判断の可能性もある

DEC#5 approved

DEC#5で承認済・DCM#2において最終承認

The motion is on holding the annual conference online for 2021-2022 with the chair being IPD Yusuke Ohashi, hosted by all Divisions combined

動議は2021-2022の年次カンファレンスはオンライン開催とし、コミッティチェアを大橋祐介(IPD)に任命し、ディビジョン混成の運営チームを組成する



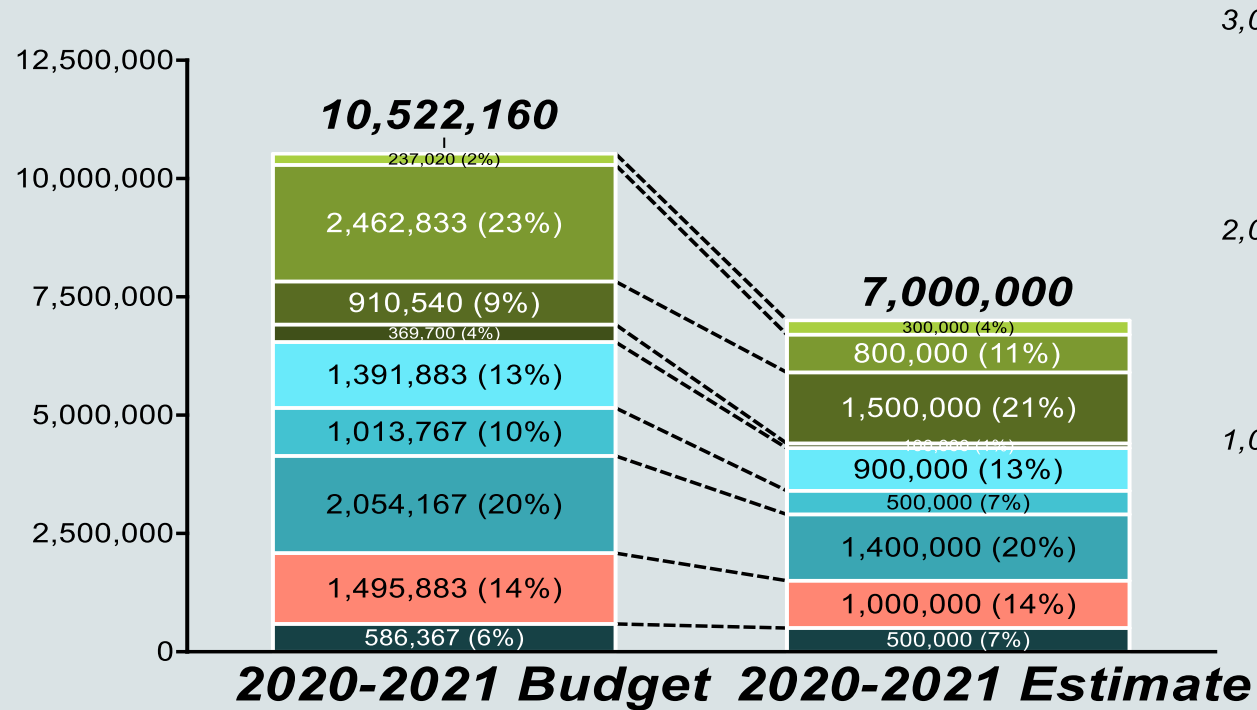
Finance Manager Report

District Cost (estimated as of June 30th)

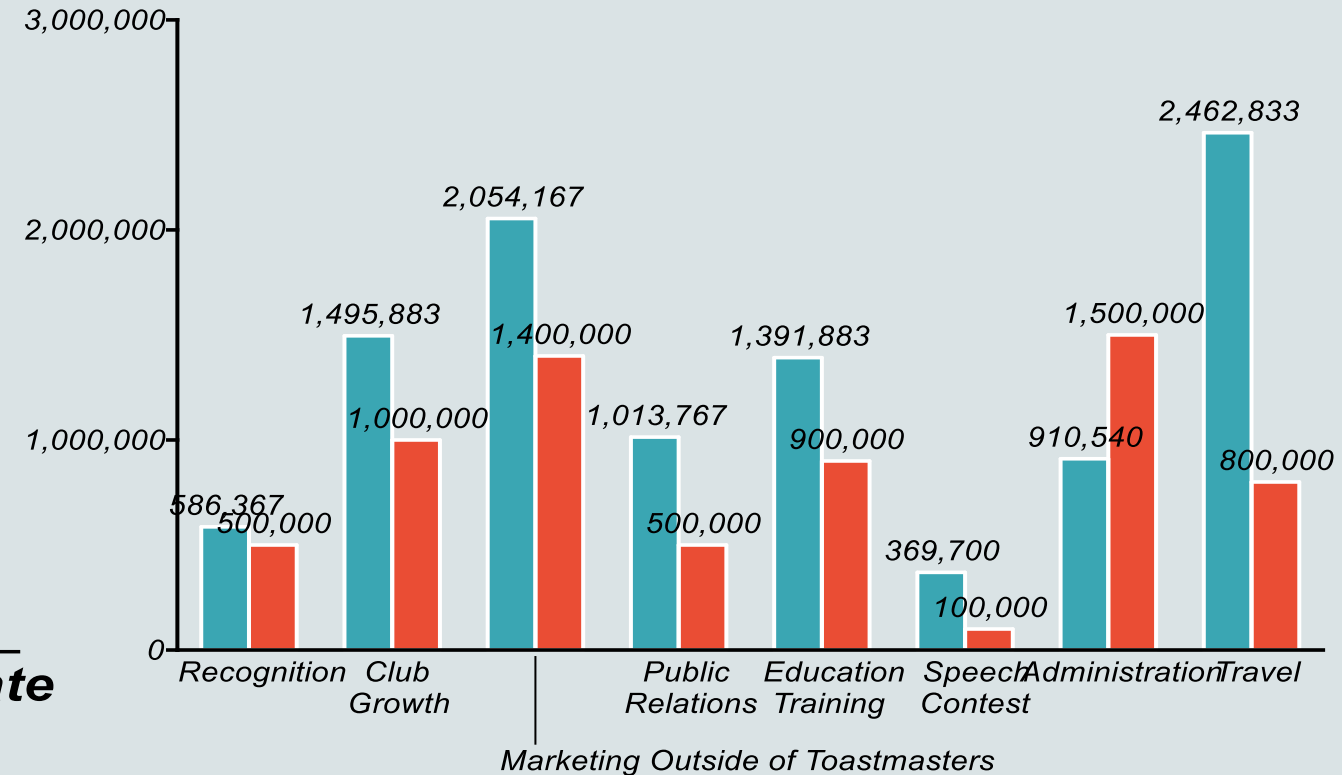
Total Cost volume is 65% of the budget, due to Covid effect.

