November 9, 2020

Dear District Leaders,

As the effects of COVID-19 have continued to evolve, so have our District leaders and their relentless efforts to stay focused on the District mission. The Board of Directors has heard your concerns and understands the current environment has made it more difficult to build new clubs. Thus, the Board of Directors approved an incentive to support our Districts in their club growth efforts.

Effective immediately, any new clubs that organize for the months of November, December, and January of the 2020-2021 program year and pay future renewal dues, will have the charter fee ($125 USD) and the new member fees ($20 USD per member) waived. To qualify, new clubs will need to fully complete the charter process, pay the $45 USD membership dues for each charter member, and pay the prorated amount for the next renewal cycle (April 2021) by January 31, 2021. Members of clubs which charter in this time frame will pay the total amounts (at the time of charter) as follows:

<table>
<thead>
<tr>
<th>Month</th>
<th>Membership Dues</th>
<th>Prorated Dues Amount</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>November</td>
<td>$45 USD</td>
<td>$37.50 USD</td>
<td>$82.50 USD</td>
</tr>
<tr>
<td>December</td>
<td>$45 USD</td>
<td>$30.00 USD</td>
<td>$75.00 USD</td>
</tr>
<tr>
<td>January</td>
<td>$45 USD</td>
<td>$22.50 USD</td>
<td>$67.50 USD</td>
</tr>
</tbody>
</table>

This incentive is also applicable to those prospective clubs that have already submitted the charter fee. If the prospective club completes the process of organizing their club during these three months, the charter fee will be refunded. We are aware there may be some clubs that have recently completed the organization process and may request to change their charter date to take advantage of the incentive. Please note that this cannot be accommodated as the month-end has already closed for prior months.

We understand the challenges the pandemic continues to have on club building efforts, and we hope this incentive assists our District leaders in supporting the District mission. For any questions on the incentive, please contact the New Clubs Team at newclubs@toastmasters.org.

Sincerely,

Richard E. Peck
International President 2020–2021
Toastmasters International

Daniel Rex
Chief Executive Officer
Toastmasters International

This communication was sent to all District Directors, Program Quality Directors, Club Growth Directors, Region Advisors, International Directors, and prospective club coordinators.