

April 1987

THE TOASTMASTER



CHICAGO

Toastmasters 1987 Convention Site

VIEWPOINT

TI OFFICERS AND DIRECTORS

How's Your Toastmasters Image?

Advertisers spend billions of dollars each year promoting their product's image. For example, notice the next commercial that interrupts your TV program. On the screen appears a beautiful open country road at dusk. Off in the distance you hear the sound of a finely tuned automobile. Suddenly it appears on the horizon, mastering hairpin turns. Just as suddenly, it gracefully comes to a full stop. Sixty seconds have elapsed without a word; but in the last 10 seconds, a compelling voice urges the viewer to experience the spirit of this fine machine. You have just witnessed a TV commercial of the '80s. Today's commercials focus on image.



Gone, too, is the image of a Toastmaster as a man dressed in a grey flannel suit, carrying a briefcase. Enter today's Toastmaster: men and women of many ethnic backgrounds, working in many different fields at various levels, often using computers and high tech communications.

But what of today's Toastmasters clubs? Have they been replaced by a contemporary version? Yes, because today's clubs use the updated Success/Leadership and Speechcraft program, management materials, audio and video training tapes and much more. Many clubs are using different evaluation techniques including videotaping. But at the same time today's Toastmasters clubs have not changed. That's because the tried, tested and proven program of speeches, Table Topics and evaluations continues to prevail as the best communication training of its kind and the most responsive to members' needs.

Let's examine another aspect of a Toastmasters club image that is as important today as ever: the kind of image your club and members portray to guests. What a guest sees when arriving for a meeting usually depends on what happens before the meeting. Is the meeting room arranged properly? Is the club's banner conspicuously displayed? Is there a club bulletin, guest book and name tag available for each member and guest? These are just a few of the items you can prepare before a meeting to determine your club's image.

What a guest sees, hears and feels at a club meeting will often influence whether he or she will become a member of the club. What a guest should witness is a well-organized program featuring project speeches, challenging Table Topics and positive evaluations. What a guest should feel is a strong sense of fellowship that begins with a warm handshake of welcome and ends with a friendly invitation to join and enjoy the benefits of membership.

The spirit of a club is often reflected in its image. 'High spirited' clubs, as discussed in one of my earlier messages, usually enjoy a high-image level. I also believe that member retention is influenced, at least in part, by a positive club image.

Could your club do a contemporary TV commercial promoting a positive club image? Could your club stand the scrutiny of the close-up lens? I believe many of our clubs could win Emmy Awards for their club's image. Worldwide, Toastmasters International has a good reputation and image. Our members are the primary source of the respect our organization enjoys because they are proud and project a positive image. I encourage you to insure your club maintains its good image and in so doing KEEP THE SPIRIT ALIVE!

A handwritten signature in black ink, reading 'Theodore C. Wood'.

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THE TOASTMASTER

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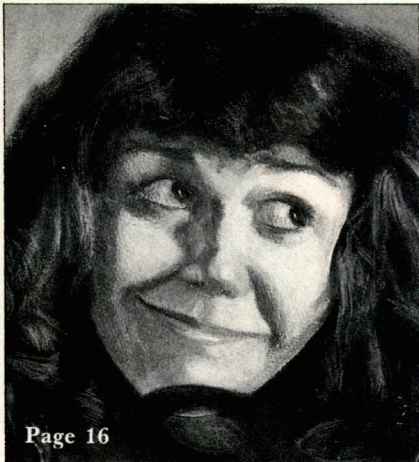
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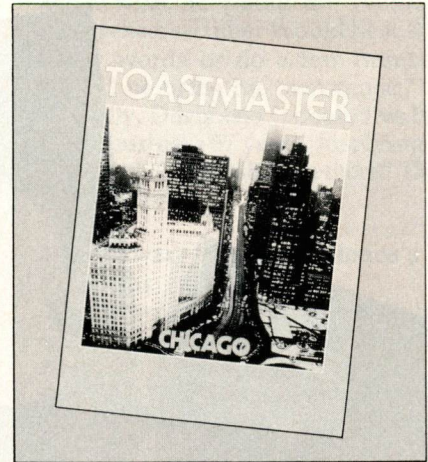
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Say Yes to What's Best

COVER

Toastmasters from all over the world will blow into the 'Windy City,' Chicago, Illinois, August 25-29, for a one-of-a-kind "Communication Showdown"—the 56th Annual International Convention. Be there when that 'toddlin town' becomes a Toastmasters town. For a complete run-down of all the Convention excitement, turn to page 8.

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Picture Yourself...



with Friends

There's no such thing as stage fright, but there *is* such a thing as audience fright. A simple cure is friendliness.

by Gene Perret

Our speaker tonight needs no introduction," the Toastmaster began. "He didn't show up."

That happens. A speaker can be delayed by travel mishaps, weather, forgetfulness or any number of reasons. When it happens, most groups have a contingency plan. Someone else can fill in. Other speakers just talk a little longer than planned. Often the group is just as content to skip the speaker

and get on with the party.

But what does a speaker do if the audience fails to show? Then there is no alternate plan. You just fold up your notes and go home.

The point is that speaking is made up of two equal ingredients: the speaker and the audience. They're as much a part of each other as a chemical compound. Water isn't water unless it has hydrogen and oxygen. Table salt needs both sodium and chlorine.

In a particle of salt, the sodium can't ignore the chlorine. It can't say, "I'm the important part of this chemical compound, therefore the chlorine better do as I say or I walk." No. They have to lock atoms and circle the nucleus together. They have to work hand in hand, or ion in ion. It works the same way with a speaker and an audience.

Since I work in show business and speak about comedy and humor, people often ask me which young comedians are going to be tomorrow's stars. That's difficult to predict, but here is one indication of a person's potential. It's not the talent per se, nor is it the material they use.

The key is the performer's comfort with an audience and the audience's

comfort with the performer. That's what makes stars.

George Burns has had a little experience as a performer and knows a bit about comedy. He says the real secret to success in show business (and I consider speaking a form of show business) is sincerity. He says, "If you can learn to fake that, you've got it made." He ends with a punchline, but his advice is real.

Following are a few tips to help you, the speaker, relax and enjoy your audience. If you have fun with your listeners, they'll enjoy you.

1) Don't Be Afraid of Them

I have good news and bad news for you. The good news is that there's no such thing as stage fright. The bad news is that there very definitely is such a thing as audience fright.

People are not afraid of the stage; they're afraid of the people out there. Anybody can sing in the shower... unless their shower seats 450 people.

Audience fear is totally unnecessary. Think it through logically with me and you'll see what I mean. If you're good and the people know it and acknowledge it, that's perfect. You have nothing to fear. You cherish those occasions.

They try to be understanding, yet you fear them. They feel it.

Approach each group as if they're your old friends. If some in the audience aren't too gracious, see them as a challenge—work harder to convince them.

2) Respect Your Audience

Stand behind the microphone as if you belong there. Be confident, be strong, but don't gain stature by belittling your listeners.

I once listened to a gentleman who spoke on fashion. He dressed impeccably and looked fantastic on the stage. He then called several people forward, and proceeded to make sarcastic remarks about how each of them was dressed.

He was so caustic he made some of them cry. He humiliated the volunteers and embarrassed the audience. The synopsis of his message was, "I look great and you folks look awful."

That's admittedly an extreme case, but many speakers do the same thing subliminally. Any receptive audience will make a performer feel good. Remember, though, that's not the reason you're there.

Basically, you're behind the microphone to make your listeners feel good. You do that as simply as any good host would. You respect them and make them feel wanted and welcome.

3) You Owe Your Audience Preparation

I once had the pleasure of talking with a performer whose talent and stage presence I admired very much—Bobby Darin. He told me he once walked onto a nightclub stage and was greeted by a ringsider who said, "Bobby, you'd better be good tonight."

Darin said, "Sir, you didn't have to tell me that. I've been in my dressing room for the past half hour telling myself the same thing."

Top-notch performers know they have to be prepared each time they step onto a stage. They not only owe it to that audience; they owe it to themselves.

That doesn't mean you have to memorize each speech or practice every voice inflection and gesture ad infinitum. You have to determine for yourself just how much rehearsal and groundwork you require.

Some speakers need an outline, others function best when they extemporize. Be honest with yourself. Be confident that you're ready to give each audience your best.

I just finished a TV show with Sammy

Davis, Jr. He's the best at giving each crowd 110 percent. He agreed to do a benefit appearance while we were there, and the producer was concerned about what he would do. Would he need rehearsal time? Would he just say a few words or do a few numbers? Would he bring his own music?

Finally, Davis said, "Look, I've been in the business 57 years. Just bring me onstage. I'll handle it from there." That's preparation.

4) Be Aware of the Audience's Problems

Speakers don't always work in banquet rooms or auditoriums which are perfect. As a favor to your listeners, be aware of the imperfections and compensate for them.

Can everyone see you? If not, move around. If the sound system is weak, speak out slowly and enunciate. Have other speakers talked too long? Then be brief.

Again, remember that speaking is two equal parts: audience and speaker. The more you can recognize their problems and help them, the more they're going to appreciate you.

Some speakers like to highlight any failings. If the microphone is bad, they mention it time and time again. "Forgive me, folks. I'd be much better if I had a decent microphone."

Well, the mike is as much an irritation to the listeners as it is to the orator. Forget it and do the best you can under the circumstances.

Rather than a speaker who constantly moans, "I can only give you my best when conditions are perfect," I prefer the speaker who can say, "Under ideal conditions, I'm terrific. But no matter what the circumstances, I'm still pretty darn good."

5) Be On Time

You're an important person with many significant things to do, but so is every member of the audience. They are giving you their valuable time, so respect that. Be prepared to go on when you agreed to go on.

I once did a TV show with a very prominent star. It was in an outdoor arena and once the crowd gathered they had to stay for the duration. They wanted to be there, of course, but we also needed them for some of our television shots.

It was a hot, sunny day. The star showed up six hours late for the taping. Six hours! People sat and wilted in the heat, then the star had the nerve to complain that they were a dead audience. Who wouldn't be?



If you're bad and they know it, again you have nothing to be frightened of. You're just warning you that you have more work to do on your material or performance. That's nothing to fear; only something to listen to and learn from.

If you're good and a particular audience doesn't know it or refuses to admit it, they're either unsophisticated or downright rude. You don't fear those folks, either. You simply ignore them and move on to your next *honest* audience.

The trick is simply not to give any one audience too much power over you. If you are true to yourself and do your best with each audience, you'll still hit a clinker now and then; but in the long run, you'll be judged fairly. Don't fear audiences one at a time.

Fear of an audience is also rude on the speaker's part. Have you ever tried to be friendly with a child who was afraid of you? You say "kootchy-koo," and they run screaming to their mother.

The mother is apologetic and you pretend to understand, but somewhere inside you, it hurt. It was a rejection. That's the way an audience feels when you act like you're afraid of them. They've done nothing to harm you.



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Again, that's an extreme case, but the principle applies. You owe your audience the courtesy of promptness.

Most speakers, though, offend at the other end of the clock. They go beyond their allotted time. Organizers set time limits for good reasons. People may have other functions to attend, or they may have meetings scheduled for early the next day. They may just have had a busy day and are tired.

Whatever the reason, no speaker has the right to override it. Find out how much time you're allowed or when you should finish, and stick to it.

A humorist friend of mine, Bob Murphy, was the closing speaker at a banquet one night when each previous speaker droned on interminably. It was just a few minutes before midnight when Bob was finally introduced.

He said, "I'm not going to say much because I'm a firm believer that every banquet should end the same day it started on." The applause he got proved that the audience agreed with him.

6) Be Gracious

Your performing time is not strictly limited by your introduction and your closing sentence. You're 'on' at the banquet beforehand and the congratulatory receiving line afterwards. You're 'on' pretty much all the time. Be considerate of your audience then, too.