Covidの影響で本来対面で想定していたコストが大幅に削減され、トータル支出予算の65%に留まる見込み

Budget vs Estimate



Budget vs Estimate per each sector



- Lodging Expense
- Travel Expense
- Administration Expenses
- Speech Contest Expenses
- Education & Training Expense
- Public Relations Expense
- Marketing Outside of Toastmasters
- Club Growth
- Recognition

2020-2021 Estimate 2020-2021 Budget

Mid-year

The financial report for Mid-year

中間（2020年7月1日～2020年12月31日）の会計報告**Yen**

	07/01/2020 Through 12/31/2020		
	Actual	Budget	Variance
District Revenue			
Membership Revenue	4,946,474.02	4,620,016.92	326,457.10
Other Revenue	4.00	0.00	4.00
Total District Revenue	4,946,478.02	4,620,016.92	326,461.10
District Expenses			
Recognition	320,272.35	351,820.02	(31,547.67)
Club Growth	261,742.13	941,129.98	(679,387.85)
Marketing Outside of Toastmasters Expenses	433,705.00	559,500.02	(125,795.02)
Public Relations Expense	0.00	736,260.02	(736,260.02)
Education & Training Expense	181,324.00	594,129.98	(412,805.98)
Speech Contest Expenses	620.00	0.00	620.00
Administration Expenses	1,211,682.85	654,724.00	556,958.85
Travel Expense	93,584.00	1,065,499.98	(971,915.98)
Lodging Expense	0.00	20,000.00	(20,000.00)
Other Expenses	23,925.00	0.00	23,925.00
Total District Expenses	2,526,855.33	4,923,064.00	(2,396,208.67)
Total Net Income	2,419,622.69	(303,047.08)	2,722,669.77

Mid-year

The financial report for Mid-year

中間（2020年7月1日～2020年12月31日）の会計報告

Yen

District 76 Available Funds (in JPY) Month Ending 12/31/2020

Available Funds

Cash & District Reserve	
Cash	
Cash - Resona Bank (9481)	2,407,764.00
Total Cash	2,407,764.00
District Reserve	11,160,659.72
Total Cash & District Reserve	13,568,423.72
Minimum District Reserve Required at Year End	(2,397,240.85)
Total Available Funds	11,171,182.87

The achievements of this term and the feed-back for the next term

1.

The successful shift to “Online Reimbursement”

ディストリクト役員 経費請求システムの完全オンライン化への移行

As of September, 2020, the submission of the reimbursement for the officers was successfully shifted to online system. When the officers claim their reimbursement, they fill in necessary information into Google Form with Voucher and Evidence and it is immediately transferred to Finance Manager. FM posts the data to the financial record file and INTACCT regulated by TI, and carry out the payment. All the procedures are carried out by online without using any paper.

According to the shift to the online system, the “electronics signature” was introduced among the trio and FM, the auditors.

-----2020年の9月以来、District役員の請求は、すべてオンラインシステムに成功裏にシフトされました。

役員が請求を起すときは、Google Formに必要事項を記載し、VoucherとEvidenceを添付すると、Finance Managerに直ちに送られます。FMはそれらのデータをファイルにし、District Finance Teamから指定されたINTACCTと言う会計ソフトにインプットし、支払を実行します。すべての工程はペーパーレスで行われます。これに伴い、電子署名をトリオ、FM及び監査委員に導入しました。

2. Proposal of feed-back for the next term

2.

Proposal of feed-back for the next term

来期へのフィードバックの提案

Accurate input for Account name and Reporting code of INTACCT

INTACCT(TI会計ソフト) へのAccount name (「旅費」「印刷代」等の仕訳) 及びReporting code(ADのクラブ訪問等のTM固有の仕訳) の正確化

