

**District 3 Toastmasters
of Arizona**

**Speakers Bureau Directory
2007**

Updated: December, 2007

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- The Big Apple
- Discovering Arizona

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- The Arizona Residential Real Estate Market

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- The ABCs of Building Your Speech
- Ordinary / Extraordinary: One Coin, Two Sides

Jana Ruth, ATM-B

- Jumpstart Your Creativity
- Humor and Laughter in the Workplace
- What You Think Is What You Are

Daniel Valenzuela, DTM

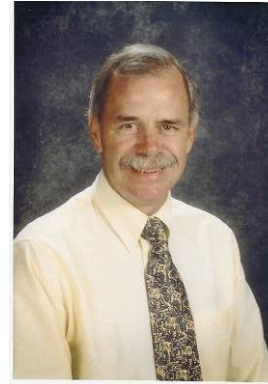
- Leadership Lessons Are Not Frozen in Time
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- Cocci What?
- Letters in the Sand

Mike Zakis, DTM

- Be! Do! Have! Your Thoughts Become Your Destiny!
- No Fear. No Bull.
- Professional Presentation Skills

David Archibald, CTM**480-726-9284 – d.r.archibald@worldnet.att.net****Location:** Chandler**Occupation:** Retired**Home Club:** Park Central**Specialties:** ✓ Information / Education
✓ Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader**Biography:** A history teacher in Scottsdale for thirty years, I grew as an individual interacting with students and motivating them to think outside the box. I often used the many interesting and inspirational stories history has to offer, both on the American scene, and the landscape of the world. As a track coach, my teams won four state championships. My lovely, intelligent wife and two daughters share my love of travel and adventure.**Presentations:**

15-40 minutes • **A Road Map to Kilimanjaro – Realizing Your Dreams**
After running fourteen marathons, I realized I couldn't run any faster. Looking for another outlet, I discovered climbing mountains. At first glance, this seemed impossible as I have acrophobia, a fear of heights. Technical mountain climbing was therefore not an option; however, a steady hike up was very attractive. I hiked 14,000 foot mountains in Colorado and 17,000 feet up Popcatauplo in Mexico, but on the horizon of my imagination was Africa. Come and hear the story of my adventure climbing Kilimanjaro.

15-40 minutes • **The Big Apple**
The largest city and cultural capital of our country is New York City. Times Square, Broadway, Wall Street, Fifth Avenue, Greenwich Village, Central Park, Harlem, the United Nations and the Statue of Liberty are all familiar, yet do we really know where they are? Come and learn about sites in the five boroughs of New York City, and the world's largest subway system.

15-40 minutes • **Discovering Arizona**
Do we really know our home? Very few of us are born in Arizona. Most of us are immigrants and seldom get beyond the huge metropolitan area of Phoenix. Starting with the Four Corners and Monument Valley, the geography and history of Arizona is explained with colorful stories. We are much more than the Grand Canyon and the stereotype of a hot desert.

Other Topics: • Available upon request.

Rose Byerly, CTM**602-475-1433****Location:** Phoenix**Occupation:** Senior Loan Officer / Mortgage**Home Club:** ASBA**Specialties:** √ Information / Education
√ Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader

Biography: One of my passions is to inspire and educate people of all ages. As a child I had very low self-esteem and we moved three to four times each year. Then my brother died in 1997, my best friend in 1998, and my sister in 2000. After my divorce, I became homeless and experienced deep depression, despair, and hopelessness. Today I am a Senior Loan Officer, President of my Kiwanis Club, and an active Toastmaster. I am also a member of the SWV Chamber of Commerce and was Publicity Chair for the SWV Relay for Life event in 2005.

Presentations:

15-45 minutes • **A Story of Hope**
Before achieving my current position within the community, I had to overcome many obstacles and bad choices in my life. Coming from a beginning that had no hope, to a present with everything going for me, I have found a strength that I never knew I had. I share my personal story as a message of hope and inspiration for others.

Other Topics: • Money, Real Estate & You

Greg Carmichael, CTM

480-473-8336 – gbcarmichl@aol.com

Location: Phoenix**Occupation:** HR Manager**Home Club:** AZ You Like It Toastmasters

Specialties: ✓ Information / Education
 ✓ Motivation / Inspiration
 ✓ Entertainment / Humor
 ✓ Seminar / Discussion Leader



Biography: Greg Carmichael has held a number of positions in the public sector, from a habitat specialist at the Game and Fish Department to an executive consultant and strategic planner at the Department of Administration. Greg has a Master's Degree in Wildlife Management, is a certified Quality Manager and a Certified Public Manager. He has taught in government and academic settings, delivered sermons at his church, and led several project teams and small group studies. A finalist in the 2005 District 3 International Speech contest, his presentations are dynamic and inspiring – always leaving the audience with an important message.