A good friend of mine from the speaking circuit once did a show with a well-known television preacher. On-stage this man was all smiles and goodness. Afterward, rushing to the limo, this same man was discourteous to all his fans.

My friend was so upset by his behavior that he mentioned it to him during the ride. The preacher quoted a Bible text to justify his rudeness.

I don't mean to quarrel with preachers, nor with Bible quotations; only with speakers and performers who show a disdain for the audience after the white lights go out.

At the beginning of this article I said you can't be a speaker without an audience. Now we'll take that a step further. You can't be a *good* speaker without a healthy respect and genuine fondness for each audience you appear before. So try and do more than just speak; try and go out and make friends. 🎤

Gene Perret, a writer for Bob Hope, Phyllis Diller, Bill Cosby and many other top name nightclub performers, spoke at Toastmasters' 1986 International Convention.

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UPDATE



All that Jazz

Seventeen years ago, James 'Jazzer' Smith of Tamworth, N.S.W., Australia, was told he was suffering from non-Hodgkins lymphoma, an incurable cancer of the lymph glands.

It was his desire to pass on details of his battle against cancer, in the hope that he could help others, that led him to join Toastmasters in 1981. Jazzer wanted to learn how to pass his message on more clearly, and he felt Toastmasters would help him gain the confidence to do so.

Just over five years later, Jazzer is a confident and accomplished speaker who has indeed improved his stage presence enough to get his points across. Then, a few months ago, Jazzer had a week most of us can only dream about.

A few days after receiving Toastmasters highest communication and leadership honor—the Distinguished Toastmaster Award—Jazzer Smith was named Tamworth's 'Australia Day Citizen of the Year.' A writer and musician, Jazzer has promoted the north of Australia as the nation's country music capital and wrote Australia's first Encyclopedia of Country Music.

Jazzer credits much of his success to Toastmasters. "The people I have met, the awards I have won and the knowledge I have gained since joining Toastmasters have added so much to my life. The money I have paid in TI fees... has been returned to me a thousandfold in so many other ways.

"I wish the organization great success in the future, knowing full well that so many people like myself will gain immeasurably from your many programs."

Congratulations, Jazzer, on winning the battle AND the war.

*James 'Jazzer' Smith, DTM
Tamworth Club
Tamworth, N.S.W., Australia*

The Place To Meet Downunder

What do a 12-meter yacht race and Toastmasters have in common? The answer is Perth, Western Australia, set at the Indian Ocean's edge, 3000 miles away from any other large center of population.

The success of the Perth yacht in capturing the America's Cup during the final tack in the last race of the 1986 series energized an entire population. A new excitement grips us—Perth is 'The Place To Meet' in 1987.

We are part of the progressive attitude of Perth, and we'll host our very first Downunder Convention in May, 1987. We'd like to invite Toastmasters all over the world to join us in Perth—join us in fellowship, share your experiences, help us expand our horizons.

*Jane Walker, CTM
Banyandah Club
Perth, W.A., Australia*

And in the Northern Hemisphere

The seventh annual National Convention Mexico will be held at the Hotel Torremar-Veracruz in Veracruz, Mexico, May 28 through May 30. For more information, contact C.P. Victor A. Gardoqui, Juarez 269-10. Piso, Veracruz, Ver. 91700, Mexico.

*Irene Ortega
Club Toastmasters de Veracruz
Veracruz, Ver., Mexico*

Sealed with a TI Kiss

Toastmasters marks 25 years in New Zealand this year. In honor of this quarter-century birthday, New Zealand Post Office has issued a special postmark.

The Post Office has taken the Toastmasters International emblem and slightly stylized it to enhance the impression of each hand applied postmark.

The commemorative covers will be postmarked on May 14, 1987, the opening day of the New Zealand Toastmasters Silver Jubilee Convention in Auckland, and will be posted anywhere in the world on request.

Toastmasters from around the world who won't be attending the Auckland Convention may order copies of the postmarked covers now. Simply send your name, address and \$5 (U.S. funds) for each copy to: New Zealand Toastmasters Silver Jubilee Convention Committee, P.O. Box 6442, Auckland, New Zealand.

*Wayne Christensen, ATM
Auckland Club
Auckland, New Zealand*

Oops!

In the February 1987 issue of *The Toastmaster*, page 13, in the "Let Toastmasters Help" sidebar, one of the code numbers was wrong. The correct code for 'Building Your Thinking Power, Part I: Mental Flexibility' is 253.

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TUESDAY AUGUST 25

**Registration - 10 a.m. to 6 p.m.
Ticket Sales - 12 noon to 6 p.m.**

If you're preregistered, you may pick up your preregistered ticket packet beginning at 10 a.m. You'll then be able to select your seats for some great events. Remaining event tickets can be purchased at noon, but these are subject to availability. So it's a good idea to buy your tickets ahead of time.

Be sure to visit District 30's Information Desk. Our hosts want to help make Chicago 'your kind of town.' The Candidates Corner and Credentials Desk will also be open Tuesday afternoon.

Education Bookstore and More

The popular Education Bookstore opens at 1 p.m. It's stocked with lots of great items. Come in and browse around.

Presidential Welcome for FIRST-TIMERS

International President Theodore C. Wood, DTM, welcomes Toastmasters who are attending their first International Convention.

Board of Directors Meeting

Members and guests have an opportunity to attend an open meeting of Toastmasters International's Board of

Directors. See your elected representatives in action.

Proxy Prowl

It's a party and you're invited! Meet this year's Officer and Director candidates.



WEDNESDAY AUGUST 26

Opening Ceremonies

The sensational Parade of Flags kicks off this spectacular event. Keynote speaker and published author **Joe Larson** will talk with us about "Common Sense and Plain Dealings." International President **Theodore C. Wood, DTM**, and Executive Director **Terry McCann** give us their reports to round out the morning.

Golden Gavel Luncheon

See and hear **Dr. Wayne Dyer**, noted speaker and author of the best selling books *Your Erroneous Zones*, *Pulling Your Own Strings* and *The Sky's the Limit*. He will be presented with the Golden Gavel, Toastmasters' highest award. Governors of the 1986-87 Distinguished Districts will be honored guests at this great luncheon.

The Communication Showdown Begins

Be sure to 'show up' for the 'showdown' that begins this afternoon. Sessions abound on personal development, club growth and professional advancement.

Early Afternoon

• "Effective Listening"
Dr. Karen G. Beam
Resource Development Company
Come and learn more about this skill which is so vital to personal and professional growth.

• "Building a Better You"
John Jacob, DTM
John introduces you to a fine, talented and deserving person... you!

• "What Are You Saying to Yourself?"
Nathan Lehman
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Why do we act the way we do? What are the levels of 'self-talk'? Come and find out.

• "Speakers Showcase"
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John Fairman, DTM
Karen Franz, M.S., C.R.C.
William P. Johnson, DTM
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Late Afternoon

• "The Power of 'I' "
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- "Innovative Programming Makes the Difference"
Toastmasters from District 30 share secrets that will help make your club come alive.

Jerry Boehm, DTM
Jim Degerstrom, DTM
Datta Manerikar, DTM
Allan Meyer, CTM
John Phillip, ATM
Don Sampen, CTM

Candidates Forum

Listen to International Officer and Director candidates as they address Convention delegates.

Open Evening

'Cruise Chicago' in our evening boat ride on Lake Michigan. Check the "See the Sights" section of this article for details. You may want to see Chicago on your own. The concierge desk at the Hyatt Regency will be glad to assist you with dinner reservations. Stop by the District 30 Information Desk for some great ideas.

Official Air Carrier

United Airlines Makes Skies Friendly for Toastmasters



United Airlines has made flying 'the friendly skies' easier for Toastmasters and guests who attend the 1987 International Convention in Chicago.

United is offering attractive discounts of **30 percent off** full coach fares and five percent off first-class through "super saver" fares.

Discounts are available only through United's Convention Desk. Call (800) 521-4041, any time between 8 a.m. and 11 p.m., Eastern Standard Time, and give the Toastmasters Account Number: **7013L**

Discounts are available for travel to Chicago between August 21-31, 1987. Seats may be limited, so call now for best availability.



**THURSDAY
AUGUST 27**

Annual Business Meeting

Delegates will elect International Officers and Directors, as well as vote on other important issues.

Toastmasters and Guests Luncheon

This popular event is open to everyone, so be sure to purchase your ticket in advance. Speaker **Sharon Nelson** lights up your life with "Color Confidence and You."

DTM Luncheon

If you are a DTM, you won't want to

miss this special luncheon featuring Past International Director **M.B. 'Bucky' Sutton, DTM**. Speakers from districts representing Australia, New Zealand, England, Ireland and the Philippines compete for the final spot in Saturday's "World Championship of Public Speaking."

Hall of Fame

Experience the pageantry and see the best in Toastmasters for 1986-87.

The Communication Show-down Showcases the Best

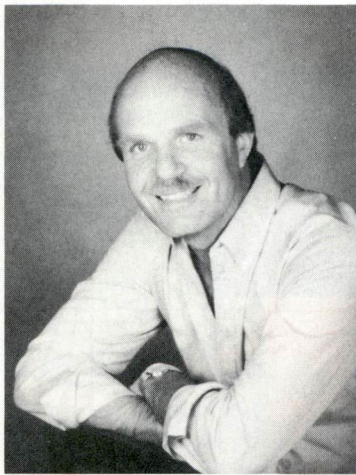
• "The Winning Edge"

Dr. Herb True
Team International, Inc.

Get ready to think and get set to laugh. You'll be entertained by 'professional funny bone whacker,' Dr. Herb True. You won't want to miss this session.

Roaring '20s Fun Night

Travel back in time. Yowzer! Give 1987 the old '23 Skidoo' and return to



Dr. Wayne Dyer



H. Carroll Cash, DTM



John Fairman, DTM



Karen Franz, M.S., CRC



William P. Johnson, DTM



Frank K. Strickon, DTM



Spurgeon 'Spud' Barrett



Arnold 'Nick' Carter



Art Fettig, C.S.P.



Skip De Vol



Ted C. Wood, DTM



Joe Larson



Dr. Karen G. Beam



John Jacob, DTM



Nathan Lehman

the flapper era. Guys and dolls, grab your raccoon coats, straw hats and dancin' shoes and come dressed in fashions that made the '20s roar. At this party, guests are part of the entertainment! The rest of the fun will be provided by musician Skip De Vol, the Buffalo Shufflers and the sounds of John Hunt's Society Syncopators. Order your tickets early—you'll have a swell time!

FRIDAY AUGUST 28

The Communication Showdown— All Day

□ Opening Session

- "A Short Course to Oral Presentation Effectiveness (SCOPE)"
Carl Huffman Jr., DTM
Huffman Enterprises, Inc.

Start the day with this enriching session and learn a quick, easy-to-follow system that's a snap to recall.

□ Morning Sessions

- "Assertiveness and You"
Bill Chadwick, DTM
Participate in a fast-moving, interactive workshop on developing your own action plan for assertiveness.
- "Success by Design"
Dr. Gary Couture
The Institute for Advanced Educational Research
Give yourself competitive excellence and learn how to rise above the rest in your field.
- "Who's the Dirty Rascals?"
Derek C. Johannson, DTM
Wholesale Products Ltd.

Entrepreneur and author Derek Johannson looks at climbing to the top of your organizational chart.

- "The Magic of Deja Vu in Your Life"
Walter E. Sala
Walter E. Sala and Associates, Inc.
Find out how to become a winner

from within by applying the power of imagination and success imagery.

□ Afternoon Sessions

- "The Tube and the Toastmaster: What Television Can Teach Us About Communication"
Gwen O. Brown, Ph.D., ATM
Department of Communication
Auburn University

Dr. Gwen O. Brown, ATM, demonstrates what TV can teach us about communication and how we can use those strategies in the club.