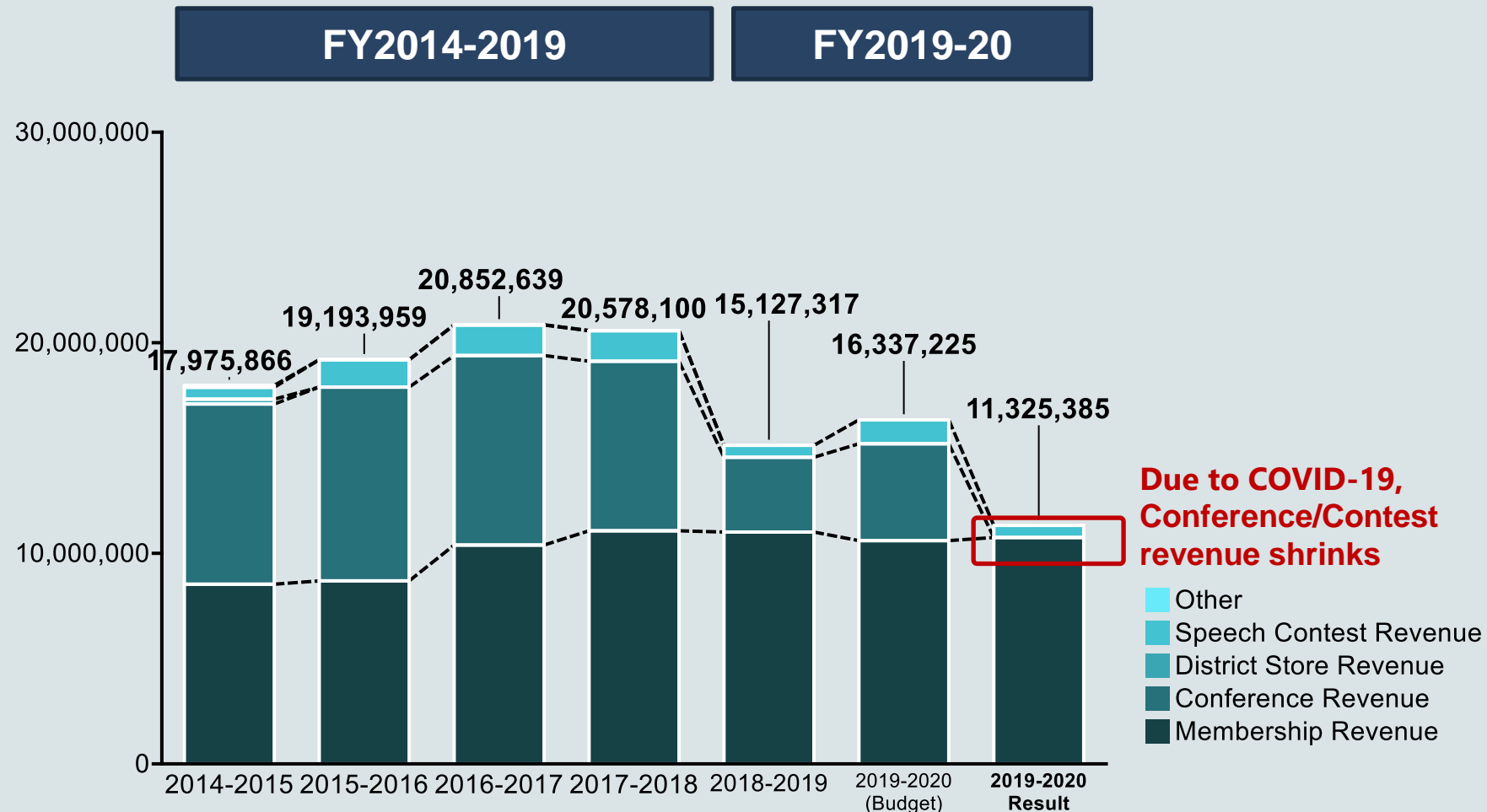
TI is recognizing the importance of accrual of expense with the assortment, in terms of the comparison between Actual and Budget. Therefore FM needs to accurately input the Account name and Reporting code into INTACCT. However, FM sometimes found the difficulty to clarify the assortment. For that purpose, Trio (Budget producer) and FM (INTACCT producer) should establish the system for easily clarifying the assortment, throughout the Budget ~Reimbursement claim ~INTACCT input.

TIは予実管理の観点から仕訳を重要視しています。従い、FMは正確にAccount nameとReporting code をインプットする必要があります。現実には、FMが仕訳に困難が伴う事がしばしばあります。この為に、トリオとFMが協力して、仕訳が予算～費用請求～INTACCTインプットを通じて、容易に判断できるようなシステムを確立する事を提案致します。

District Revenues FY2014-FY2020

There is a big variance in Conference and Contest Revenue due to COVID-19 in 2019-2020