Presentations:

- 20 minutes • **Six-Year Olds and Four-Letter Words**
 This is a delightful tale about children and their innocence and the power that words have over our communications and the way we approach life. Whether we speak them aloud, or merely think them in our minds, the words we choose have significant impact to color our world view. The presentation is humorous and touching and illustrates universal principles that apply to all of us.
- 40 minutes • **The Universal Secret to Human Behavior**
 Much of human behavior can be traced back to a single critical function. During this presentation, suitable for a keynote or opening conference, the audiences is challenged to reflect upon actions and reactions – at a deeper level than our usual experiences.
- 20 minutes • **Strategic Planning – “It’s a Process We All Need”**
 This opening presentation will help set the stage for a conference, workshop, or retreat where participants will be challenged with developing a strategic plan. Often considered a bureaucratic exercise in frustration, this presentation will clearly illustrate the importance and practical necessity of good planning.

Other Topics: • Available on request; can tailor to accommodate time constraints.

K.C. Conrad, CBA, MCBC, CTM

623-935-2112 – kc@conradvaluation.com

Location: Goodyear

Occupation: President
Conrad Business Appraisers

Home Club: Peacock Toastmasters

Specialties: ✓ Information / Education
Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader



Biography: Conrad Business Appraisers is nationally recognized for performing business valuations. Mr. Conrad brings to his clients a unique skill level of developing a value for a business or business interest. He is qualified by virtue of training, practical skill, and a broad variety of business experiences. Mr. Conrad has been awarded designations by the Institute of Business Appraisers and the Institute of Certified Business Counselors. He is a frequent lecturer before professional and business organizations.

Presentations:

20-30 minutes • **Maximizing the Value of Your Business**
Business owners can focus their attention on several areas to maximize the potential value of their business. Main points covered are: (1) internal and external risk analysis; (2) spreading historical financial information for trend analysis; and (3) focusing on minimizing risk drivers of their business.

20-30 minutes • **How Much is Your Business Really Worth?**
The more speculative a business's income stream, increases risk. Risk is inherent in value. The higher the risks the lower the value, conversely, the more stable an income stream, the higher the value. This stability or non-stability is termed "risk." Three major risk groups covered are: (1) business risk; (2) financial risk; and (3) liquidity risk. Participants are provided a worksheet to complete, so they can realize their current strengths and weaknesses.

Other Topics: • Available on request

Kelly Davis, ATM-B, CL

602-369-1650 – kkvanessa@aol.com

Location: Phoenix

Occupation: Sales Manager / Storyteller

Home Club: InAhwatukee

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader



Biography: Kelly Davis has spent the last 20 years working on the sales side of the grocery distribution and convenience store industries. During that time, she has worked with many locally and nationally recognized manufacturers and retailers. Most recently, Kelly founded *Promised Lives Ministries*, a ministry for the purpose of helping women of all ages and backgrounds to fulfill God's promise on their lives. Kelly's presentation style is a combination of storytelling, group interaction, and instruction.

Presentations:

45-60 minutes • **Abigail**
Based on the story of Abigail from the 25th chapter of I Samuel in the Old Testament of the Bible. Learn how by controlling our emotions we can control the outcome of unexpected events that occur in our lives.

45 minutes • **Gone in 30 Seconds**
Statistics indicate that people form a lasting impression of you within 30 seconds of first meeting you. What do you want that impression to be? Your appearance, actions, and attitude may be saying more about you than the words you speak. In this session, you will learn 10 tips for creating a good first impression, and you will be given the opportunity to create your own dynamic 30-second marketing message. Find out how important your appearance, actions, and attitude are in creating a good first impression, or your credibility could be "Gone in 30 Seconds."

Other Topics: • Presentations created on topics of client's choosing. (20-40 min.)