- "Shifting from Speaker to Trainer"
Melodye A. Kunnas, ATM

If you want to know the differences between speechmaking and leading workshops, this is the session for you. Have fun and learn how to be an effective group project leader.

- "Memory Made Easy"
Robert L. Montgomery, Ph.D.

R.L. Montgomery and Associates, Inc. Find out how to increase your memory power. Learn basic and advanced techniques for remembering anything.

- "You Make a Difference as a Speaker"
Barbara O'Connell

You really do make a difference. Professional speaker and consultant Barbara O'Connell proves it to you.

□ Closing Session

- "Your Attitude Is Showing"
Bill Hayden

Hayden and Associates Results-oriented speaker Bill Hayden wraps up the communication showdown in a session combining participation, education, motivation and entertainment mixed in the proper proportions.

□ President's Dinner Dance

Friday evening, Past International President Helen M. Blanchard, DTM, is the Toastmaster of the Evening. She presides over the installation of our newly elected Officers and Directors. Dance and dine in elegance at this gala event.



Jerry Boehm, DTM



Jim Degerstrom, DTM



Datta Manerikar, DTM



Allan Meyer, CTM



John Phillip, ATM



Don Sampan, CTM



Sharon Nelson

SATURDAY AUGUST 29

"The World Championship of Public Speaking"—International Speech Contest Breakfast

Witness the best the world has to of-

fer when nine finalists compete for the title "World Champion of Public Speaking." You will see the intensity, experience the emotion and feel the suspense when you hear the words, "And the winner is. . ." This is the most popular Convention event, so order your ticket now.

Reserve Your Room Before It's Too Late

The Hyatt Regency Chicago is setting aside a limited amount of guest rooms for Toastmasters at a special Convention rate. If you do not make hotel reservations soon, it is very possible you may not be able to get a room at any rate! Currently, the Hyatt is only taking reservations for Toastmasters and their guests because there are no other rooms available during our August Convention dates. Don't delay—make your hotel reservations today!

See the Sights of the Windy City

See the Windy City like you've never seen it before. **Art Safari Tours, Inc.** of Chicago will be your guide. Look for a tour registration form when you receive confirmation of your Convention registration. All tours depart from the Hyatt Regency Chicago. Call (312) 338-7310 for more information about tours for Toastmasters and guests.

- Chicago, My Kind of Town**
Tuesday, August 25, 1987
2 to 5:30 p.m.
\$15 per person

View the city from the John Hancock Observatory, 96 stories up. See the city close-up—the Magnificent Mile, the Loop, the art, the architecture. Visit the Museum of Science and Industry—the best of its kind in the world. All this and much more.

- Cruising Chicago**
Wednesday, August 26, 1987
6:30 to 9:30 p.m.
\$20 per person, includes box dinner

Enjoy an hour-and-a-half sunset boat ride and box dinner on Lake Michigan. View Chicago's breathtaking skyline from the lake as the sun dips over the horizon. Bring your camera to capture the peaceful colors of sunset on the water.

- Frank Lloyd Wright in Oak Park**
Friday, August 28, 1987
1 to 4 p.m.
\$17.50 per person

Travel in comfort to the tree-lined village of Oak Park. Charming homes of the 1840s, the gilded nineties and the roaring twenties conjure the spirit of times past. Open for you is the home of Frank Lloyd Wright, famous American architect. View the beautiful exteriors of homes he designed for friends and neighbors.



M.B. 'Bucky' Sutton, DTM



Dr. Herb True



Carl Huffman Jr., DTM



Bill Chadwick, DTM



Dr. Gary Couture



Derek Johansson, DTM



Walter E. Sala



Dr. Gwen O. Brown



Melodye Kunnas, ATM



Dr. Robert Montgomery



Barbara O'Connell



Bill Hayden



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TOASTMASTERS

56th ANNUAL CONVENTION

August 25-29, 1987
Hyatt Regency Chicago
Chicago, Illinois

MAIL THIS PART TO: Toastmasters International, P.O. Box 10400, Santa Ana, CA 92711 (This form is not to be used by International Officers, Directors, Past International Presidents or District Governors elected for 1987-88.)

To attend general sessions on Wednesday, Thursday and Friday, a registration badge will be required. Preregister and order meal-event tickets now! ATTENDANCE AT ALL MEAL EVENTS WILL BE BY TICKET ONLY. Advance registrants will receive a receipt by mail. Tickets can be claimed at the registration desk beginning Tuesday, August 25.

ALL ADVANCE REGISTRATIONS MUST REACH WORLD HEADQUARTERS BY JULY 15.

_____ Member Registrations @ \$40.00	\$ _____
_____ Joint Registration: Husband/Wife (both Toastmasters) @ \$55.00	\$ _____
_____ Spouse/Guest Registrations (each) @ \$15.00	\$ _____
_____ Tickets: Golden Gavel Luncheon (Wednesday, August 26) @ \$19.00	\$ _____
_____ Tickets: Toastmasters & Guests Luncheon (Thurs., August 27) @ \$16.00	\$ _____
_____ Tickets: DTM Luncheon (Thurs., August 27) (Note DTM# _____) @ \$16.00	\$ _____
_____ Tickets: "Roaring '20s" Fun Night (Thurs., August 27, Dinner, Show) @ \$32.00	\$ _____
_____ Tickets: President's Dinner Dance (Fri., Aug. 28, Dinner, Dancing, Program) @ \$32.00	\$ _____
_____ Tickets: International Speech Contest Breakfast (Sat., August 29) @ \$14.00	\$ _____
TOTAL	\$ _____

Check enclosed for \$ _____ (U.S.) payable to Toastmasters International. **Cancellation reimbursement requests not accepted after July 31. Cancellations not accepted on site.**

(Please Print)

Club No. _____ District _____

NAME _____

SPOUSE/GUEST NAME _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____

COUNTRY _____ ZIP CODE _____

NO. CHILDREN ATTENDING _____ AGES _____

If you are an incoming club or district officer, please indicate office: _____

Please check here if you need special services due to a disability. We will contact you before the Convention.

Please check here if this is your first TI Convention. If not, please note the number of TI Conventions you've attended _____

MAIL THIS PART TO: Hyatt Regency Chicago in Illinois Center, Attn: Reservations Dept., 151 E. Wacker Dr., Chicago, Illinois 60601
RESERVATIONS MUST BE RECEIVED NO LATER THAN AUGUST 4, 1987.

NAME OF GROUP: TOASTMASTERS INTERNATIONAL		CONV. CODE NO. HCTI	ARRIVAL DATE:	DEPARTURE DATE:
DATES OF FUNCTIONS: AUGUST 25-29, 1987			GOLD PASSPORT MEMBERSHIP NO.	
FULL NAME:			GUARANTEED RESERVATIONS	
STREET:		PHONE:	INDICATE ONE OF THE FOLLOWING	
CITY, STATE, COUNTRY & ZIP CODE:			(A) ASSURED RESERVATION	
SHAREWITH'S NAME: (OTHER THAN SPOUSE)		DATE OF ARRIVAL:	DATE OF DEPARTURE:	CREDIT CARD NAME: _____
ACCOMMODATIONS (circle one)		SINGLE	DOUBLE	CREDIT CARD NUMBER: _____
DELUXE		\$85.00	\$95.00	EXPIRATION DATE: _____
		SUITES: Contact Hotel for prices and availability		(B) FIRST NIGHT DEPOSIT ENCLOSED <input type="checkbox"/>
				Hotel Phone: (312) 565-1234

IF RATES REQUESTED ARE NOT AVAILABLE, THE NEXT AVAILABLE RATE WILL BE ASSIGNED. RESERVATIONS ARE HELD UNTIL 6:00 P.M. YOU MAY GUARANTEE YOUR RESERVATIONS BY USING ONE OF THESE METHODS: 1) ASSURED RESERVATION. USE AMERICAN EXPRESS, CARTE BLANCHE OR DINERS CLUB. 2) ADVANCE DEPOSIT. ENCLOSE AMOUNT FOR THE FIRST NIGHT WHEN MAILING YOUR RESERVATION CARD. SHOULD IT BECOME NECESSARY TO CANCEL YOUR RESERVATION, PLEASE REQUEST A CANCELLATION NUMBER. SHOULD RESERVATIONS BE MADE WITHOUT THIS CARD, PLEASE MENTION THE NAME OF YOUR GROUP. DO NOT SEND IN THE ATTACHED CARD IF RESERVATION HAS BEEN MADE DIRECTLY THROUGH THE HOTEL. THIS PREVENTS RESERVATION DUPLICATION. PHONE (312) 565-1234. CHECK IN TIME IS 3:00 P.M. CHECK OUT TIME IS 12:00 NOON.

by Madge Martinez

How can we discover a novel approach to increasing membership? How can we educate others about our group's goals? How can we guide members down new avenues of growth and enrichment? If only we could manufacture magical solutions to those mystifying questions.

An ideal solution for such a myriad of concerns does exist: the speakers bureau. I'll show you how you can institute your own bureau to enhance recruitment, education and personal growth.

Go Hard on Soft Sell

First let's look at a scenario of what *not* to do. Tim was engrossed with the environmental group to which he belonged. He promoted its activities at every opportunity and repeatedly prodded his friends to join. Usually their response was evasive: "I already have too many commitments," "Doesn't sound like my cup of tea," "Let's talk about it again in a few months." Tim finally wondered, "What could I be doing wrong?"

To his chagrin, his genuine enthusiasm was perceived by some as overzealous. Turned off by Tim's high-pressure tactics, his associates neglected to listen further.

A speakers bureau, however, can accomplish what Tim's efforts failed to. In addition to scoring public relations points, it highlights the goals of your group. Providing this service need not be a high-pressure recruitment ploy.

Most advertisers agree that subtle, soft sell shouldn't be underestimated. Hence, a speakers bureau can successfully employ this technique. "How?" you ask.

Allow speakers to advance the qualities and purposes of your organization *indirectly*. For instance, if Tim were to become a bureau participant, the topic of his presentation might be "Recycling," beneficial information for the general public as well as environmentalists.

By the same token, suppose you belong to a 'good government' group. A fitting educational subject might be "How To Write to Your Congressional Representatives." A school oriented organization may offer "Ten Ways To Motivate Your Child."

Likewise, "Becoming a Good Listener" could be an excellent topic for a Toastmasters club speakers bureau. Notice all these topics draw attention to the specific ideals represented by each organization. Yet any overt reference to the group is avoided.

GO OUT AND SPEAK UP



Start a speakers bureau to score public relations points.

Building a Framework

You'll need four or five people to form a speakers bureau committee. Their first order of business is selecting suitable material, and input from the general membership is helpful here. Be sure the chosen topics are relevant to your organization's philosophy.

For instance, a senior citizens group probably wouldn't choose to talk on "Organic Vegetable Gardening." But "Stretching Your Utility Dollar" might be a viable alternative. On the other hand, a garden club may find "Organic Vegetable Gardening" to be a dynamic attention-grabber.

Look for subjects with widespread appeal, then narrow your choices to a few. Topics should share a common basis, yet be diversified within that range. For example, a family or parent group's speakers bureau might offer the community four related presentations: "Family Communication," "The Effects of TV on the Family," "Traditions" and "Child Discipline."

Once you've selected stimulating topics, speakers will need to adequately prepare. Sending individuals to represent your group without advance planning and set criteria is like setting them adrift on a raft in the Atlantic. And

even a seasoned speaker desires adequate preparation. So guidelines are a must.

You probably won't want participants to deliver a 'canned presentation.' Nevertheless, a detailed outline can serve as a speaker's support system. Moreover, an outline insures some measure of consistency.

A good outline contains enough information to sufficiently cover the subject. However, its flexibility permits the presenter ample freedom to convey his perspective or inject her personality.

Your speakers bureau committee can research and write the outlines as a concerted effort at a series of rap sessions. Or each person can be responsible for one topic (after having solicited input from the others).