Conference, Contestの収入が約500万円ほど予算から減少

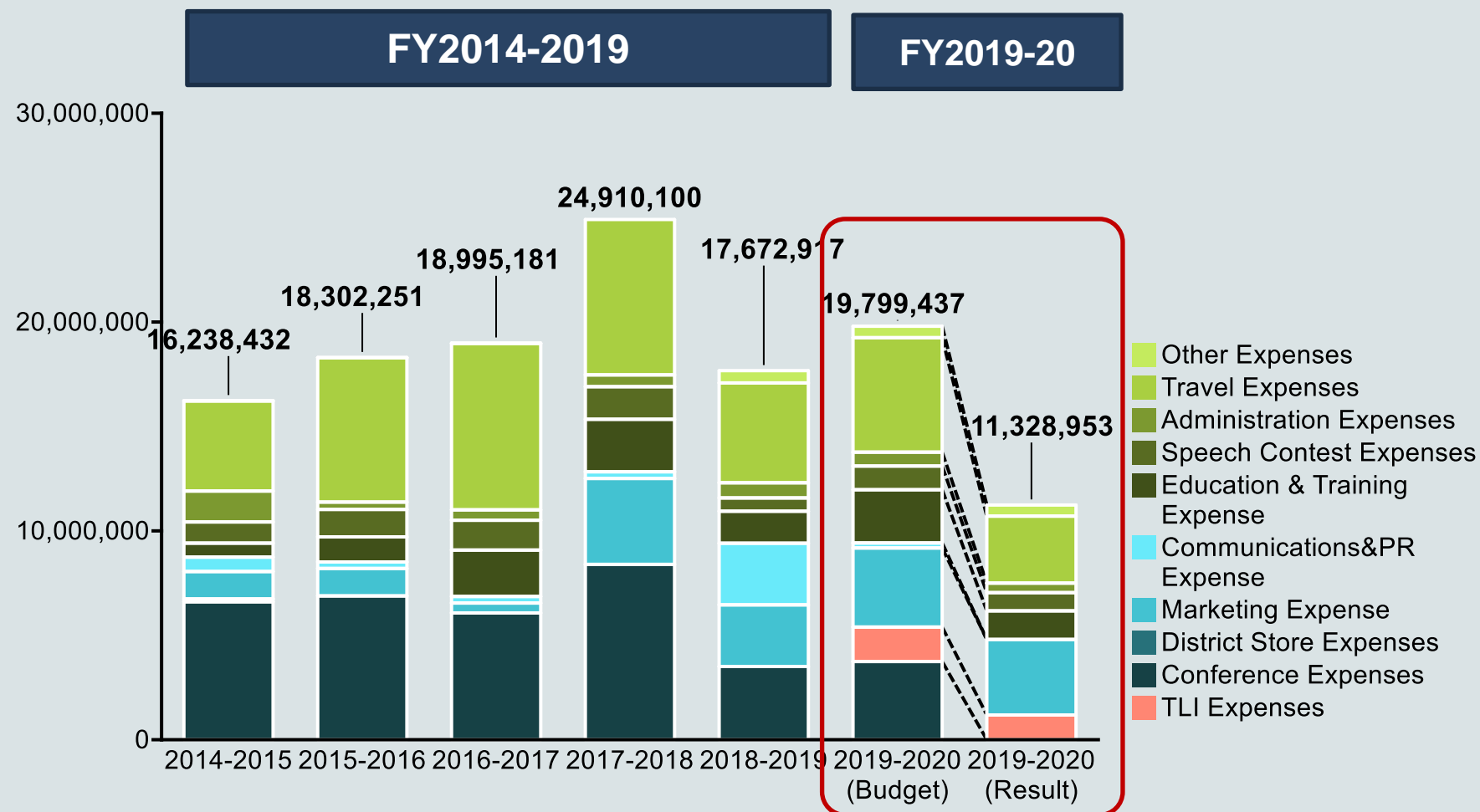


*Membership Revenue Budget is determined by TI

支出規模 *District Costs FY2014-FY2020***Appendix**

We had **6,500,000-yen Cost reduction** from the Budget
due to COVID-19 in 2019-2020