Dee Dees, DTM

480-963-1221 – deedees44@hotmail.com

Location: Gilbert

Occupation: Author

Home Club: Gilbert Toastmasters

*Photo
Not
Available*

Specialties: √ Information / Education
√ Motivation / Inspiration
Entertainment / Humor
√ Seminar / Discussion Leader

Biography: Author of *“LifeNotes – Recording Your Memories... The Legacy of a Lifetime,”* a workbook to help others write the stories of their lives, Ms. Dees has personally taught hundreds of people how to write their life stories through seminars, workshops, and on-going classes. Ms. Dees has been a member of Toastmasters for 26 years and served on the International Board of Directors.

Presentations:

10-30 minutes • **Leaving Your Legacy**
A brief overview of the importance of writing down one’s personal history and tips on how to get started, how to stay motivated, and how to put it all together into one or many books for future generations. This is not about genealogy, but about recording one’s own history so that out descendants will have more than just dates and statistics; they’ll have the stories that bring it all to life. A must for anyone with a family!

Other Topics: • Available on Request

Dr. Vasanti Deshpande, DTM480-940-9540 – vasantideshpande@cox.net OR vash_ebas@yahoo.com**Location:** Phoenix**Occupation:** Engineer**Home Club:** Vanguard Toastmasters

Specialties: ✓ Information / Education
 ✓ Motivation / Inspiration
 Entertainment / Humor
 ✓ Seminar / Discussion Leader



Biography: Dr. Vasanti Deshpande has a Ph.D. in Chemical Engineering and an MBA. She has been a Toastmaster since 1999. She has worked as an Engineer at Motorola, as an Environmental Specialist for the State of Arizona, and briefly as Adjunct Faculty Member in Chemical Engineering at Arizona State University. Besides Toastmasters, some of her interests are oil painting, figure skating, and Vipassana Meditation, which she has practiced for over 20 years.

Presentations:

15-20 minutes
(can be shorter if needed) • **Mercury Pollution**
 Mercury is a global problem. It can cause neurological damage in fetuses and young children. Learn about where mercury comes from, how it can go from the atmosphere into our bodies, and what you can do to protect yourself.

15-20 minutes
(can be shorter if needed) • **The Art of Living**
 Living is an art that needs to be learned, practiced, and developed. In this presentation, the audience will be given five basic steps that, when regularly practiced, could lead to a happy and peaceful life.

60-90 minutes
(Video plus Q&A session) • **'Doing Time, Doing Vipassana'**
 This award-winning video tells the story of a group of prisoners in India, who, after going through a 10-day course in Vipassana Meditation, came out as better individuals. The story is astonishing and inspiring at the same time. This method of reforming prisons has spread from India to other countries, including the USA. The method works, whether one is in prison or living a normal life. The 45-minute video presentation will be followed by a question and answer session led by Dr. Deshpande.

Other Topics: • Leadership, Public Speaking Tips, An Art of Living, Our National Parks, Help with Technical Presentations

Michael Desiderio, CTM**480-206-8709 – mdesiderio@cox.net****Location:** Gilbert**Occupation:** Speaker/Consultant**Home Club:** Dobson Ranch Toastmasters**Specialties:** ✓ Information / Education
✓ Motivation / Inspiration
✓ Entertainment / Humor
Seminar / Discussion Leader**Biography:** Michael Desiderio is an award winning speaker and business consultant. He has a core belief that individuals and organizations are always striving to achieve performance improvements. Through his company, *Enigma Professional Services*, he focuses on “removing the mystery from performance.” Michael delivers keynotes and workshops tailored to meet the specific needs of clients. His talks are motivational, inspirational, and educational in nature and are always thought-provoking. Michael has been in industry in various positions ranging from engineering through executive management in his 19-year career. He offers consulting in the areas of business planning and analysis, operational management, strategy, and marketing. In addition to speaking and consulting, Michael works for the W.P. Carey School of Business at ASU as the Sr. Mgr. of Strategic Partnerships.**Presentations:**

Scalable • **Change and Challenge**
Change and challenge are part of life, it's inevitable. Instead of fearing them, why not recognize they exist and improve the quality of life for yourself and those around you?

Scalable • **Transcending Barriers Through Effective Communication**
Barriers between individuals, groups, and organizations can be overcome through the use of effective communication.