At the top of the finished outline your committee can give the speaker directions on delivery—almost like stage directions in a script. For example, for a speech on the topic "Family Communication": "Gently guide your audience to examine their communication within the home environment. Offer specific ways to improve in this area. Use examples/personal experiences when indicated."

Without proper coordination, even the most astutely planned speakers bureau will falter swiftly. So assign the position of 'coordinator' to one of your members. This will be your prompt, courteous and reliable PR person.

His or her duties include: scheduling, assigning speakers and confirming engagements. An effective coordinator can make or break your bureau, so be selective. Recruit someone who's enthusiastic and well-organized. This person represents your club to the public just as much as a speaker does, so ensure the coordinator embodies the spirit of public relations.

Invite Participants

The success of your bureau will hinge, to some extent, on your ability to enlist willing, dedicated volunteers. Initially, four or five speakers are needed; you'll need more later.

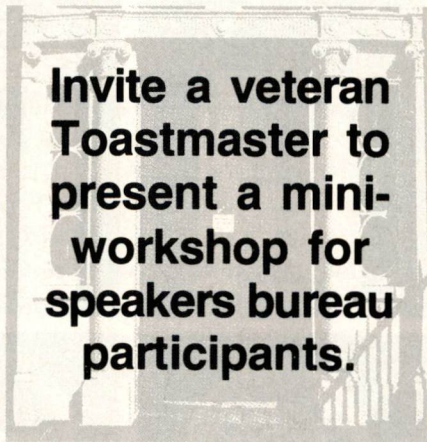
Remember, there may be persons in your group who have acquired particular expertise in one or more of the chosen topics. Be sure to tap these natural resources. Though a public speaking background is a certain plus, experience is not necessarily a prerequisite.

What type of presentation will your speakers deliver? An eloquently precise lecture or a casual, somewhat meandering talk? Your style preference may determine the nature of speaker requirements.

Also, you might want to invite a veteran Toastmaster to present a mini-workshop for soon-to-be speakers bureau participants. He or she can bolster self-confidence with a cram course on content, delivery, eye contact, etc.

Reassure speakers that they will not be billed as professional orators, but simply as members of Toastmasters who have a message of interest to share. Then you must attract an audience to share the message with.

Someone once said, "If a man builds a better mousetrap, the world may beat a path to his door. If he tells the world about it, there will be a four lane highway."



Invite a veteran Toastmaster to present a mini-workshop for speakers bureau participants.

Advertise! Draft a letter to other organizations. Some you might consider are parent/teacher groups, the Chamber of Commerce, business and professional organizations and service clubs.

But be selective. And don't overextend yourself. Since guest speakers are in great demand, an avalanche of unexpected inquiries could "beat a path to your door."

In your letter, briefly acquaint the recipient with your group and guest speaker format. List topic titles and the approximate length of presentations. Then follow with the name and phone number of your contact person (coordinator).

Individual Presentations

Since most organizational meetings operate on a restrictive schedule, time is at a premium. Brevity is essential! If you can adequately convey your message in 10 or 15 minutes, by all means do so.

Incorporate 'how to' information in your presentations. An audience is more inclined to be attentive if they are offered a chance to learn helpful hints. If possible, distribute printed handouts at the conclusion of your speech. These can capsule those important 'how

to's' and, if the information is typed on your club's stationery, can serve as additional promotion.

Needless to say, prepare your material carefully. Anecdotes and humor are refreshing in the proper context. But unrestrained rambling can distract your audience and distort your delivery.

You may very well be a verifiable authority on the topic. But if you aren't an expert, the audience will likely appreciate your honesty. As someone once cautioned: "Sincerity is the face of the soul, as simulation is its mask."

You might want to follow a traditional pattern of holding a question-and-answer period when you conclude your talk. Or when the facility and time limit permit, you can experiment by sectioning your audience into small discussion ('buzz') groups. This requires another 10 minutes at the completion of your talk.

To stimulate conversation, suggest one or two questions which reinforce the main point of your speech. Example: If your speech title is "Be a Better Listener," your buzz group question might be "What steps will you take this week to be a better listener?" If your presentation has stirred interest, this usually surfaces in the buzz group.

Before leaving the podium, consider a prudently placed plug for your club. Remember, plant *subtle* recruitment seeds. The topic should already have conveyed your group's goals and philosophy.

Other Advantages

Although a speakers bureau is especially suited to Toastmasters clubs, any group can adopt the concept. Moreover, the byproduct of personal enrichment should not be overlooked. Those who speak gain a heightened sense of poise, assurance and self-motivation. And participants can enjoy the satisfaction of having educated others about their group's ideals and purposes.

Needless to say, most organizations extend 'red carpet' treatment to guest speakers so that they bask in appreciation. But a speakers bureau also encourages camaraderie within your club as a common goal is sought and realized.

George M. Verity said it aptly: "Cooperation is spelled with two letters—WE." Indeed, the WE is magnified, thus inspiring cooperation and enhancing the club environment. ♣

Madge Martinez, a freelance writer in New Orleans, Louisiana, specializes in articles on volunteerism, leadership and family-oriented topics.

IF YOU NEED \$5,000 . . . \$20,000 EVEN UP TO \$500,000 TO START A NEW BUSINESS OR TO EXPAND AN EXISTING FIRM—THEN READ WHY YOU TOO WILL CALL THIS INCREDIBLE MONEY RAISING

BUSINESS OPPORTUNITY SEEKERS' LOANS MANUAL

“The Small Business Borrower's Bible”

Practically prepares the loan application for you line-by-line...the “proper” way.

All properly prepared applications are processed faster...no red tape!

EVERY
LOAN DOLLAR
YOU GET
YOU KEEP
AND USE TO
OPERATE
YOUR BUSINESS

Guaranteed Loans...Direct Loans...and Immediate Loans are available now!

Most men and women seriously interested in starting their own business are eligible to apply — including those who already own a business and need capital fast for expansion...or to stay afloat...even if they've been flatly refused by banks and turned down elsewhere! Yet, too many never qualify, simply because they do not know how to “properly” prepare the loan application...

In order to help those people applying for these guaranteed and direct loans fill out their loan applications the “right way” our business researchers, with their diligent compilation and effective efforts, have successfully assembled and published a comprehensive, easy-to-follow seminar manual: The Business Opportunity Seekers' Loans Manual, that will quickly show you practically everything you'll need to know to prepare a loan application to get federally Guaranteed and Direct Loans.

Here are just some of the many important benefits the Business Opportunity Seekers' Loans Manual provides you with:

- a completely filled in sample set of actual SBA loan application forms, all properly filled in for you to easily follow— aids you in quickly preparing your own loan application the right way. Each line on the sample application forms is explained and illustrated in easy-to-understand language.
- fast application preparation procedures for getting loans for both new start up business ventures and established firms.
- advises you on how to properly answer key questions necessary for loan approval and in order to help avoid having your application turned down—gives you advice on what you should not do under any circumstances.
- what simple steps you take to guarantee eligibility—no matter if you do not presently qualify.
- where you can file your application for fastest processing.

At this point the most important question you want answered is just where is all this loan money coming from? Incredible as it may sound—these Guaranteed Loans, Direct Loans and Immediate Loans are indeed available right now — from the best, and yet the most overlooked and frequently the most ignored and sometimes outright ridiculed “made-run-of” source of ready money fast capital in America — THE UNITED STATES GOVERNMENT.

Of course, there are those who upon hearing the words “UNITED STATES GOVERNMENT” will instantly freeze up and frown and say:

“...only minorities can get small business loan money from the government!”

Yet on the other hand (and most puzzling) others will rant on and on and on that:

“...don't even try, it's just impossible — all those Business Loans Programs are strictly for the Chryslers, the Lockheeds, the big corporations, not for the little guy or small companies” etc.

BUSINESS OPPORTUNITY SEEKERS' LOANS MANUAL

Still there are those who declare

“...I need money right now, and small business government loans take too darn long. It's impossible to qualify. No one ever gets one of those loans.”

Or you may hear these comments

“...My accountant's junior assistant says he thinks it might be a waste of my time!” “Heck, there's too much worrisome paperwork and red tape to wade through.”

Frankly — such rantings and ravings are just a lot of “bull” without any real basis — and only serve to clearly show that lack of knowledge... misinformation... and not quite fully understanding the UNITED STATES GOVERNMENT'S Small Business Administration's (SBA) Programs have unfortunately caused a lot of people to ignore what is without a doubt — not only the most important and generous source of financing for new business start ups and existing business expansions in this country — but of the entire world!

Now that you've heard the “bull” about the United States Government's SBA Loan Program — take a few more moments and read the following facts:

- Only 9.6% of approved loans were actually made to minorities last year
- What SBA recognizes as a “small business” actually applies to 97% of all the companies in the nation
- Red tape comes about only when the loan application is sent back due to applicant not providing the requested information...or providing the wrong information
- The SBA is required by Congress to provide a minimum dollar amount in business loans each fiscal year in order to lawfully comply with strict quotas. (Almost 5 billion this year)

Yet, despite the millions who miss out — there are still literally thousands of ambitious men and women nationwide who are properly applying — being approved — and obtaining sufficient funds to either start a new business, a franchise, or buy out or expand an existing one. Mostly, they are all just typical Americans with no fancy titles, who used essentially the same effective know-how to fill out their applications that you'll find in the Business Opportunity Seekers' Loans Manual.

So don't you dare be shy about applying for and accepting these guaranteed and direct government loans. Curiously enough, the government is actually very much

GUARANTEE #1
Simply — look over this most effective money raising loan preparation assistance manual for 15 days — and then, if you are not convinced that it can actually help you obtain the Business Loan you need right away — just return it for a full and prompt refund

interested in helping you start a business that will make a lot of money. It's to their advantage — the more money you make the more they stand to collect in taxes in fiscal 1986, our nation's good old generous “uncle” will either lend directly or guarantee billions of dollars in loan requests, along with technical assistance and even sales procurement assistance. Remember, if you don't apply for these available SBA funds somebody else certainly will.

Don't lose out — now is the best time to place your order for this comprehensive manual. It is not sold in stores. Available only by mail through this ad, directly from Financial Freedom Co., the exclusive publisher, at just a small fraction of what it would cost for the services of a private loan advisor or to attend a seminar. For example:

Initially, this amazing Guaranteed and Direct Loans Manual was specially designed to be the basis of a Small Business Loan Seminar — where each registrant would pay an admission fee of \$450. But our company felt that since the manual's quality instructions were so exceptionally crystal-clear that anyone who could read, could successfully use its techniques without having to attend a seminar or pay for costly private loan advisory assistance services.

Therefore, for those purchasing the manual by mail, no 3 day class, no course and accommodations are required. And rather than \$450 we could slash the price all the way down to just a mere \$20 — a small portion of a typical seminar attendance fee — providing you promptly fill in and mail coupon below with fee while this special “seminar-in-print” manual offer is still available by mail at this relatively low price!

Remember, this most unique manual quickly provides you with actual sample copies of SBA Loan application and all other required forms—already properly filled in for you to easily use as reliably accurate step-by-step guides — thus offering you complete assurance that your application will be properly prepared and thereby immediately putting you on the right road to obtaining fast no-red-tape loan approval.

GUARANTEE #2
Even after 15 days — here's how you are still strongly protected — if you decide to keep the manual — and you apply for an SBA Loan anytime within 1 year — your loan must be approved and you must actually receive the funds or your money will be refunded in full

Only because we are so confident that this is a fact do we dare make such a strong binding seldom-heard-of Double Guarantee. No stronger guarantee possible!

Of course, no one can guarantee that every request will be approved—but clearly we are firmly convinced that any sound business request properly prepared—showing a reasonable chance of repayment and submitted to SBA—will be approved.

THOUSANDS ARE PROPERLY APPLYING AND BEING APPROVED. HERE'S YOUR CHANCE TO JOIN THEM!