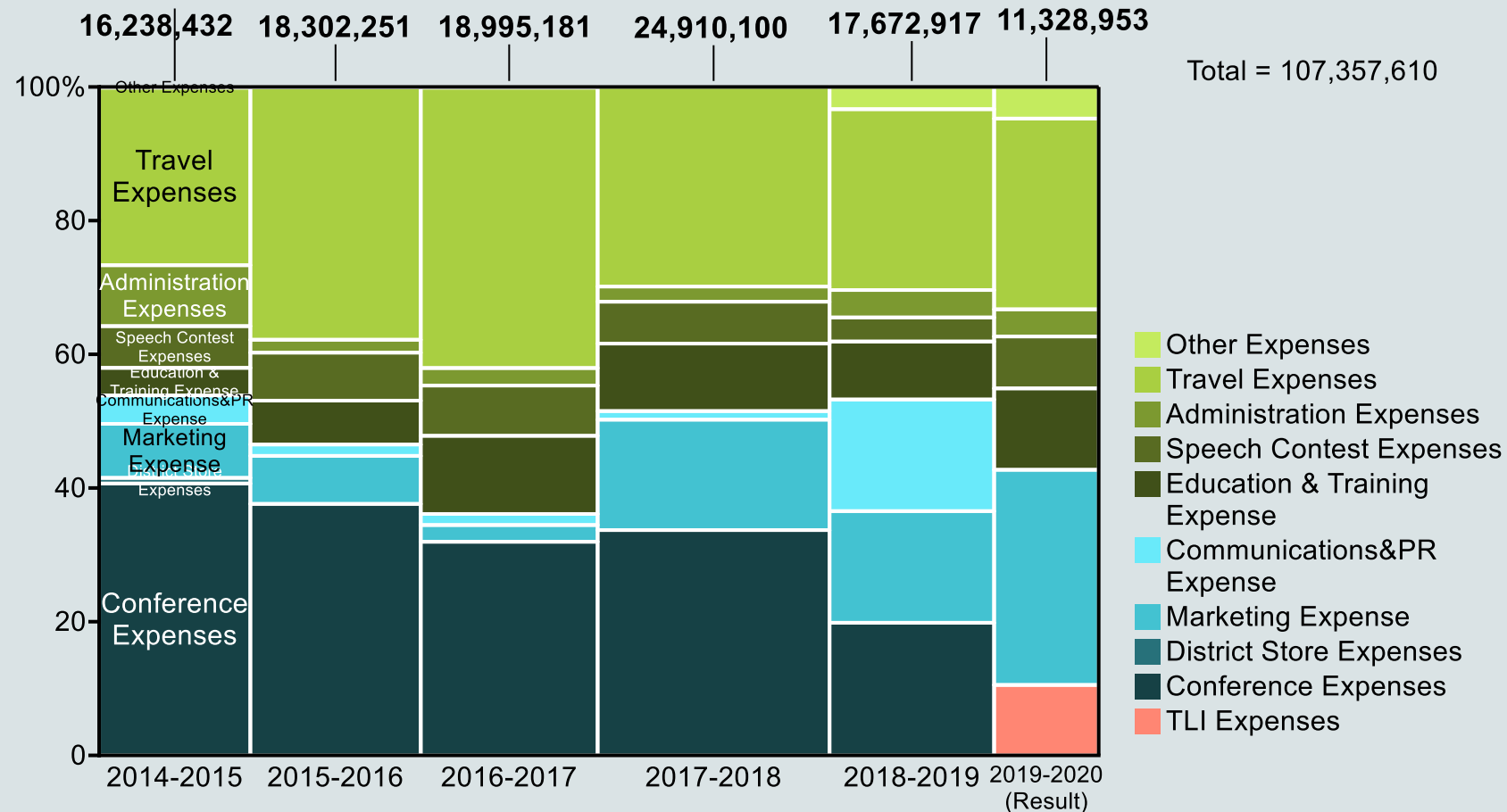
COVID-19の影響で約650万円ほどコスト予算から減少



Appendix

District Costs FY2014-FY2020 With Conference

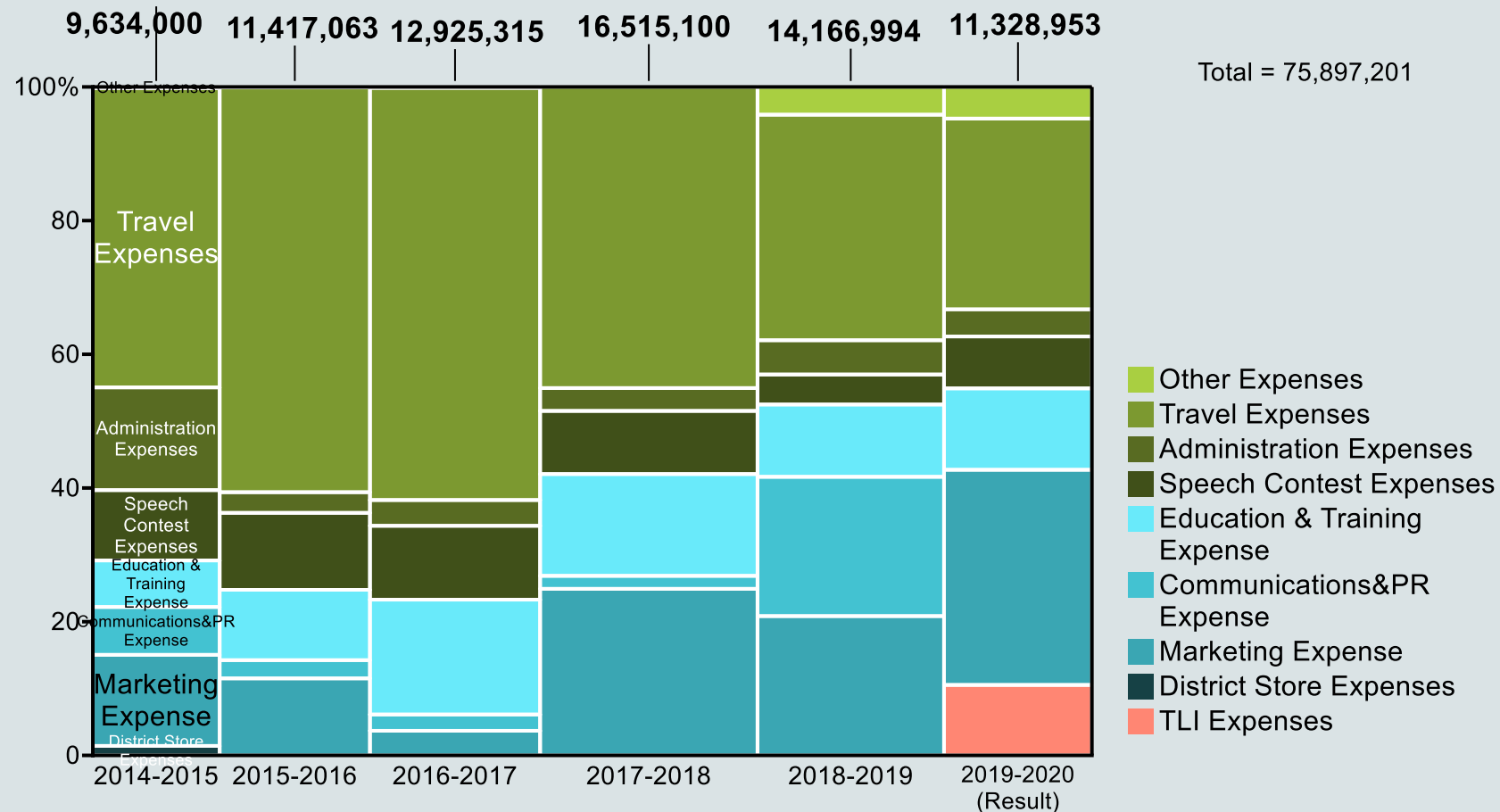
Average Total Cost for past 6 years : **Cost 19,223,776 yen/year**



Appendix

District Costs FY2014-FY2020 Without Conference

Average Total Cost for past 6years : Cost 12,649,534 yen/year





Audit Report



***Exploratory Committee for
District 76 Reformation Report***

Detail exploration will be conducted in next term

今年度はCovidの影響でクラブ成長・会員数鈍化の対処を優先、来期が本格検討の時期へ

<前提>

- ✓ Our club growth and membership growth has not achieved as expected due to Covid.
Based on the situation, district prioritized the growth activities
Covidの影響でクラブ成長・会員数ともに鈍化し、ディストリクトとして既存の守りと目下の施策を優先
- ✓ The Board reviews the status of District with 240+ clubs, if any District with 200+ clubs that want to be considered for reformation requires the Board approval
240以上のクラブになると「国際本部」から指示・要請が来る、
それよりも小さい段階で分割を行う場合は「国際本部」のBoard of Director理事会の決議が必要
- ✓ Two years prior to reformation, the District elects two Club Growth Directors, one Program Quality Director and a District Director.
その承認を得てから、その翌年においてCGD2名・翌々年にてPQD・CGD2名体制を作る
最速では「2022-2023」の期からディストリクト76においてはその体制が取りうる

For future exploratory for Reformation

It is preferable to consider by next-term DCM#2

おおよそのタイムライン、次期DCM#2(2022)をマイルストーンに検討するのが理想

2021/7-12

2022/1-4

Analysis

(growth trends; growth potential; population; education;
languages spoken; and geographic influences; Marketing
easiness; Future leaders; Financial situation)

Discuss
Benefits/possibilities

Map-out options

Policy 7.0: District Structure

4. Reformed or Consolidated Districts

- A. The Board reviews the status of Districts with more than 240 clubs every three (3) years, or sooner if necessary, to determine if reformation is in the best interests of Toastmasters International and the clubs.
- B. The Board may also consider consolidating a District with another District or Districts if it has fewer than 60 clubs.
- C. Any District with 200 or more clubs that wants to be considered for reformation may, after approval by a majority of the District Executive Committee, submit a letter of inquiry to the Chief Executive Officer for review with the Executive Committee. The Executive Committee provides its recommendation to the Board.
- D. If the Board approves the request or directs a reformation, the District Director appoints a reformation committee to conduct a detailed needs analysis that includes the following:
 - I. Map of proposed boundaries demonstrating that the reformed Districts will have no fewer than 100 clubs each
 - II. Number of clubs; club strength; growth trends; growth potential; population; education; languages spoken; and geographic influences, such as rivers, mountains, proximity of clubs to one another, and international borders, for both Districts
 - III. Reasons why the reformation is in the best interests of the members, the clubs, the Districts, and Toastmasters International
 - IV. Implementation strategy
 - V. Marketing plan projecting growth and identifying key market opportunities for both Districts
 - VI. Succession plan identifying qualified future leaders in both Districts
 - VII. Financial projections demonstrating the anticipated income and expense for both Districts
 - VIII. The needs analysis is submitted to the Chief Executive Officer for review with the Executive Committee. The Executive Committee provides its recommendation to the Board.