Other Topics: • See www.enigmaprof.com

Gordon Dudley, ATM-B, CL

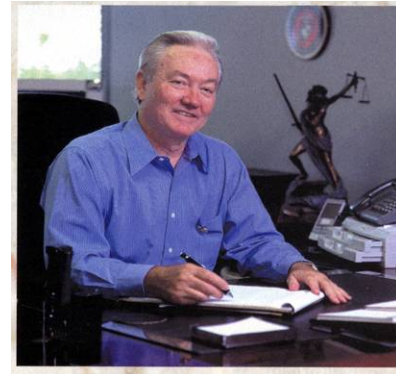
480-991-9077 – gordon.dudley@azbar.org

Location: Scottsdale

Occupation: Attorney

Home Club: JCC Toastmasters

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
✓ Entertainment / Humor
Seminar / Discussion Leader



Biography: Gordon Dudley has been an attorney for over 30 years. His practice focuses on commercial litigation and transactions, and he has presented at several seminars on various legal topics. Gordon is also the 2005 District 3 Toastmasters Humorous Speech contest winner.

Presentations:

30-60 minutes • **Your Attorney Is Your Friend**
Gordon has often encountered clients who wished they had come to him sooner, before things got out of control. In this presentation, you'll learn about the benefits of making your attorney an integral part of your business team.

30-45 minutes • **I Have to Give a Speech – Now What?**
Like many things in life, preparing and delivering a speech is a process. Gordon offers tips and techniques he has learned from champion speakers and fellow Toastmasters.

Other Topics: • Available upon request.

Shelly Dudley, DTM

602-236-6627 – scdudley@srpnet.com

Location: Scottsdale

Occupation: Historian

Home Club: Town Lake Toastmasters

Specialties: ✓ Information / Education
Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader



Biography: Shelly Dudley has been a Senior Historical Analyst for Salt River Project for over 20 years. She is an experienced speaker and currently chairs the Toastmasters Leadership Institute.

Presentations:

30-60 minutes • **SRP: 100 Years**
An interesting history of Salt River Project as a water and power supplier.

30-40 minutes • **Forests Without Trees**
Explains the development of national forests in Arizona.

Other Topics:

- SRP Salt River Valley – History
- Other topics available on request

Dr. Patricia A. Gangi, DTM

480-730-1010 – drgangi@cox.net

Location: Tempe

Occupation: Management Consultant
Cornerstone International
Training and Consulting

Home Club: Dobson Ranch Toastmasters

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader



Biography: Dr. Patricia Gangi is an award-winning Distinguished Toastmaster and owner of *Cornerstone International Training and Consulting* in Tempe. Dr. Pat helps clients improve work performance and business relationships through a focus on diversity awareness, harassment prevention, workplace ethics, and caring customer service.

Presentations:

30-45 minutes • **Putting Virtue to Work at Work: The Business Benefits of Doing the Right Thing**

Bring up the terms “virtue” or “ethics” in a work context and people think immediately of negative restrictions and constraints, of what they can’t do, not what they can do. They wonder how their business can succeed if they have to play it straight when some of their competitors choose to walk a questionable line. This talk will focus on how ethical actions actually liberate the workplace and can lead to significant personal and business benefits. Dr. Pat will share tools and tips for ethical decision-making and demonstrate how even the abstract virtue of “mercy” has a place in the world of work.

30-50 minutes • **We’re Not in Kansas Anymore: Skills for Leading a Diverse Workforce**

What a challenge it is today to find and keep willing and talented workers! And if you think it is difficult now, just wait! This talk explores: (1) major trends that will impact workforce demographics over the next decade; (2) the benefits and challenges of changing demographics; and (3) the skills managers and supervisors must master to meet those challenges and to retain a competent and productive workforce.

Other Topics: • Getting on the Ball: Exercising Your Ethical Muscle; Leading Leaders

Marty Gibson, ATM-S

480-365-2731 – gibsonm3@scottsdaleins.com

Location: Phoenix

Occupation: Insurance Executive

Home Club: In-Ahwatukee Toastmasters

*Photo
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Specialties: ✓ Information / Education
Motivation / Inspiration
✓ Entertainment / Humor
Seminar / Discussion Leader

Biography: Marty Gibson originates out of the Long Island, NY area, and he has been a Valley resident for 16 years. He works in commercial liability claims for Scottsdale Insurance Company. Marty is an experienced presenter and past President of the In-Ahwatukee Toastmaster Club.

Presentations:

20-60 minutes • **The History of Ahwatukee**
A lively, interactive presentation regarding personalities, anecdotes, and a you-are-there description of the development of this unique village. Interesting, humorous, and fun!

