



DIVISION DIRECTOR'S REPORT FOR DISTRICT COUNCIL – SEPT 2023

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Division	I (Angola, Eswatini, Mozambique and South Africa (Johannesburg East and Mpumalanga))

Health in the Division

	Base	Target
Member Payment	572	686
Paid Clubs	29	41
Distinguished Clubs	21	22
New Clubs	0	12
Lost Clubs	0	2

Club Quality: Some of the clubs are self-motivated and push for their goals so far (Mbabane, Benoni, FNB Inspire, Bedfordview, Green Speakers, Cascatas, UNITEL, Promasidor), whilst others need a lot more encouragement and support. Meeting attendance varies across the division and this is also impacted by the number of new members each club has managed to add compared to the members lost. There is work being done to support clubs that are not fully embracing the Education Program, especially since companies have committed to continue funding membership dues and expect a return on their investment.

Club Growth: Mozambique: Coca-Cola and ABSA to be chartered in 2024 (budget constraints). Beira is gathering the necessary members. Angola: Standard Bank and Tribune Francophone are being prepared for showcasing and submitting the ATO during 2023. Eswatini: Manzini strategy is being revised to be chartered still this year.

Club Support: RSM Toasties will probably be lost (they refuse to submit an officer list and to have meetings). SSA Mondelez too (will be suspended soon).

Clubs who need some guidance: Hatch, Seriti, Univocal, Two Rivers.

Clubs who need support: Sasol Secunda, Refined Racounters, RSM Toasties

How are you REDEFINING Leadership or EXCEEDING Expectations in your Division?

Focusing on Toastmasters mission, while following its values.
Working on developing the team

What Strategy do have and applying in supporting all clubs to achieve Excellence?

Proximity management with clubs' ExCos.
Visiting all clubs when possible
Delegation when possible
Frequent interactions with Division team. Monthly Zoom meetings.
Recognizing victories. Embrace excellence in everything we do.

Where do you see your Division as at December 2023.

Most clubs strong to average club with 5+ DCP goals
3 chartered clubs

Any growth opportunities in the Division? And how can we support?

Division I is the largest division in District 74, with 29 clubs encompassing 4 countries. Angola and Mozambique are currently expanding, with multiples leads being worked on with invoices sent for procurement. Growing the club base in Eswatini beyond just 1 club is something being worked on. Johannesburg East and Mpumalanga in South Africa also have opportunities for more clubs as there are areas that have not yet been reached, but there are several weak clubs in this region.

What is your membership renewal strategy for your Division?

Invoiced started early and September renewals started coming in early too, taking advantage of the discounted price. Although most clubs took advantage of this, but they have been coming in slowly (some clubs just have a small number) and this is not helped by the exchange rate that is not in our favour. Heavy currency depreciation is affecting Angola.