

Dear TM members,

I am writing to you about the proposed **dues increase of 50%** as of October 1, 2005.

I need your help. Please take 5 minutes to read about the 10 reasons why I think **this proposal should NOT be adopted**.

1. The increase will bring approximately **USD 4 million** into the treasury of TMI. This in addition to their yearly budget of already USD 9 million. What the reasons for the 50% increase are, remain to a large part a secret.
2. TMI says that 22% of all expenses are for salaries (they have 61 employees), i.e. about USD 2 million. In other words with an additional USD 4 million they **could hire another 120 employees**. What would these people do? They have never said in detail what they plan to do with the additional USD 4 million.
3. The increase will **cost my club**: 35 members x USD 18 = USD 630 a year. I know a lot to do with that kind of money on the club level. How much is the increase going to cost your club?
4. TMI argues that the dues have not been raised since 1992. This is correct. However, this is NOT what counts. What is much more interesting is how **their budget has increased over the years thanks to the growth of membership**. If in 1992 there were 150'000 members (for the sake of the argument), they had a budget of 5.4 million, other income not considered. In 2005 they have 200'000 members. Therefore their budget has increased to 7.2 million. Plus other income makes 9 million. This is an important increase in money available to run the organization. Just in our area we have tripled the membership base in the past 2 years. The cost of an additional member is a fraction of what the member pays as membership dues. In economic terms we would talk of **economies of scale**.
5. TMI has **millions in reserves**. What for? Are they trying to build up a bank?
6. They have installed a new computer system. Great. This will result in a great savings. More and more **work is done directly by the clubs**. All data typists can be let go.
7. The new internet **website should reduce labor costs**. If not it was a bad management decision and we should go back to doing things manually and by fax.
8. Counterproposals: **TMI waited until the date for counterproposals was passed** to inform TM members of the increase.
9. **No need for new manuals**. Let members use what there is now. 15 advanced manuals, lots of programs, e.g. "better speaker series". Have a look at the supply catalogue to see that it is hard to study all the available programs in a lifetime. Do they really think that any member will be a better speaker thanks to the redesign of the basic communication and leadership manual a couple of years ago?
10. TMI argues they have big warehousing costs. They could use the concept of "**Print on demand**". This would reduce warehousing and shipping costs.

I am sure you can think of many other reasons why the proposals should be voted down.

Please **forward this message to all your club members** for them to take an informed decision when voting about the dues increase.

After the dismissal of the proposal we will have to help the board of directors and managers to run this business. But this has to wait until after the vote.

I, and with me many more Toastmasters clubs, are going to vote against it. I hope you do to.

Sincerely

Thomas Skipwith
President Committee against the Dues Increase (CADI)
President Mosquito Hill Toastmasters
Area governor E1

P.S.: Toastmasters is a great organization. Let's keep it that way! Take influence as to the future of the organization.

P.P.S.: I realize that you receive many unsolicited e-mails. If you prefer not to receive any more information, just reply with "remove me from the list" to this e-mail, and I will be happy to take you off the list. If you appreciate to be informed about other opinions than just the official one from TMI, then pass this e-mail on. I am happy to put someone on the list. Long live free speech!