20 minutes • **The Art of Stained Glass**
A hands-on, interactive how-to discussion on the materials, skills, and inspiration that results in beautiful stained-glass creations. Step-by-step demonstrations included!

Other Topics: • Available on request

Steve Gottry, CTM, CL, AC-B**480-831-5557 – gottry@mac.com****Location:** Mesa**Occupation:** Author**Home Club:** Dobson Ranch**Specialties:** ✓ Information / Education
✓ Motivation / Inspiration
✓ Entertainment / Humor
✓ Seminar / Discussion Leader**Biography:** Steve Gottry is the author of *Common Sense Business* (Harper Collins) and co-author with Dr. Ken Blanchard of *The On-Time, On-Target Manager* (W.M. Morrow). He taught English 498 (Writing as a Career) at Grand Canyon University, where he was named “Writer in Residence.”**Presentations:**

- 20-60 Minutes • **How to Get Published: Secrets of the Industry**
As a published author, ghostwriter, and produced screenwriter, Steve knows the inner workings of publishing and Hollywood. This dynamic presentation is both entertaining and informative.
- 20-60 Minutes • **Conquering Procrastination: The “3P” Approach**
Based on *The On-Time, On-Target Manager*, the book Steve co-authored with Dr. Ken Blanchard, this talk will help audience members to conquer procrastination. Handout included.
- 10-45 Minutes • **A Way of Life!**
Based on the acrostic “L-O-V-E,” this inspiring talk will encourage you to take daily action in four specific areas of your life. Handout included.
- Other Topics:** • Available upon request. Steve’s talks are always candid, informative, inspirational and entertaining.

Christopher Grasso, CC

623-326-8951 – grassomediallc@yahoo.com

Location: Phoenix

Occupation: Business Owner

Home Club: Speakeasy Toastmasters

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Specialties: √ Information / Education
√ Motivation / Inspiration
√ Entertainment / Humor
√ Seminar / Discussion Leader

Biography: Chris is the current President of the Speakeasy Toastmasters Club. He is owner of Grasso Media LLC, a company specializing in motivational speeches, voice over services, and radio consulting. Chris holds a Bachelors Degree in broadcasting, and has worked in Phoenix radio. He is married to the love of his life, Catherine, and enjoys tennis, bowling, and gardening in his spare time.

Presentations:

15-45 minutes • **Give Yourself a Break!**
Learn some easy tips and techniques for giving yourself the pat on the back that the world may not always provide. Lighten the self-imposed emotional load which can be heavy at times.

30-60 minutes • **No Fear Allowed!**
Fear need not be a part of your life equation. Eliminate this emotion from your life and release the mental and emotional chains that may be binding you.

15-60 minutes • **Conquer Procrastination Now**
Procrastination can be a silent killer of productivity and accomplishment. Learn how life can flow so much more smoothly without this debilitating habit.

Other Topics: • Envy Is Not An Option, You Can Overcome, Other topics available on request

David Hodesh, ATM-B

602-309-3563 – dhodesh@cox.net

Location: Phoenix

Occupation: Sales

Home Club: Risk Takers

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Specialties: Information / Education
√ Motivation / Inspiration
√ Entertainment / Humor
Seminar / Discussion Leader

Biography: David is a native Phoenician. He has worked in sales for 30 years and has been a member of Toastmasters for two years.

Presentations:

- 10-15 minutes • **The Power of Words**
Our words have great power that can profoundly affect ourselves and the people we love. This presentation is about word choices in our everyday lives.
- 10-20 minutes • **Why Do People Lie?**
Why people lie, the effects – good and bad – and our choices on telling the truth or not. How lies affect us and everyone we encounter.
- 15-20 minutes • **Outside Sales and Cold Calling**
Learn how to get through any gatekeeper, how to make a friend and then a customer, and how to deal with anger or the too busy client.

Other Topics: • Available upon request.

Randy Lindsey, ATM-S

520-745-3915 – randy@randylindsey.biz

Location: Tucson

Occupation: Real Estate Broker

Home Club: Conquistador Toastmasters

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
✓ Entertainment / Humor
Seminar / Discussion Leader



Biography: An active Toastmaster for over 15 years, Randy is also a candidate member of the National Speakers Association Arizona Chapter. He is the owner and broker of Red Apple Realty, specializing in residential home sales and listings. He is also a member of Storytellers.

Presentations:

15-30-45 minutes • **It's Not About Time**
The true secret to managing and controlling the activities of our lives is how well we organize and prioritize. It's not about time, it's about balance.