Policy 7.0: District Structure

- E. Two (2) years prior to reformation, the District elects two (2) Club Growth Directors, one (1) Program Quality Director and a District Director. One (1) year prior to reformation, the District elects two (2) Club Growth Directors, two (2) Program Quality Directors and one (1) District Director. In cases when two (2) or more Districts jointly reform or when one (1) District reforms into more than two (2) Districts, the Board will provide additional direction as needed.
- F. The District with the oldest surviving club within its boundaries will retain the original District number. The other District will receive the next sequential number available. The number will be communicated to the District leaders no later than July 1 of the year prior to reformation.
- G. District records through the reformation are retained by the original District. Copies of records essential to their proper administration are furnished to the newly formed District. Separate records are kept after the reformation.
- H. Once the reformation takes place, World Headquarters distributes funds in the original reserve account to the reserve accounts of the reformed Districts, according to the ratio of the number of membership payments made by clubs in each reformed District in the program year immediately preceding the reformation.
- I. Funds in local District bank accounts must be divided according to the ratio of the number of membership payments made by clubs in each reformed District in the program year immediately preceding the reformation. World Headquarters shall oversee the allocation of funds at the time the bank accounts are established for the new District.
- J. At any stage of the reformation process, Districts may be asked to submit a progress report to the Chief Executive Officer.
- K. Additional reformation requirements may be determined necessary by the Board due to special circumstances.



Out of loop:
Senior Officers Report



District 76 PR

2020-2021

May 2, 2021

PR Plan Update

1. YouTube Channel Interview Videos

2. YouTube Club Promotion Contest

+

3. Spring Gala

YouTube Channel New Content

“Why Did You Join Toastmasters?”



The Journey to Japan Speech Contest Champion with...



Learning How to Stretch Your Limits and Unlock Your...



Japan Toastmaster to International Emcee in the...



TM Haresh talking about benefits of Toastmasters

YouTube Channel New Content

“Why Did You Join Toastmasters?”



Peter Fujiyama Crossing Borders to Expand...



Toastmasters Kiminari Azuma Interview



How Toastmasters Overcame the Great East Japan...



北村恭子トーストマスターズ・インタビュー



二名澄子トーストマスターズ・インタビュー

YouTube Club Promotion Contest

b) Increase promotion of clubs

- Clubs invited to make a 30-60 second video of their clubs



YouTube Club Promotion Contest

- Division Winners won a \$50 Gift Voucher to buy goods at Toastmasters International Online Shop
- District Winner also won a \$50 Gift Voucher
- Most views/likes also won a \$50 Gift Voucher



YouTube Club Promotion Contest

-Winners from each Division have their videos posted to the District 76 YouTube Channel



SASEBO FA



藤沢バイリンガルトーストマスターズ



Kashiwa Advanced
Toastmasters Club



YouTube Club Promotion Contest

-Winners from each Division have their videos posted to the District 76 YouTube Channel