FREE BONUS

If you order your manual today you'll receive a valuable treasury of fast, easy, low-capital and highly profitable business programs worth forty-five dollars — yours absolutely free!

100% tax deductible as a business expense. Don't delay — order your copy today!

NO RISK LOAN OPPORTUNITY FORM

Detach and rush for COMPLETE PREPARATION ASSISTANCE FOR LOAN APPROVAL

Please rush me _____ copies of “Business Opportunity Seekers' Loans Manual” each at a \$20 fee plus \$3.00 handling and shipping.

I am fully protected by the two strong guarantees above. I'm ordering today — so I can receive FREE — the valuable treasury of fast, easy, low-capital and highly profitable business programs — worth forty-five dollars — mine free to keep even if I decide to return the manual for a full refund.

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Send payment with order.

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Winston-Salem, NC 27101

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Lurking Quirks

Lectern Losers

by Dominic Martia

If you're an insomniac, cable TV can be a godsend. You can pass the dark hours between midnight and dawn, tracking the weather in Western Wyoming, bringing yourself up-to-date on yesterday's news or watching a movie you missed 10 years ago.

Or you can watch C-Span, a round-the-clock, national public affairs network which covers sessions of the United States House of Representatives, meetings of various commissions and a plethora of councils and conferences. If public discourse is your thing, then C-Span is your channel.

After countless hours watching C-Span, I'm amazed at how often intelligent, well-educated speakers will spoil speeches on interesting and timely subjects because of unprofessional lectern styles. I've classified some of the worst examples into four types: the horizon-studier, the passionate porer, the sideward swayer and the good ol' boy. As I describe these types, you may recognize their characteristics in speakers you've known, or even, heaven forbid, yourself.

Horizon-Studier

The horizon-studier reminds me of a steely-jawed sea captain at the prow of a lost ship. He leans far forward over the lectern and intently peers at some point in the distance, as though searching for a sign of land. The neck strains, the eyes squint, the body bears down rigidly on tense arms as the hands grip the edges of the lectern.

He's lost on a sea of oratory with no harbor in sight. He makes no eye contact, uses no gestures, puts no variety into his delivery and remains steadfastly oblivious to the audience.



But give the horizon-studier some credit. At least he doesn't distract you with pointless movements. Though his speech is aimed at the far end of the room or beyond, you can follow what he says. Just keep your ear trained on his words and close your eyes.

First cousin to the horizon-studier is the passionate porer. She's the one who, instead of leaning out over the lectern, stares down into it, intently studying the notes she should have

mastered before trying to deliver her speech.

The passionate porer seems to be a common type among academics. Maybe that's because they're used to classroom lecturing, in which delivery is thought to be secondary to content. At any rate, the porer's speech can be coherent, though dull. You can usually follow it, as long as her three-by-five cards don't get mixed up or her glasses don't fog.

The horizon-studier and the passionate porer are as animated as a cement block. It's been rumored that once a physician in the audience of one of these types rushed up to the lectern during a pause in the speech and proceeded to check the speaker's vital signs. The good doctor thought the speaker had expired during the speech and rigor mortis had set in.

In contrast we have the third type, the sideward swayer. She is in constant motion. The most rhythmic sideward swayer I've ever seen was an eminent economist who appeared on C-Span when he was summarizing some important research for a group of federal officials.

As he spoke, he swayed from left to right, then from right to left, to and fro with pendulum-like regularity. I was hypnotized. My wife found me, three hours later, in a glassy-eyed stupor in front of the TV set. By applying a technique she had learned in her nurse's training, she was able to snap me out of it.

The last type in this gallery is the good ol' boy. This is the speaker who approaches the lectern with a broad smile, jacket unbuttoned, belly thrust forward, hands in pocket and hair slightly mussed. Looking like a happy hayseed, he's inherently comic—even when his speech is supposed to be serious.

His manner is casual, his appearance 'comfortable.' He begins at the extreme of informality and has nowhere to go from there.

His 'ah shucks' demeanor can become tiresome very quickly. Genuine good ol' boys (and there are some) must have a terrible credibility problem in this age of high glitz. Anyone who is not a born and bred good ol' boy only compounds the problem by affecting the style.

So these are four lectern losers I've observed during many nocturnal hours in front of the tube. The speakers guilty of these styles were important experts in their fields. Which shows once again that knowing something well is not the same as knowing how to communicate it. 🗣️



Dominic Martia,
Vice President for Student Affairs and Dean of Students at Roosevelt University in Chicago, Illinois, is an associate professor in the English

Department.

Toastmaster Temperaments

by Linda Shepherd

What makes your speaking style different from others? Why are some people enthusiastic or persuasive while others are low-keyed or analytical? The way you verbally present yourself is related to your personality. The four-temperament theory, developed by Hippocrates about 400 B.C., gives insights into individual speaking strengths and weaknesses.

Hippocrates taught that everyone is a unique blend of four basic temperaments: Sanguine, Choleric, Melancholy and Phlegmatic. Do you know people who fit the following descriptions?

Sara Sanguine

Sara Sanguine loves to talk. We think that's one reason she joined Toastmasters. She is as spontaneous as her housekeeping (which is sporadic and seldom). Both she and her memory are unpredictable. (Last week she forgot that she was scheduled to speak to our club.)

She bubbles with enthusiasm no matter the topic. She's fun to be around and can really make you laugh. She may not finish everything she starts, but she sure enjoys life.

If you're a Sanguine like Sara, you'll find people applaud your energetic speaking style. When preparing a speech, however, you do need to concentrate on organizing your thoughts. Don't rely on amusing anecdotes only; include some facts and figures to support what you plan to say.

And on a one-to-one level, be aware that others like to express themselves too. You'll be more effective as a communicator when you give others a chance to talk. Try to be sensitive, and learn to listen.

By the way, you are a terrific Toastmaster because you're exuberant, enthusiastic and enjoy the spotlight.

Christopher Choleric

Or does this sound like you?

Christopher Choleric loves power. He sets out to get what he wants. His goal in Toastmasters is to win Best Speaker as often as possible. He is a very dynamic speaker and spares no effort in an argument.

He works hard and expects others to measure up to his own high standards. He's not always popular; and it's sometimes whispered that he's bossy. But

he sure knows how to get things done!

Now we do need Choleric because they are achievers. If you're a Choleric, you are nearly obsessed with self-improvement (providing you can see areas in yourself which need work).

You are very persuasive, but try not to be overly blunt. Practice patience and avoid manipulating others, or you may become known as the 'J.R.' of your club!

Realize that you harbor a hint of imperfection in yourself. And keep your good advice to yourself, unless asked. Otherwise your noble intentions might be resented.

You'd probably make a great officer for your club, because of your leadership ability and ambition.

Melba Melancholy

As for Melba Melancholy, she's a perfectionist. Her house is immaculate, and she loves to create order out of chaos. She is also quite musical. Did you know she played the flute in high school?

Melba is adept at planning things; but she spent so much time putting together her last speech that she never got a chance to rehearse it.

She conscientiously supports her talks with facts and figures. We like Melba, but we have to be careful not to hurt her feelings when we critique her talks.

If you're a Melancholy, your biggest problem as a speaker is deciding what you're going to speak about. My Melancholy Toastmasters friends rarely get around to developing strong conclusions to their talks, nor do they give themselves a chance for much practice. They have the best of intentions, but always run out of time. Avoid procrastination by setting time limits on your planning stage.

Also, try giving some talks on 'light' subjects, as you tend to be so serious. If you're a Melancholy, you probably get depressed easily. Lighten up and look for positives.

You do make wonderful contributions to Toastmasters as you're attentive to details and are able to analyze tough problems.

Philip Phlegmatic

Philip Phlegmatic is not a very exciting person, yet he is a true friend. He

Continued on next page

sometimes seems lazy; but you can always depend on him to prove steady and predictable. Phil's hobbies include watching television and other Toastmasters.

He has a very subtle sense of humor. You might not know it, because Phil seems like an easygoing guy, but he can be quite stubborn. Be careful not to push him too far, or you may risk the loss of his friendship.

Are you a cool, slow-moving Phlegmatic? If so, you may have been told you need to demonstrate more commitment to your speech topics. As a low-keyed speaker, you need to work on showing your audience that you


are vitally interested in your subject. Try adding personal anecdotes to your talks.

Low-keyed speeches, of course, can be just as effective as enthusiastic Sanguine presentations. It's merely a matter of style.

On the interpersonal side, note that you're the kind of person who takes the time to listen to others, no matter how long-winded they are. You may move slowly and have a hard time making decisions; but you are admired for your calming spirit.

My advice to you is to go ahead and try something new. Break out of your routine. Meanwhile, you make a great

committee member as you excel in mediation, compromise and procedures which might seem dull to others.

So what does all this mean? As I said before, each of us is a unique blend of the four temperaments. This understanding can help us accept ourselves and others and appreciate everyone's individual style of speaking. The accompanying test can help you determine the combination that makes up your personality. 

Linda Shepherd, who's served as President of StorageTalk Toastmasters Club 4071-26 in Louisville, Colorado, is an independent Image Consultant.

Test Your Quirks

Please answer the following questions with the choice which *best* describes you. (Do not choose more than one letter per question.)

1. Is your style of speaking:

- A. Lively and enthusiastic?
- B. Straightforward and persuasive?
- C. Thoughtful and analytical?
- D. Nonchalant and reassuring?

2. Are your vocal characteristics:

- A. Expressive and excited?
- B. Strong and self-assured?
- C. Earnest and musical?
- D. 'Mumbly' and slow?

3. How do you feel about giving an impromptu speech?

- A. 'A piece of cake'
- B. Adventurous
- C. Insecure
- D. Hesitant

4. Are your speeches filled with:

- A. Amusing anecdotes?
- B. Persuasive arguments?
- C. Analytical details?
- D. Dry humor?

5. Are you best described as:

- A. Talkative?
- B. Outspoken?
- C. Considerate?
- D. 'Laid back'?

6. When you are preparing a speech, are you:

- A. Disorganized?
- B. Resourceful?
- C. Detailed?
- D. Aimless?

7. After you present a speech, do you:

- A. Expect a pat on the back?
- B. Thrive on the competition?
- C. Feel critical of yourself?
- D. Seem unenthusiastic?

8. Do you see Toastmasters as:

- A. Inspiring and fun?
- B. Challenging?

C. Idealistic?

D. Relaxing?

9. When you are scheduled to give a prepared speech, do you:

- A. Just forget about it?
- B. Plan, write and practice it way in advance?
- C. Spend a lot of time musing about it?
- D. Put it off?

10. Your gestures are:

- A. Energetic.
- B. Confident.
- C. Reserved.
- D. Sluggish.

11. Do you have a tendency to speak:

- A. Swiftly?
- B. Frankly?
- C. Precisely?
- D. Slowly?

12. Is criticism of your speeches:

- A. Useful, when you can remember it?
- B. Helpful, when correct?
- C. Not sensitive to your feelings?
- D. You can take it or leave it?

13. When you evaluate other speeches, are you:

- A. Cheerful?
- B. Direct?
- C. Critical?
- D. Reluctant?

14. When someone else wins in a speech contest, do you feel:

- A. Disappointed, but recover quickly?
- B. Determined to do better next time?
- C. Hurt?
- D. Blank?

15. When you do win do you feel:

- A. Delighted?
- B. Proud?
- C. Bashful?
- D. Contented?

16. Choose the role you prefer:

- A. Speaker
- B. Toastmaster
- C. Grammarian
- D. Observer

17. A dramatic speech would:

- A. Make you sad, but not for long.
- B. Leave you unmoved.
- C. Appeal to your sensitive nature.
- D. Be permissible, if it did not call for your involvement.

18. How do you feel while you give a speech?

- A. Excited
- B. Competitive
- C. Nervous
- D. Unconcerned

19. You enjoy listening to a speech that is:

- A. Lively and anecdotal.
- B. Persuasive.
- C. Informative.
- D. Casual.