30-45 minutes • **The Encourager**
Designed to motivate leaders, managers, and supervisors, to inspire as a means to increased production and better working relations through higher morale.

30-45 minutes • **Understanding Why Customers Should Come Second**
Identifying and addressing problems and concerns in customer relations. Exploring reasons why the customer should never come first.

Other Topics: • Available on Request

Steve Meisenheimer, ATM-B**602-889-0155 – Steve@MeisenheimerInc.com****Location:** Phoenix**Occupation:** Strategy Consultant**Home Club:** Valley Toastmasters**Specialties:** ✓ Information / Education
✓ Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader**Biography:** An early entrepreneur and just old enough to drive, Steve Meisenheimer went door-to-door trimming trees after school and on weekends. Within 12 years, Steve grew his business to become the largest service in the Southwest. Over his 25 year career, he has started or acquired 9 businesses. Steve is actively involved with the National Speakers Association and Toastmasters International and has presented to a wide range of audiences and organizations. Steve also won second place in the Toastmasters International 2001 Humorous Speech contest.**Presentations:**20 minutes
to 4 hours**• Playing to Win**

Some leaders turn losers into champions, others turn champions into losers, and still other leaders leave us pretty much as they found us – unmoved, unchallenged, and underperforming. When you are called on to lead, you must not only respond, but know *how* to respond to make a difference. As a leader, you are responsible for *three critical functions*, which ensure your greatest contribution, unleash your company's full potential, and guarantees you are surrounded by the right people doing the right things. Your three critical functions are:

1. A passionate vision – deciding where to take the company
2. An effective strategy – choosing how to get there
3. Excellent execution – implementing your plan

Other Topics: • Strategy, marketing, sales and other topics related to personal and organizational development

Art Nieto, DTM

602-242-3145 – artdtm@aol.com

Location: Phoenix

Occupation: Retired

Home Club: Papago Toastmasters

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Available*

Specialties: √ Information / Education
√ Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader

Biography: Mr. Nieto is a retired Lt. Colonel from the U.S. Army, also retired from Salt River Project, and a Toastmaster for 30 years. He has been District 3 Governor twice, and served two years on the Toastmasters International Board of Directors.

Presentations:

30-60 minutes • **Stop Talking and Start Listening**
It's not enough just to listen; we must listen the *right way* – with the right motivation and attitude. This session will help you improve the skill of listening, a skill that you can use in your day-to-day activity in your working environment, in your community, and in your home.

30-60 minutes • **The Team Approach**
Designed to ensure that you understand what to expect from teams and what team members can expect from each other. Learn to identify what is and what is not a team project, how to select the right team members, how to nurture team members, define roles, and build a team identity.

Other Topics: • Available on request.

Bobbie O'Connell, DTM**602-876-4051 – b.oconnell1@cox.net****Location:** Phoenix**Occupation:** Business Systems Analyst
Maricopa County Sheriff's Office**Home Club:** Noontime Toastmasters**Specialties:** ✓ Information / Education
Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader**Biography:** Bobbie is a long-time Toastmaster and an experienced facilitator / trainer. A part-time small business consultant, Bobbie also assists entrepreneurs with development of their start-up business plans and the acquisition of initial financing. Bobbie holds an MBA and a BS in Business. She enjoys travel, reading, time with family, and volunteer work with the Juvenile Court and the Boys and Girls Clubs of Metropolitan Phoenix.**Presentations:**

- 20-30 minutes • **Identity Theft – It Can Happen to You!**
Learn about techniques that thieves use to steal someone's identity and what you can do to protect yourself. Find out what to do if your identity is actually stolen.
- 45-60 minutes • **Personal Branding – Give Your “Brand” a Face Lift Now!**
Personal branding refers to the perception others have of you – your image – which greatly affects the level of success you achieve in business and in life. Whether you realize it or not, you and your organization already have a personal brand. The real questions are: Do you know what your brand is? And is it working for you?
- 20-30 minutes • **How to (Legally) Get Information About Your Competitors**
In this session, you'll learn about the many ways you can legally get information about your competitors.
- Other Topics:**
- Getting Started on Your Family Tree
 - Developing a Small Business Plan

Paul Pastore, DTM

480-695-6748 – paulpastore.realtor@gmail.com

Location: Chandler

Occupation: Real Estate

Home Club: Dobson Ranch Toastmasters

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
✓ Entertainment / Humor
✓ Seminar / Discussion Leader



Biography: Paul has been an Arizona real estate associate/broker since 1977. He has worked full-time in sales since 1973. Paul is a graduate of the University of Connecticut and holds the Toastmasters DTM designation.

