

Newsletter - January I - 2008

EDUCATIONAL

Word of the day

To entice = to attract, to beguile, to charm

The Seychelles are famous for their enticing beaches.

LAST MEETING

ICEBREAKER - ICEBREAKER - ICEBREAKER - ICEBREAKER

First of all: CONGRATULATIONS to **Andreas**. He gave his ice-breaker and was really well-prepared: His topic: Different types of business. In his icebreaker we could all notice that he was well acquainted with the topic and gave us a well-structured overview.

ICEBREAKER - ICEBREAKER - ICEBREAKER - ICEBREAKER

From Monarchies we all know the phrase: The king is dead, long live the king. From Christmas we know: Christmas is over, Christmas is coming. It is time for the Countdown to Christmas and **Domink** presented the optimal strategy to forego all hassle about Christmas presents: A simple five step program

- Collect information about the wishes, habits of the beloved and the less beloved who expects presents anyway - time frame: January till June
- Inquire about purchasing sources and ensure storage place for the acquired presents - time frame: June till October
- Compare prices of potential products - time frame: June till October
- From the first showing of Father Christmas in the shops until the first songs of Wham (Last Christmas) is the appropriate time for wrapping the presents
- Last but not least: hand over the present to the designated person.

Dominik had another suggestion which Martin may not like so

Toastmasters: The guaranteed way to become a better speaker

much: Dominik recommended internet sourcing. A channel not so favorable for **Martin** who wants to sell the coffee machine that is perfect for your needs. And Martin wants to sell them in person, according to a (only) four step process

- Building rapport with the buyer
- Finding out about the needs of the buyer
- Introducing possible solutions
- Finalizing the sale

In **Christiane**, he found a willing prospective buyer and Martin's charm induced her to buy - not the most expensive - but nonetheless a pricy item.

Regina presented a very different product - she presented a dream holiday in magic amazing Mosambique. A sparsely populated country with a beautiful coastline, enticing beaches, enthralling underwater world, magical island that seem to transfer the visitors into a different time. For backpackers it offers the chance to come across "adventures" like riding through the country on the back of a pick-up, for more comfort-seeking travelers the country offers snug luxurious lodges.

NEXT MEETING January 16, 2008

Toastmaster of the Evening: Domink
Table Topics Master: Edith
Speeches: Andreas, Rita, Martin, Regina

Please, be reminded that everybody is invited to bring guests.

(please contact Regina to be added to the agenda: regkro@gmx.net)

ANNOUNCEMENTS

Speech and Evaluation Workshop	February, 6
Club Contest	April, 5
Area F 3 Contest in Alt-Wiesbaden (Famous)	April, 19
Division F Contest in Düsseldorf	Mai, 3
District 59 Spring Conference, Prague	Mai, 16. - 18.
District 59 Fall Conference, Frankfurt	November, 21. - 23.