20. When you are to give a speech do you:

- A. Dress to fit your mood?
- B. Dress for success?
- C. Agonize over every detail?
- D. Dress for comfort?

To score test: Count the number of times you choose each letter. The letter A is Sanguine and B is Choleric. The letter C is Melancholy and D is Phlegmatic. Remember, there are no 'good' or 'bad' temperaments and everyone is a unique blend.

In most people two categories predominate. This test is designed to help you accept your individual strengths and weaknesses. Understanding the temperament theory is a tool to help you accept yourself and grow as a person and speaker.

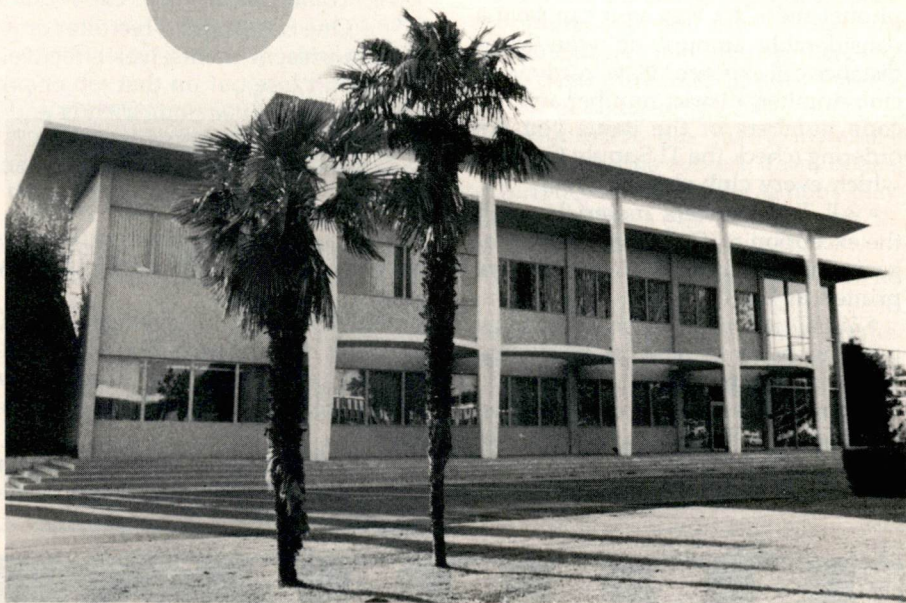
Did You Know

Want the inside story? There's so much more to Toastmasters than meets the eye. It's common knowledge that Toastmasters International is one of the largest nonprofit educational organizations in the world, currently servicing over 6000 clubs and 125,000 members in 48 countries. Yet there are a lot of facts about Toastmasters most people don't know.

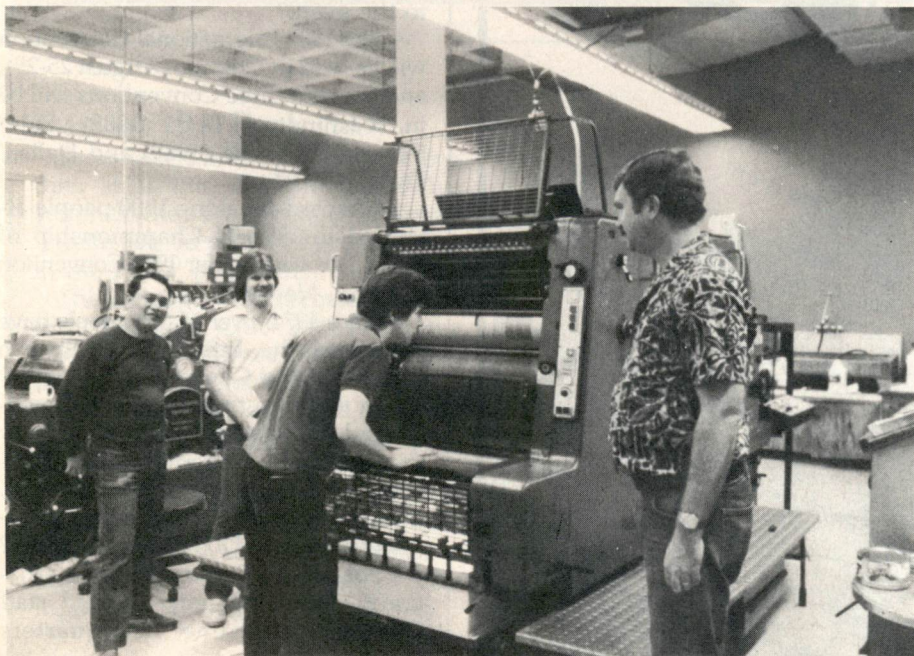
For instance, did you know...

- Of the 26 service organizations recently surveyed, Toastmasters enjoyed the greatest percentage gain (17%) in new clubs between 1983 and 1986?

- With regard to total membership, Toastmasters placed second in percentage growth (17%) to Soroptimist International, an association of only 45,800 members?



The house that Smedley built—World Headquarters is home to a staff of 42 who service over 125,000 members worldwide.



Wow! It's really that fast? Production Manager Larry Langton (right) and print shop employees (from left) Linh Ta and Steve Byer watch as Jerry Reilly inspects the new press.

- Over 1600 members received awards for sponsoring new members during Toastmasters' 1986 Annual Membership Contest, "Target For Toastmasters"?

- Nearly 1500 awards were sent to clubs for bringing in new members during the "Anniversary Month" and "Get Into Action" campaigns in 1986?

- We set a Toastmasters record in 1986 for total number of new clubs (552) chartered between July 1 and June 30?

- Toastmasters has such a good reputation that "Dear Abby" recommends our programs to people looking to improve their communication skills, confidence and social life?

- Our programs are so effective that eight out of every 10 members continue in their club from one semiannual period to the next, and that the major reasons people leave Toastmasters are external factors (change of job, work schedule or residence)?

- At the August, 1986 Board of Directors Meeting, full District status was awarded to the Philippines (D-75)?

- In addition to our 68 districts, we have potential future districts (called Toastmasters Councils) in Yukon/Alaska, Mexico, Europe, Japan and Taiwan?

- An average of 900 new member applications are processed by World Headquarters (WHQ) each week?

- Nearly 3500 billing statements are sent out by our Finance Department every month, and each club receives a statement quarterly?

- WHQ processes over 500 supply orders per week from members around the world?

- When placing an order by telephone, there's a way you can save a considerable amount on your long-distance call expense? Have ready your club number, district number and the code numbers of the items you are ordering (check the TI Supply Catalog, which every club should have).

- All Toastmasters materials, with the exception of *The Toastmaster Magazine* and the basic C&L Manual, are printed at WHQ?

- WHQ recently purchased a new printing press capable of producing 11,000 sheets per hour?

- How necessary that new press is, considering WHQ prints an average of 100,000 sheets per day?

- Because of this, the Print Shop uses

Did You Know...The Sequel

District 46 Administrative Lieutenant Governor Frank Toomey recently sent us some newspaper articles that contained interesting and informative facts about the importance of good communication skills. Did you know:

- A survey of 55 top corporate executives revealed that 54 named "good speaking skills" as the most important trait helping junior executives get promoted?

- The one dissenting vote in the above survey ranked good speaking ability second only to excellent writing skills?

- The President of the Society of Manufacturing Engineers was quoted as saying, "In today's integrated system manufacturing plants, our managing engineers *must have excellent communication and interpersonal skills*. Teamwork is the order of the day, and *optimal productivity depends on those who can communicate with co-workers*"?

- One Los Angeles recruiter only takes time to meet with those candidates who present themselves effectively in a two-minute phone conversation?

Don't lose out on that job or promotion because of poor communication skills. Introduce your friends and family to Toastmasters so that they may enjoy the same benefits as you.

3000 pounds of paper each week?

- As a result, the Bindery Department produces 10,000 booklets every day?

- WHQ sends an average of 1200 pieces of mail out *each day*, not including the mailing of *The Toastmaster Magazine*, *TIPS* and the District Newsletter?

- *The Toastmaster Magazine* is over half a century old? It was first publish-

ed 54 years ago this month, in April, 1933.

- The title *TIPS* (our bimonthly newsletter to club officers) stands for something? It does: Toastmasters Information and Program Suggestions.

- The Education and Club Administration Department processes almost 1000 CTM, ATM and DTM awards each month?

- To date, Toastmasters has awarded 134,000 CTMs, 18,000 ATMs, and 2700 DTMs? Do you have yours?

- Over 300 Success/Leadership Programs are registered at WHQ each month?

- Planning for the International Convention begins almost five years prior to the event?

- The 1987 International Convention will be held in Chicago (August 25-29), and the next three Conventions will be in Washington, D.C. (1988), Palm Desert, California (1989) and Dallas, Texas (1990)?

- A record-breaking 1800 people attended the World Championship of Public Speaking at our 1986 Convention in Reno, Nevada?

- Since 1974, over 16,000 people have witnessed the International Speech Contest at the Convention?

- In addition to the District Governor, Educational Lt. Governor and Administrative Lt. Governor of the 68 districts of Toastmasters International, there are over 300 Division Lt. Governors and nearly 1200 Area Governors?

- For all of Toastmasters International, there are only 42 paid staff members and one headquarters building?

- This translates into one employee for every 3000 members? Yet isn't the service great?

GET INTO ACTION

Is your club REVVED UP TO ITS POTENTIAL? Wouldn't some new members send your club into MAXIMUM OVERDRIVE as you SPEED past other clubs in your area?

Your club had better be geared up, because the race is on!

April and May are GET INTO ACTION months. By bringing in new members during this time, your club will get turbo-charged and grow bigger and better. In addition, every club that makes it to the finish line will win these prizes:

- * GET INTO ACTION banner ribbon—for bringing in five new members.
- * Best Speaker trophy—for adding ten or more members.
- * TOP CLUB banner ribbon—to the club in each district that brings in the most new members.

Now it's time for you to climb into the DRIVER'S SEAT, set your sights on that CHECKERED FLAG, and GET INTO ACTION.

IDEA CORNER

'Videofair'

Since many Toastmasters clubs do not have access to videotaping equipment, District 36 provided a videotaping opportunity at our Fall Conference. As part of the 'Ideafair' portion of the Conference, a video camera, playback equipment and a trained operator were available. Written Table Topics were provided from a grab bag.

Any Toastmaster or guest could be taped while responding to one of these Table Topics, then immediately watch the playback on a TV set. This was an extremely popular and valuable part of our Fall Conference.

*Doris Blowers
Chrysostom Club
Alexandria, Virginia*

Meetings Ho-Hum? Here's a New Tune

Are your meetings becoming 'ho-hum?' Does your treasury need a money transfusion? Do your guests say, "Interesting meeting," and never return? If so, your club needs a change

of pace, a departure from the norm. Here are three ideas that can spice up your meetings:

1) Test your members! Try a 'Grab Bag' meeting. As each member comes in, they reach into a 'grab bag' for their assignment that day. This will keep everyone on their toes and add an air of surprise and spontaneity to the meeting.

However, preassign Table Topics the week before the meeting so that an inexperienced Toastmaster will not draw that assignment and be at a loss.

2) Hold a 'White Elephant Sale.' Each Toastmaster is asked to bring a 'white elephant' (an item they had planned to get rid of). Each member extolls the virtues of their sale item in a short Table Topic and then auctions it off to the highest bidder. All proceeds go into the treasury and your club has a ball, selling items they were going to throw away next housecleaning.

Our club, Vista Toastmasters 276-5, needed money for new trophies. We raised \$155 in our white elephant sale. A pet rock went for \$3.50, a rusty seat

from an old tractor (an heirloom) for \$10.

Plants and pottery also were auctioned with wild tales as to their usefulness. Two guests got caught up in the bidding and also joined the club that day!

