INTERNATIONAL OFFICER/DIRECTOR CANDIDATE
BIOGRAPHICAL INFORMATION

Candidate's Name: Dana Morgan Barnes

Candidate's Office: International Director

Region Number: 1

Toastmasters member since: 1995

Education:

3 yrs college w/Business major, Series 6, 7, 63 & 9/10, Registered Investment Advisor, Life & Health Insurance License

Employer and/or position: Great Western Insurance/Sales & Wyoming State Cremation/Manager

Served as district governor of district number 26

Term of service: 2007-2008

In term as district governor, district achieved: ☑ Distinguished ☐ Select Distinguished ☐ President's Distinguished

Toastmasters offices held and terms of service (international and regional level):

Area Governor 2004-2005
Lt Governor Education/Training 2006-2007
District Governor 2007-2008

Toastmasters honors and recognition (international level):

Area Governor of the Year 2004-2005
Excellence in Training 2006-2007
Distinguished District 2007-2008
DTM 2005-2006
Region III Conference Co-Chair 2009

Relevant work experience and how it relates to Toastmasters and your role as a Board member:

Charles Schwab & Co: Stock broker/Financial Planner, Retirement planning, development of new departments & training. Wyoming Department of Transportation: Analyzed data & created policy. Review information from statewide instrumentation network & field personnel to determine policy. Great Western Insurance: Insurance sales, presentations & training. Knowledge Forge: Created on line training courses for large & small corporations. Wyoming State Cremation Services: Founded & manage company after analyzing need in the community.

What experience do you have in strategic planning?

Financial planning to meet clients investment goals. Developing new departments to meet future needs of clients & company. Worked w/statewide team coordinating w/surrounding states planning for public safety issues & information for reporting current future conditions to public. Produced technology solutions for informing the public of conditions. Building Committee & Board of Trustee for church, a non-profit. Working with board & outside consultants to manage growth. Delvelope policies for church to ensure quality programs into the future.

What experience do you have in the area of finance?

Financial planning: helping clients review financial status to meet future goals. Analyzed cost of new business & profitablity in a competitive market. Working w/families to find affordable solutions. Fundraising & grant proposals, contracts/bids for physical growth. Find affordable alternatives while keeping quality high. Managing income, determine employee salaries & overall budgets. Accounts receivable for mid-size corporation: from 246 to 47 days.

What experience do you have in developing policies?

Developed policies to maintain client satisfaction & company growth. Set policy for donations and fundraising in both non-profit and for profit corporations. Created policies working w/teams in & outside state government regarding development of reporting procedures to the public of safety information. Worked on a board of a non-profit to establish policies for membership, expenditures, donations, income, programs and employment.

What lessons did you learn from previous leadership positions?

I'm not always right; Be open to new ideas; When a decision is made by the team, support that decision; Personnel matters are confidential; Leaders lead by example; Praise in public, criticize in private; Own my mistakes and learn from them; Try new things; Listen with an open mind to new and experienced people.

What experience and key strengths would you bring to the Board of Directors?

I believe in listening more than talking, I am a team player, I know how to keep issues confidential. I can be honest while being sensitive. I bring a positive attitude to the board. If the board makes a decision, I will support it. I relate to people and am interested in their needs. I have extensive experience with international travel and appreciation of other cultures.

Why do you want to serve as an international officer/director?

I believe each person can reach their goals, given the right tools. Toastmasters has those tools. Finding a way to adapt our programs to a worldwide audience is our future. I want each member to have the same positive experience I have had through consistent, high quality programs. I have seen Toastmasters International grow over the years and believe we are the predominate leadership/communication training organization in the world.

What volunteer experience do you have outside of Toastmasters?

Member & President of boards at churches, weekly volunteer at Veterans Administration Hospital, Walk for the cure, Aids walk, Member & President Community Services Board at Schwab, Military Affairs Committee, Cheyenne Chamber of Commerce, Honorary commander at FE Warren AFB, Leadership Cheyenne.

Have you worked with other Boards of Directors outside of Toastmasters? If so, describe your experience.

Board of Trustee at Churches: setting policy for membership, expenditures, donations, income, programs and employment. Community Services Board: gather donations, select non-profit organizations to support, organize volunteers. Military Affairs Committee Board: fund raising and community outreach to FE Warren AFB.

In your opinion, what are Toastmasters International's major objectives and how would you work to achieve them?

Building and retaining members around the world by analyzing needs & opportunities. Standardize member experience & officer training. Evaluate our programs and adjust to fit emerging markets. Initiate leadership evaluation program. Increase awareness of fund rasing including the Smedley Fund. Promoting our brand and mission to corporations.

Additional information about candidate:

Forming a new company, there was a need to analyzed community need and cost of opening new company. Created policies & procedures for employees. Review growth and adjust procedures as needed. I have developed & presented training programs with employers and non-profits.