



# Area Director

## Competencies

COMPETENCY CATEGORY	COMPETENCY	EVIDENCE OF COMPETENCY
Skills	Motivating people	Motivates members to set and achieve personal education and leadership goals
	Coaching and mentoring	Assists club officers to understand what is needed for the club to be at least Distinguished and to help club members achieve their goals
	Analytical skills	Provide feedback to clubs on club performance and progress in meeting needs of club members
Knowledge	Working knowledge of <i>District Leadership Handbook</i> (Item 222) and <i>Club Leadership Handbook</i> (Item 1310)	Fulfills Area Director reporting requirements to World Headquarters
Characteristics	Integrity	Observable in leader behavior
	Sincerity	
	Empathy	
	Honesty	
	Consideration for others	
	Service orientation	Supports club officers and members to achieve their goals
	Passion for mission and envisioned future of Toastmasters International	Clubs in the area successful in Distinguished Club Program
	Creativity	
	Enthusiasm	
Energetic		
Attributes	Respect	Observable in leader behavior
	Punctuality	
	Patience	
	Tact	
	Approachable	
	Commitment to success and mission of Toastmasters International	Success of clubs in Distinguished Club Program
	Goal oriented	
	Adaptive and willing to change when needed	High levels of club officer satisfaction with area services
	Proactive, anticipating issues before they arise	Minimum of unresolved contentious issues in the District
	Resourceful and knowing where to obtain resources	Club officers provided with ideas from Area Director to meet members' needs
	Diligent	Meets World Headquarters reporting requirements