Presentations:

30 minutes

• **Is Marriage Supposed to Make You Feel Happy?**

A light-hearted look at three tools, tips, and techniques that can make your relationships better.

Any length

• **The Arizona Residential Real Estate Market**

Everything you ever wanted to know about Arizona residential real estate.

Other Topics: • Various programs custom tailored for the audience on hand.

Jodie Kay Petra, DTM

480-962-0679 – artep@cableaz.com

Location: Mesa

Occupation: Consultant / Corporate Trainer

Home Club: Gilbert Toastmasters

Specialties: ✓ Information / Education
Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader



Biography: Jodie Kay Petra is an energetic professional trainer and Certified Professional Behavioral Analyst with a Bachelor's degree in Counseling. She is a long time Toastmaster and past District 3 Governor who has achieved Distinguished Toastmaster status, the highest educational distinction. Through her business, *Professionally Speaking*, Jodie Kay assists others to better understand their role in the workplace, thereby reducing conflict and increasing teamwork and customer satisfaction. Her passion is working with people and seeing their "light bulbs" turn on as they experience an awareness of personal empowerment. Jodie Kay lives in Mesa with her husband, Stefan.

Presentations:

10-12 minutes • **Final Approach**
True-life drama. Hear how a small plane accident taught a spiritual lesson in communication.

30 minutes • **Moments of Truth**
Learn how to make Customer Satisfaction work in your organization. Workshop tailored to meet individual needs.

Adaptable • **Utilizing Your Best Style**
Understand your personal style of behavior, along with our own communication needs. Utilizing our best style leads to more effective presentation of our message to others, and thus to better communication.

Other Topics: • Available on request

Stefan C. Petra, ATM-B, CL

480-835-1109 – artep@cableaz.com

Location: Mesa

Occupation: Independent Estate Planner and
Insurance Broker

Home Club: Leaders Plus

*Photo
Not
Available*

Specialties: ✓ Information / Education
Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader

Biography: Stefan C. Petra is a storyteller and writer, and his presentations include anecdotes based on real-life experiences, sprinkled with humor.

Presentations:

Adaptable • **Do You Want to Know a Secret?**
Learn how to lower your insurance premiums while maintaining the same coverage.

15-25 minutes • **The ABCs of Building Your Speech**
We all have the necessary tools. This presentation shows which tools and how to use them for building a speech.

Adaptable • **Ordinary / Extraordinary: One Coin, Two Sides**
Motivational themes on a variety of subjects.

Other Topics: • Available on request

Jana Ruth, ATM-B480-600-5178 – janabanana15@cox.net**Location:** Tempe**Occupation:** Training Consultant**Home Club:** Noontime Toastmasters

Specialties: ✓ Information / Education
 ✓ Motivation / Inspiration
 ✓ Entertainment / Humor
 Seminar / Discussion Leader



Biography: Involved in the creative process her entire life, Jana Ruth has been studying and researching humor and creativity for the past 20 years. She holds a Bachelor's Degree in Speech and Theater, and a Master's in Physical Education, both from ASU. In addition, she is a member of the National Speakers Association, and the American Society for Training and Development. Jana is a certified Achieve-Global trainer and an instructor for the Arizona Governmental Training Service. Currently employed as a Training Consultant with the Staff Development Department at Maricopa County, Jana's training sessions are always filled with fun and laughter. Jana views teaching and training as a never-ending creative journey. Her philosophy of life is, "If you're not having fun, you're not learning."

Presentations:60-90 minutes • **Jumpstart Your Creativity**

Tap into your creativity and use it to be more productive on the job and off. Learn how to benefit from creativity, preserve new ideas so they are not lost, and discover your own creative process.

60-90 minutes • **Humor and Laughter in the Workplace**

Learn ways to reduce stresses and tension on the job. Create a more positive work atmosphere. Learn how to differentiate between humor and laughter. Discover ways to bring laughter into your life and apply P.L.A.Y. to your life.

60-90 minutes • **What You Think Is What You Are**

Learn how to develop a "positive attitude" and keep it. Influence your success by using your mind. Participants learn how to develop a "positive" attitude, and to develop positive affirmations. Also, how to use affirmations and incorporate them into your life.