3) Devote a meeting to parliamentary procedure. Appoint one member as parliamentarian and then evaluate the entire session with suggestions and a review of some of the basic rules.

Toastmasters has many materials available on this subject, from books to scripts, that teach the various parliamentary rules (see pages 12 and 13 of the 1987 Supply Catalog).

In one club I belonged to, we held a 'Monkey Business' session every meeting. We put one member on the hot seat, and for about 10 minutes we tried every ploy and procedure, legal or illegal, on the chairman. It was the highlight of our weekly meeting and we learned a lot about parliamentary procedure.

*Stan Hamblin, ATM
Vista Club
Vista, California*

Fun in the Park

Toastmasters in Oxford, England took their skills into the local parks this summer when the city council staged a 'Health Fair' as part of its summer 'Fun in the Parks' program.

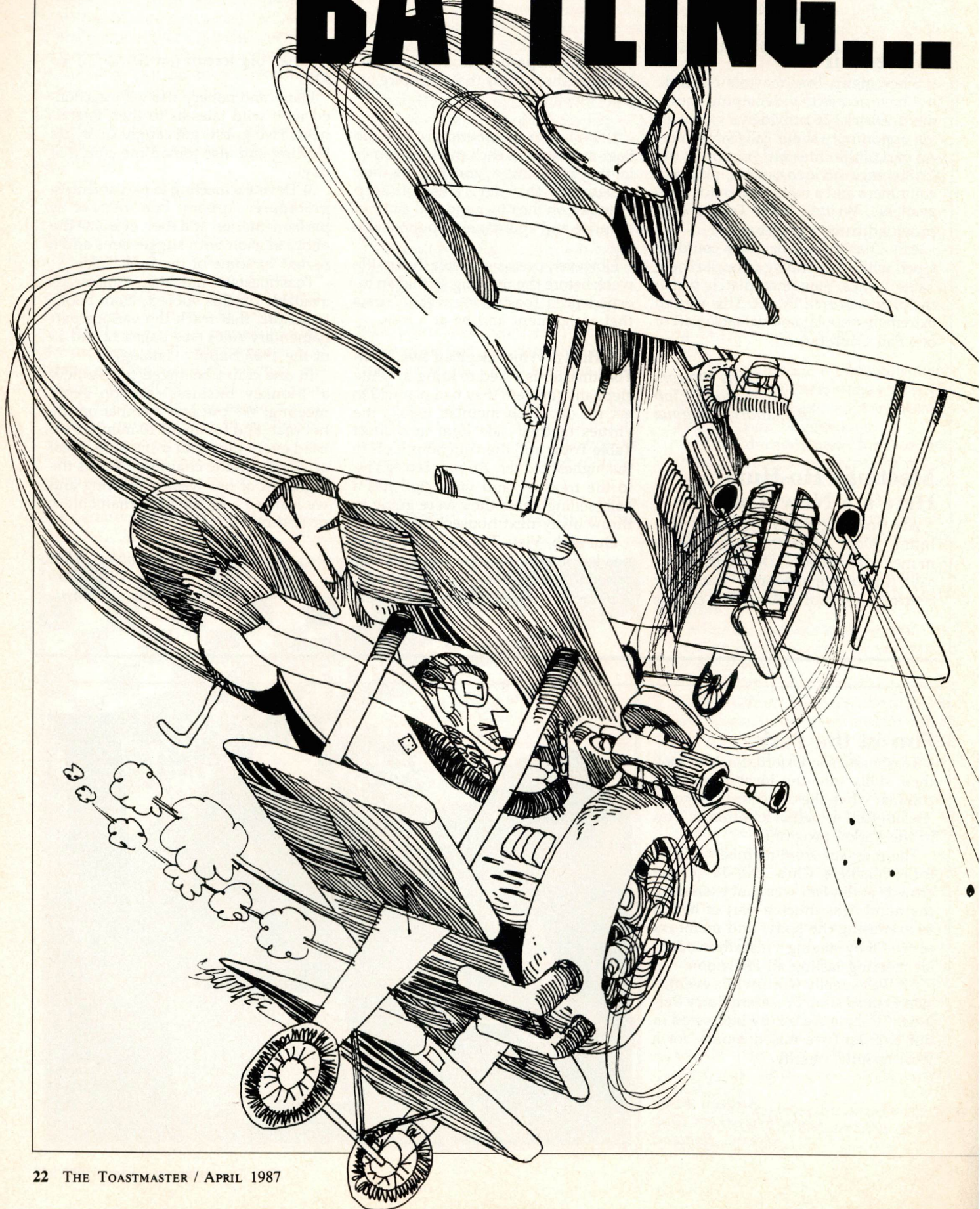
The message from members of Oxford Speakers Club 3297-71 to the crowds at the Fair was that exercising the mind is as much a part of health as exercising the body, and members proved it by staging a marathon open-air meeting lasting all afternoon.

"It was a really worthwhile event," said Oxford Club President Barry Perkins. "People were very interested in our club and we raised money for a local hospital charity."

*Andrew Moss
Oxford Speakers Club
Oxford, England*



BATTLING...



THE RED BARON

With strategic planning you can conquer the Red Baron—Table Topics.

by Marvin Turner

Here's that famous World War I ace sitting in his Sopwith Camel reviewing his most recent encounter with the Red Baron:

"Pretty hairy up there this morning," he thinks, "but not half as frightening as the Aerodrome Toastmasters meeting tomorrow when I'll have to give a Table Topics speech." Table Topics—the words strike fear into the hearts of even the bravest heroes.

"But wait! Perhaps there is hope," he continues. "Perhaps if I use some of the same aerial maneuvers I used in the dogfight with the Red Baron, I might also be able to shoot down those pesky Table Topics." The pilot begins to review his moves and apply them to his strategy for attacking the impromptu opponent. Here's what he's come up with:

• **Power Dive:** The direct attack straight into the heart of the matter when the speaker knows something about the topic:

"What's your favorite new car?"

"The Nissan 300ZX has to be the

hottest car on the road today: 2800cc overhead cam, 4 barrel carb that jumps 0 to 60 in 4.5 seconds. . ."

• **Strafe:** The scattergun approach in which you fill the air with bullets, hoping to hit something:

"What's your favorite city?"

"I just love Athens with its antiquities. But then London is very interesting. And Paris is so pretty, much like another favorite, San Francisco. . ."

• **Side Slip:** The nose is aimed directly at the target, but then slices off to one side:

"Tell us about hypnotism."

"I saw a hypnotist once and he swung this gold watch as a pendulum. Now we know gold is the second most valuable metal, currently selling for \$404 per ounce, produced chiefly in South Africa, the USSR and the USA. . ."

• **Loop the Loop:** The nose is aimed toward the target but then rises up and over until it comes back to the target:

"Tell us about the MX."

"I really believe the MX is a most

necessary weapon, but it costs too much; it'll take away from social programs. Where can we deploy it without tearing up the ecology? But I'm all for it."

• **Immelman:** The nose is pointed at the target but pulled up like in the loop. At the top a half-roll allows the pilot to go off in the opposite direction: "What's your favorite animal?"

"I really like a dog; it's friendly, cuddly, faithful. But it sheds, barks, bites and eats too much, so give me a cat every time."

• **Stall:** Just what it says—no movement is made toward responding to the topic:

"Tell us what the Bangi-whanger does for you."

"Uh, tell you what the Bangi-whanger does for me? Let me see, is that spelled b-a-n-g-y or b-a-n-g-i?"

• **Smoke Screen:** The pilot throws out a 'fog' of words to conceal the real target:

"Tell us about the XB234."

"Oh, I've always been interested in the XB234. Every chance I get I try one, whether morning when it's green or noon when it's yellow or evening when it's purple. . ."

• **Eight-Point Barrel Roll Salute:** The pilot roars down across the deck at 200 miles per hour past the reviewing stands, while flags wave and everyone salutes:

"Tell us about the 1987 International Convention."

"This year's Convention is going to be a 'Communication Showdown in Our Kind of Town'—Chicago, Illinois. It'll be held at the beautiful Hyatt Regency Hotel, August 25 through 29 and will feature such top speakers as Dr. Wayne Dyer, author of *Your Erroneous Zones*. Toastmasters' own stars will shine as well, culminating in the stellar World Championship of Public Speaking.

"I can't wait—I've made my plans already. I'm looking forward to five fun-filled and education-packed days. Hope to see all of you there (and you, too, Red Baron—you scoundrel)!"

At every meeting we are called on to face the Red Baron of Toastmasters, Table Topics. It can be a frightening experience; but with strategic planning we can come through with flying colors. 🍀

Marvin Turner, a member of Hood River Toastmasters Club 701-7 in Hood River, Oregon, is a retired elementary school principal.

Make a Mark with Your Questions

Ask yourself these questions before you pose questions to others.

by Bennett Sawey, Ph.D.

It had been a long day for the kindergarten teacher. She was assembling coats and overshoes to bundle up her charges before they went out in the freezing rain to get on the bus. Pointing to a coat, she asked one of the little girls, "Is that yours?"

The girl shook her head. Sighing resignedly, the teacher got another coat out of the pile and asked the same question. Again she got the same response.

Finally, after the teacher had gone through many of the coats in the pile, the girl volunteered a comment: "Mommy had me wear my brother's coat today."

It's no secret to most people that young children are literal-minded. After all, it takes some mature judgment to understand that the teacher really wanted to know what coat the girl had worn to school that day. This same blindness is not so amusing in adults. Many of the world's problems are caused by a failure to see what the question *ought* to be.

Philosophy is not the only place where it is more important to know the right questions than the right answers. This is just as important when you are talking to your mechanic about getting your car repaired.

If you want to give a speech to an au-

dience who strongly disagrees with you, or even engage in a freewheeling discussion, you'd better know what they are thinking. This includes what objections they might imagine while they listen to you, and what questions they may ask. Otherwise you are almost certain to go down in flames!

Asking—or failing to ask—can be crucial. History records that at the start of World War II France fell to Germany in a matter of days. The French failed to ask themselves whether an invader could go *around* their 'unbreakable' line of forts and underground bunkers called the Maginot Line, as the Germans in fact did. The Maginot Line is still there today, still unbroken.

On the other hand, early American rocket pioneers were forced by budget problems to ask a question which Russian space scientists didn't have to worry about. They asked themselves how to pack the most payload into the smallest space, and the result was microelectronics and ultimately the home computer.

In both these cases, people failed to ask a key question. (In my second example the Russians' failure cost them an entire electronics industry.) Failure comes not from getting the wrong answer but failing to ask the right question; wrong answers can be discovered

and corrected provided you are still asking the right questions.