東海クラブ紹介



Tokyo American Club
Toastmasters



Tokyo Bilingual Toastmasters

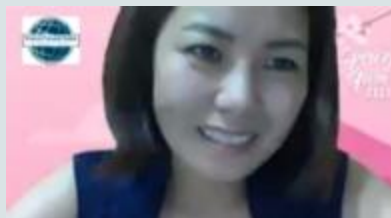


District 76 Spring Gala

-An evening of fun, entertainment and laughter



Spring Gala 2021



Spring Gala 2021



District 76 Spring Gala Supporters



Chris Cooper

PR Manager 2020-2021

prm@toastmasters-japan.org





2020年度デジタルマーケティング施策進捗報告

Arata Doi

施策の進捗状況 / Progress of measures

WEB広告

- ・ リスティング広告
- ・ Youtube広告
- ・ Facebook広告
- ・ リターゲティング広告

SNS

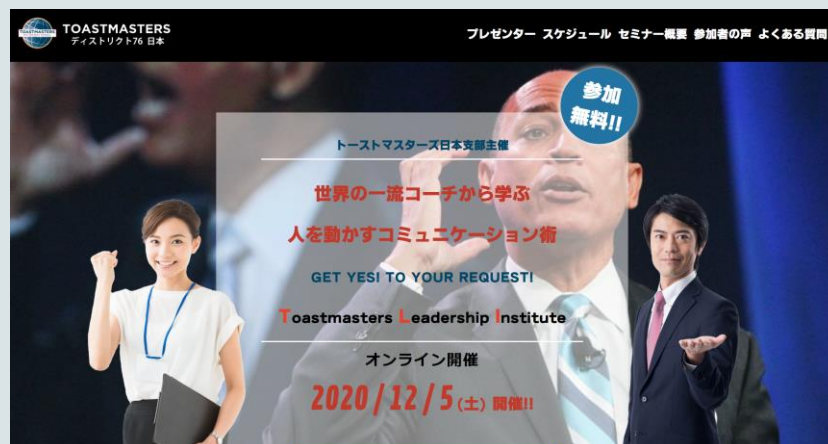
- ・ Twitter
- ・ Facebook
- ・ LinkedIn

インフルエンサー マーケティング

- ・ SNSでの宣伝
- ~~・ 全国大会等のイベント~~
- ~~への招待~~
- ~~・ 対談等の企画~~

ウェブ広告結果 / Web ad results

■TLI集客施策



ゲスト参加申込数
107名
参加率 60%~70%



ゲスト参加申込数
73名

ウェブ広告結果 / Web ad results

■OPEN HOUSE集客施策

Facebook
フィード

トーストマスターズ日本支部/
Toastmasters, Japan (District
76)
広告

\\オンラインからご参加いただけます//
人を惹きつける話し方と、スピーチ、プレゼン
スキルを手に入れよう! ...もっと見る

TOASTMASTERS
ディストリクト76 日本

全国一斉無料体験会参加者大募集
OPEN HOUSE

参加無料
人を惹きつける話し方と、スピーチ、
プレゼンスキルを手に入れよう

DISTRICT76.ORG
全国一斉無料体験会参加者大
募集 | トーストマスターズ... [詳しくはこちら](#)

2人

いいね! コメント シェア

フィード

トーストマスターズ日本支部/
Toastmasters, Japan (District
76)
広告

\\オンラインからご参加いただけます//
人を惹きつける話し方と、スピーチ、プレゼン
スキルを手に入れよう! ...もっと見る

DISTRICT76.ORG
全国一斉無料体験会参加者大
募集 [詳しくはこちら](#)

Maki Matsumotoさん、他18人

いいね! コメント シェア

ストーリーズ

ウェブ広告結果 / Web ad results

■D76ウェブサイトアクセス数

	セッション	平均セッション	ユーザー	直帰率	新規率	閲覧数
201909	8,297	277	7,292	52.57%	61.09%	2.76
201910	7,579	244	6,657	49.18%	60.02%	2.84
201911	8,123	271	7,194	50.53%	62.67%	2.72
201912	7,438	240	6,620	49.97%	59.54%	2.78
202001	9,683	312	8,466	44.36%	55.63%	3.00
202002	9,860	340	8,602	44.60%	52.74%	2.88
202003	6,945	224	6,116	45.91%	52.44%	2.92
202004	5,195	173	4,628	48.54%	57.45%	2.83
202005	6,632	214	5,824	45.75%	55.04%	2.94
202006	6,251	208	5,486	45.60%	52.72%	2.92
202007	6,630	214	5,761	43.43%	52.72%	2.92
202008	6,282	203	5,486	46.35%	54.16%	2.89
202009	5,785	193	5,069	44.40%	55.50%	2.79
202010	5,794	187	5,079	45.31%	55.68%	2.96
202011	6,353	212	5,502	47.65%	54.47%	2.92
202012	7,429	240	6,586	52.39%	52.39%	2.92
202101	8,266	267	7,457	46.01%	54.47%	2.92
202102	6,257	223	5,731	43.30%	53.26%	2.70
202103	7,030	227	6,347	43.77%	54.61%	2.92
202104	7,099	237	6,154	46.59%	54.93%	2.80
総計	142,928	235	126,057	46.82%	56.05%	2.84

コロナによる減少

TLI、OPEN HOUSE集客期間

ウェブ広告結果 / Web ad results

■D76ウェブサイトアクセス数

	クラブリンククリック数 1日平均	
201909	1,189	40
201910	2,011	65
201911	2,512	84
201912	2,728	88
202001	3,490	113
202002	3,193	110
202003	2,261	73
202004	1,863	62
202005	2,071	67
202006	2,175	73
202007	2,386	77
202008	2,978	96
202009	2,682	89
202010	2,177	70
202011	2,280	76
202012	2,165	70
202101	2,548	82
202102	2,116	76
202103	2,696	87
202104	2,537	85
総計	48,058	79

コロナによる減少

MLによる会員のクリック

TLI、OPEN HOUSE集客期間

近日公開予定

集計期間：2021年4月1日～2021年4月30日						
※毎月1日に前月分のデータに自動更新されます。						
クラブ名	ID	日本語クラブリスト	英語クラブリスト	日本語クラブ紹介	英語クラブ紹介	合計
札幌パイオニア	sapporo_pioneers	7	2	8	0	17
三沢	misawa	3	3	4	2	12
仙台	sendai	9	2	12	0	23
仙台ランチスピーカース	sendai_lunch_speakers	10	2	7	0	19
仙台ダイナミックスピーカース	sendai_dynamic_speakers	10	1	3	0	14
杜の都	morinomiyako	4	1	3	0	8
政宗						7
郡山						8
筑波						8
つくば和語						6
つくばスター						10
水戸						4
足利						5
宇都宮						10
群馬						12
鴻巣						5
さきたま						8
鶴ヶ島						4
埼玉ディベート	saitama_debate	8	3	6	0	17
所沢	tokorozawa	4	0	2	0	6
埼玉	saitama	9	1	12	0	22
浦和	urawa	13	0	7	0	20
武蔵浦和	musashi-urawa	7	1	5	0	13
成田	narita	3	0	3	0	6
幕張ベイサイド	makuhari_bayside	3	2	9	0	14
津田沼	tsudanuma	4	2	5	0	11
ICF千葉	icf_chiba	3	2	5	0	10