Other Topics: • Use of Theater Techniques in Life, Goal Setting, Coping with Stress, Avoiding Job Burnout, Communication Skills, Team Building, Leadership Development – See also: www.janaruth.biz

For more information about District 3 Toastmasters of Arizona,
 Please visit www.aztoastmasters.org or call (888) 259-4235

Daniel Valenzuela, DTM**602-568-5759 – ceo@transitionexecs.com****Location:** Phoenix**Occupation:** Mgmt Consultant / Speaker**Home Club:** La Voz de Oro

Specialties: ✓ Information / Education
 ✓ Motivation / Inspiration
 Entertainment / Humor
 ✓ Seminar / Discussion Leader



Biography: Daniel Valenzuela is CEO and principal consultant of Transition Execs, LLC. The firm provides interim executive management services, management consulting, presentation skills training and public speaking. Mr. Valenzuela is a Distinguished Toastmaster (DTM) and is currently pursuing a second DTM designation in Spanish. He has extensive management experience in top-level state and local governments as well as non-profit organizations. He is a licensed real estate broker and former residential appraiser. Mr. Valenzuela has served on numerous boards and commissions at the national, state and local levels. He currently serves on the board of The Dougherty Foundation. He is bilingual and has extensive speaking experience.

Presentations:

30-60 Minutes (Adaptable As Needed) • **Leadership Lessons Are Not Frozen in Time**
 An amazing story of survival. In 1914, Sir Ernest Shackleton led the Endurance Expedition in an attempt to be the first person to cross the unexplored Antarctic continent on foot. Just one day's sail from his destination of Vashel Bay, where he was to begin his crossing, his ship became stuck on the polar ice of the Weddell Sea. What followed is one of the greatest survival stories of all time. However, it's not just a story of survival; it's a story of leadership. The lessons we learned from Sir Ernest Shackleton are still relevant today.

15-30 Minutes • **Characteristics of Leadership**
 Do you have the characteristics of a leader? Years of research have identified specific characteristics that individuals look for in someone they consider a leader. Leadership is a challenge, and knowing the characteristics of good leaders can enhance your leadership skills and prepare you to be the one who people are "willing" to follow.

Other Topics: Leadership, Presentation Skills Training, Other Topics on Request

Michael Whitaker, ATM, CL

480-899-5202 – driwash2@prodigy.net

Location: Chandler

Occupation: Business Owner, Bailiff

Home Club: Paradise Valley Toastmasters

*Photo
Not
Available*

Specialties: √ Information / Education
√ Motivation / Inspiration
Entertainment / Humor
Seminar / Discussion Leader

Biography: Mr. Whitaker is a retired Air Force Officer who now specializes in waterless and water-saving technology.

Presentations:

10-15 minutes • **Cocci What?**
Michael contracted a severe form of Valley Fever. In this presentation, he will educate you about Valley Fever and ways to avoid it. Michael will also share what you might go through if you contract Valley Fever.

10 minutes • **Letters in the Sand**
Mr. Whitaker served as a postal support commander for the U.S. Central Command during Desert Shield / Desert Storm. He will share with you what it took to setup and sustain postal operations during this critical military operation.

Other Topics: • Available on request

Mike Zakis, DTM

520-323-7737 – mike@highervistas.com

Location: Tucson

Occupation: Professional Speaker, Facilitator,
Coach

Home Club: TV Toastmasters – Live!

Specialties: ✓ Information / Education
✓ Motivation / Inspiration
Entertainment / Humor
✓ Seminar / Discussion Leader



Biography: Mike Zakis has been presenting for over 25 years as a manager and speaker, 16 years in Toastmasters, and is a past member of the National Speakers Association – Arizona. He has appeared on over 200 live TV shows and was producer for four years. Mike is an Independent Certified Facilitator for Og Mandino Success Systems, and has been listed in Who's Who in the West and Who's Who Worldwide. His real Arizona license plate says: "I SPEAK."

Presentations:

30-40 minutes • **Be! Do! Have! Your Thoughts Become Your Destiny!**
People have between 12,000 to 50,000 thoughts every day. Do you have and use the best ones?

30-40 minutes • **No Fear. No Bull.**
How to overcome your fears, how fears can threaten your career by handcuffing you.

30-40 minutes • **Professional Presentation Skills**
Learn about writing, organizing, and delivering presentations like a pro.

Other Topics: • Available on request