



<b>Submitted by</b>	Edith Utete
<b>Role &amp; Area</b>	Area Director for Area W1
<b>For Period</b>	July 2023 to June 2024

### Goals and Status by Club in your Area

Club name ↓	Previous Year		Goal For Current		Club visit complete (Y/N) If no, date planned	Status/Comments
	Members	DCP Goals	Members	DCP Goals		
Executive Club	21		30	10	Y	The club is healthy and continues to thrive but they need to update their educational milestones on Base Camp and Club Central. We are working with the VPE to support in this regard.
CBZ Holdings	20		23		N 14/09/23	The club meets regularly and needs to update educational milestones on Base Camp and Club Central. Membership is not growing and the aim is to host an open house to get new members. Payments of subscriptions have been very slow due to delays in processing by the Holding Company.
ProPreneurs	13		20		Y	The club has 4 new members and they plan to host an open house to get more new members. Renewals and educational goals are a struggle for the club and work is in progress to assist them to achieve more.
						The Club needs special



Projects Hub	9		12		Y	attention. They have not held any meetings and numerous attempts to call for meetings have not yielded any results as members do not take up roles or speaking slots. The VPE is overwhelmed and discouraged though he is still determined to meet DCP goals. The rest of the Club Exco is not active at all save for the VPE and the VPM. This Club needs a lot of help and attention.

### Club Health & Retention

*(How are your clubs doing? Any retention strategy?)*

Only Executive Club is healthy. The other three, CBZ Holdings, ProPreneurs and Projects Hub need assistance There is no retention strategy.

### Club Growth Plans and Status

*(Have you identified any potential club? Have you started? How is the progress? Any challenges? Any assistance needed?)*

Yes. I have identified two potential clubs. One is for women who are 40 and older. The launch was conducted in August but there hasn't been much movement in terms of payment for membership. I am working with the Area Director for Area Z3, Joselyn Matizanhau with assistance from Martha Mpakula, Liza Zindoga and our Division Director, Phillipa Chengeta.

The second potential club is the Law Society of Zimbabwe. We sent through our proposal in line with their request and they have asked that we meet in the first week of September. I will be assisted by Phillipa Chengeta and Liza Zindoga.

### Achievements in the Period

*(What have you achieved so far since you took this role?)*

I have managed to make contact with all Presidents and VPEs and to form the Area Council though we are yet to meet. I have also managed to visit 3 of the four clubs in my area which gave me an opportunity to understand their strengths and weaknesses. One of the areas that they are all struggling with is capturing and updating educational milestones on Base Camp and Club Central. I had one educational session with the VPEs and some Presidents where I showed them how to navigate Base Camp and Club Central. I also shared the video recording and supporting information with all Area Council members. I have attended two of the Club meetings as General Evaluator and shared suggestions on how they can improve their



meetings in order to retain members as well as attracting new ones. I have helped VPEs to also keep track of members performance and to create a plan to achieve DCP goals.

## **Plans for the Next Period**

*(Any plans for the next quarter?)*

My plans for the next period are as follows;

1. to meet physically with Club Presidents in order to assess where we stand while planning for the next quarter.
2. to assist clubs through arranging for more educationals in areas that they are struggling with.
3. to do another round of Club visits.
4. to come up with and implement a retention strategy.
5. to launch the Law Society of Zimbabwe Club.

## **Area Council Meetings**

*(Have you started with your Area Council meetings? How is the progress? Any insights?)*

I have not started Area Council meetings due to conflicting schedules within the Council. I intend to have one in September.

## **Issues & Concerns**

*(Any challenges, issues and concerns? How can we support?)*

The current challenges and concerns are;

1. Poor or no communication at all from some of the Club Presidents.
2. Low commitment from some Exco members.
3. Failure to properly update educational milestones.
4. Membership retention
5. Renewals