+

≡

前月 ▼

全期間 ▼

ディストリクト76ウェブサイトからの
各クラブへのリンククリック数の集計
【前月、全期間（2020年9月～）】を
閲覧できるようにしました。

SNS施策結果 / SNS measures results

Facebook ページ



LinkedIn ページ



SNS施策結果 / SNS measures results



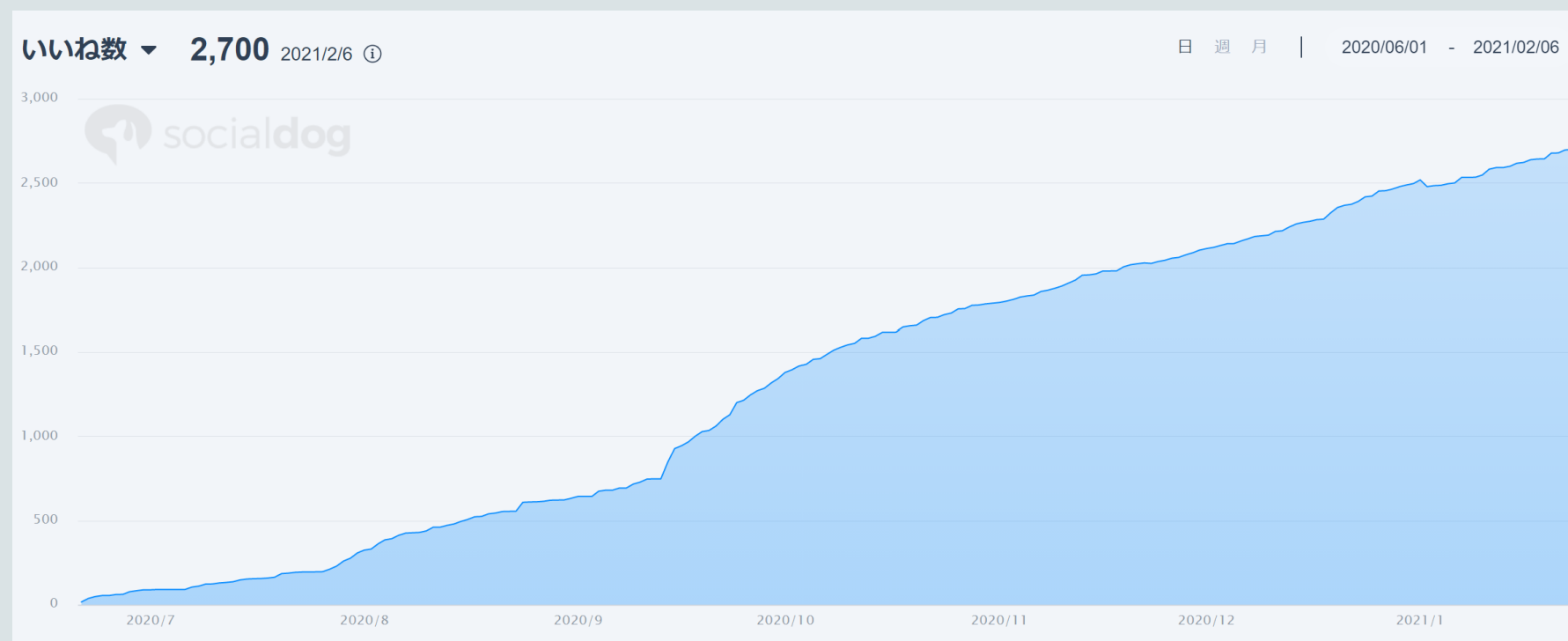
■Twitter フォロワー数

7月頭118 ⇒ 5/1時点 1,135

■TwitterCP参加数 15クラブ延べ91回の投稿

SNS施策結果 / SNS measures results

いいね増加数





The step forward

The 1st year of the Global Liaison Team

Global Liaison Manager

Yoshiko KURISAKI

DEC#5, 2 May 2021

Been there, done and learned from them

Date	Event	Leader	
1 Aug.	International World Café	Tezuka	
30 Aug.	Experince sharing WS – How to connect with TMC's overseas	Kidachi	
20 Sep.	Evaluation WS with a European Champion (TM John Zimmer)	Kurisaki	
23 & 30 Oct.	Demo Global Joint Meeting (JPN-The Philippines)	Kusumi	
5 Dec.	Club Hoppers, Let's get together!	Tezuka	
13 Dec.	Holidays around the world (Initiative by ASK TMC, Canda)	Kusumi	
24 Jan.	International meeting of Japanese speaking clubs	Nakagawa	
Feb.	Promotion of the club visit across borders	Kidachi	
Mar.	International joint meeting on Japanese Culture	Omata	
8 May	International World Café	Tezuka	
13 Jun.	Workshop on Japanese speech for internationalJapanese speakers	Nakagawa	
Jun.	International sharing on Pathways (TBC)	Baba	

Review and lessons to pass forward

- Promoted TMC activities **across borders**
 - Got 20 reports of the international club visits!
- Getting **fans** among the TMC members
- Culture of **mutual** learning through participation
- From events to a proposal – **TMC for International Japanese speakers**
- For 2021-2022
 - Budget to request for the event promotions
 - May need some structure to support working across borders

The way forward -- To continue the Global Liaison Team 2021-2022





10-Year Vision: Toastmasters District76

Middle & Long-term Goal

More market-value should be exposed and it makes more rich membership experience. In 202X, we hope 10,000 Toastmasters members in Japan



GROWTH ACCELERATORS AWARD for Club



- **PRESIDENT DISTINGUISHED CLUB - ON OR BEFORE APRIL 30th**
- **CONDUCTED AT LEAST 2 JOINT MEETING AT THE VENUE OF THE OTHER CLUB (Including ONLINE)**
- **AT LEAST 2 MEMBER REGISTERED AS A SPONSOR, MENTOR, OR COACH (SUCCESSFUL ACHIEVEMENT)**
- **Net +5 MEMBERS BY JANUARY 2021**
- **WON AT LEAST ONE OF THE THREE MEMBERSHIP AWARDS BEFORE 15th May (SMEDLEY, TALK-UP, and THE BEAT THE CLOCK)**

GROWTH LEADERS AWARD for AREA



- **NET GLUB GROWTH OF ONE BY END OF MARCH**
- **PRESIDENT DISTINGUISHED AREA ON OR BEFORE APRIL 30th**
- **SHARED YOUR MID-YEAR ANALYSIS OF YOUR AREA SUCCESS PLAN ON DISTRICT OFFICER TRAINING, DEC OR OTHERS**
- **AT LEAST FOUR MEMBER REGISTERED AS A SPONSOR, MENTOR, OR COACH ON OR BEFORE END OF OCTOBER**

TOASTMASTERS
INTERNATIONAL®

New Business



Ending Remarks and Adjournment