Questions To Ask Yourself

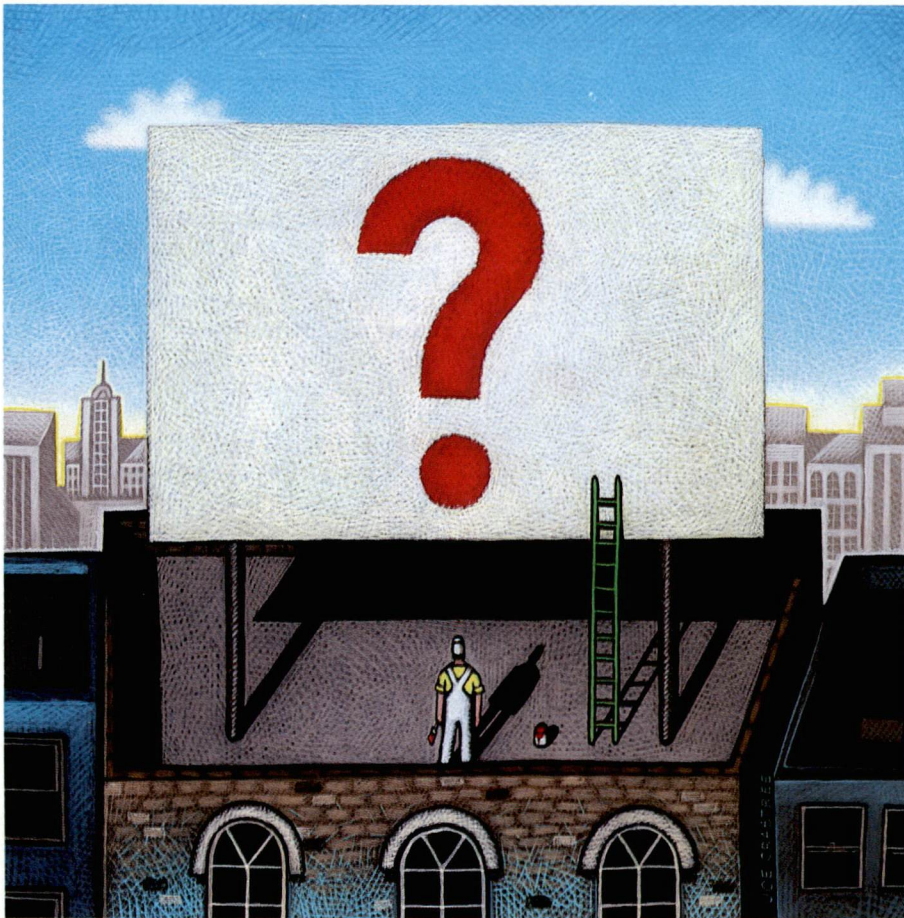
Here are some questions you can ask yourself. These questions can help you clarify particular issues in your mind so that you can ask the right question of others.

1. Are you forcing an answer by the way you are asking the question? This could be a sign you've already made up your mind about something, and it is dangerous to do that too early. No matter how certain you are, it doesn't hurt to re-examine. The truth will survive any kind of questioning.

One mundane example of forcing the answer by the question is the wife or husband asking if a spouse wants to dine out—in a tone suggesting an explosion if the answer is "No." The point is that we end up telegraphing the answer we want.

It's no accident lawyers are forbidden to ask 'leading questions' in a court of law. Even if the lawyer is not deliberately being misleading, a witness tends to answer the question in a manner which will please the lawyer.

A vicious kind of question is the infamous query "Have you stopped beating your wife?" The person being questioned can't answer either "Yes" or



"No" without having admitted to a crime. This subtype is important enough to list as a separate checkpoint:

2. Does your question suppose something is so without proof? Sometimes it's not at all obvious that the question presupposes something as true. When you ask, "Are we vacationing in the mountains or at the seashore this year?" you are presupposing there are only two choices of a vacation site. That may be true because of personal preference, but the question forces you to think only of those possibilities.

One indication of a presupposing question is a choice of two or more possibilities. The classic sales maneuver is an example: The salesperson says, "Are you going to buy one or two cases?" before you've agreed to anything. The sales objective is obviously to create a climate where it's difficult to refuse a sale. The salesperson gets psyched up presupposing you *will* buy.

The underlying assumption that there are only two ways of looking at a situation is almost never true.

3. Are you substituting one issue for another? This is easy to do without realizing it. It is the equivalent of going home and kicking the dog after getting a tongue-lashing from the boss. I'm sure I've done it, but for some reason

my mind does not want to remember those examples. Instead I remember when it was done to me.

One semester the chairman of my department appointed me to keep the minutes of the mathematics department meetings.

I took notes, rewrote them after each meeting and gave them to the departmental secretary to be typed and duplicated. But my minutes did not read like usual ones. I adopted a point of view and let it show in the way I reported events.

At that time I was discovering that the average meeting was better than 75 percent hot air. This discovery began with the opening meeting of the year which dragged on for two hours.

When I read the minutes of that first meeting at our next gathering, I began with, "The meeting lasted two hours," and could not go on because of the guffaws which came from the rest of the department. (I discovered later from private comments that others shared my views about the length of the meetings.)

The chairman also laughed at that time. He was the main reason for the meetings lasting so long and everyone knew it. I summarized 40-minute discussions with one or two short and sometimes caustic comments.

The climax came when I let my boredom with the previous meeting show a little too openly. I had more than the usual share of witty comments like, "The chairman gave his usual pep talk. . ." In fact, everyone who'd read an advance copy of the minutes was sniggering.

The exception was the chairman himself. It was then he substituted one issue for another. After pointing out a minor factual error, he advised me to "stick to facts" in writing up the minutes.

Without using this tactic deliberately yourself, be aware that it is widely used in public encounters, especially when it is not politic to openly discuss the real issue. What I wish to address here, however, is the problem of how to discover when you are doing this un-awares.

Watch for occasions when your reactions are bigger than the size of the issue. This usually means an agenda you've hidden even from yourself. I am now sure the department chairman would not have made such a big fuss about my minor factual error if it had not been for my sniping at the long meetings and 'windy' remarks.

He was probably ashamed of himself for getting angry at my comments and with relief seized on my mistake as an excuse to get back at me.

These first few questions are ones you can use to test yourself independently of any dealings with others. The harder part is watching yourself in the give and take of discussion.

Many breakdowns in communication occur at meetings where there are people with strongly held and divergent opinions. When such breakdowns occur we are almost always sure it is the other person who misunderstands. But before we blame others we have to be sure that *we* have not misunderstood.

Components of Misunderstanding

1. Have you obtained all relevant context? The root meaning of 'context' is 'with text.' The word, originally used with written statements, specified the material just before and after the excerpt. Statements are generally said to be quoted out of context when the meaning is twisted out of shape by doing so. Politicians sometimes use the phrase 'out of context' to weasel out of a tight spot.

H.L. Mencken, a cynical and sometimes bitter writer, once quoted a Biblical writer as saying "Every man is a liar." This may have been something Mencken himself thought, but what the palmist actually said was "I said

The Mark of Good Questions

The art of asking the right question is really the art of clear thinking and communication. The two overlap so much as to be almost (but not quite) identical.

Here are four books I've read on the subject of asking the right questions. I do not completely endorse any of them, but have found useful tidbits in all.

- **The Art of Clear Thinking** by Rudolph Flesh, Ph.D. (Harper and Row, 1951). If this book has not been revised then it is probably out of print. I got it at the local library, and you could also try a secondhand bookstore. It may be too scholarly in style for some tastes, but it discusses the actual process, in psychological detail, of clear thinking. It also discusses methods designed to spark creative thinking.

- **Guides to Straight Thinking** by Stuart Chase (Harper and Row, 1956). The title of this book is a misnomer, because it is a book on how *not* to do it. He discusses logical fallacies with examples under 13 different classifications. These examples, mainly from politics, are dated. But you can still glean some helpful tips from the book.

- **How To Listen Assertively** by Baxter and Corinne Geeting (Monarch Books, 1976). The writers see listening as an active process of seeking understanding. Emphasis is on expressing personal feelings and taking these into account when they block communication.

- **Straight Talk** by Sherrod Miller, Ph.D., Elam Nunnally, Ph.D., Daniel Wackman, Ph.D. and Carol Saline (Rawson Wade Publishing, 1981). The authors illustrate a method of communicating with a chart which classifies the different kinds of communication. Stress is on the kinds of communication we are not always consciously aware of. Provides good examples and is well-written. The authors offer a seminar based on the ideas in this book as of the date of publication.

in my haste/every man is a liar."

Writers of news headlines frequently get a provocative and misleading quote by leaving out a crucial part of a statement.

Away from actual written words, 'context' has come to mean whatever surrounds any statement, event or action. With spoken statements we have to evaluate more than just the words; for example, a smile can change the meaning from an insult to a joke.

Anybody who's witnessed an event reported in the newspapers or on television has probably been startled by how different it seems when reported out of its setting. This is true even when reported fairly and accurately.

And it's easy for reporters to inadvertently overlook a crucial fact which completely changes the way things look.

During my years as a college teacher I saw some campus demonstrations of the late 1960s and early 1970s. In particular there was one time a minor disturbance, which affected only a small part of the campus, was reported on the evening news. It looked like the whole campus was in flames, when the truth was that many people outside the immediate area remained unaware of the situation till it was over.

2. Have you pinned down the meaning closely enough? I've said to myself more than once in the past, "I meant exactly what I said." The trouble is that

there is always more than one way to understand a statement. If every word or phrase had exactly one meaning, it would be impossible to say anything new.

Every commonly used word carries several meanings; look in an unabridged dictionary under the heading of any such short, 'simple' word.

All of us are cryptographers: We decode words and phrases so quickly that most of us don't even realize we're doing it.

When we look at a sign that says "KEEP OFF THE GRASS," it is this decoding ability which tells us we should stay on the sidewalk. How do we know that somebody isn't choosing a novel way to preach against the use of marijuana? Nothing we see completely rules out the possibility.

We unknowingly use the rule that the simplest meaning which fits is the correct one. Like filling in a crossword puzzle, we try the less probable meaning only when the first one doesn't fit.

From my own experience, I can say that when I claim to mean exactly what I say, I am telling people to take the obvious surface meaning and to quit looking for meanings behind meanings.

As I said earlier, it's always possible to misunderstand. This is similar to saying it is always possible for a burglar to break into your house no matter how many locks you have. The point is, why make it easy by leaving doors

unlocked and putting your wallet on the coffee table?

3. Have you been hit over the head with a thought-stopping word or phrase? This kind of expression produces a reaction which sometimes has little to do with the reality it stands for. I know a lady who refuses to touch a drink called Gatorade, because the name is similar to a brand of roach poison!

In India the government had to rename the cowbird before it could control the pest. Too many Indians who think the cow is sacred were reacting to the name.

In the United States nothing that is openly called Socialist can pass Congress, yet both major political parties have renamed and adopted most of the original platforms of the Socialist Party, such as the minimum wage.

The trouble with such labels as 'liberal' and 'conservative' is that they change over time although the emotional baggage they carry stays the same. The words themselves tell us practically nothing. Politicians who call themselves conservative frequently take a 'liberal' stance on a certain issue, and vice versa.

When we name something or slap a label on it, we are telling ourselves how to think about it. But thought itself should precede the name, not the other way around. Shakespeare said that a rose by any other name would smell as sweet, and Gertrude Stein said "A rose is a rose is a rose."

They were both wrong! We smell what we expect to smell, and florists would not sell as many roses if they were called 'stinkweeds.'

Stage magicians make a living because we see what we expect to see. Housing developers sell lots by changing a name from Lowland Marsh to Rolling Hills.

The point is obvious but often overlooked: Do not confuse a name with what it stands for.

The six questions above are not a magic recipe for getting to the heart of a matter. These tools are not the tools of the prospector but the assayer. If what you have is fool's gold, these tools will dissolve it. That's the function of almost all tools of logic.

Despite all the books and articles on the subject, nobody has a surefire recipe for creativity. But fruit has a better chance of growing if you prune away the useless branches. ♣

Bennett Sawey, Ph.D., a freelance writer in South Boston, Virginia, taught mathematics to college students for many years.

SAY • YES

TO WHAT'S BEST

Is your Toastmasters club filling the needs of its members? Are meetings interesting, enjoyable and productive? Is the membership strong and active?

The answer to all of these questions should be *yes*. If not, your club may need help. That's why we have created the following questionnaire. The questionnaire is your opportunity to tell your club's officers your feelings about the club.

Read the questions carefully, mark your answers in the appropriate column, and add any suggestions at the end of each section. Then give the questionnaire to your club's president. The club president will discuss the answers with the club's executive committee, and necessary improvements will be made accordingly. **Please do not send the questionnaire to World Headquarters.**

Your club needs your input and support. Your answers will enable officers to make improvements to insure your club's health and well-being!

CLUB MEETINGS

	Yes	No
1. Do club meetings start and end on time?	___	___
2. Does the club president follow an agenda?	___	___
3. Does every member wear a name badge and membership pin?	___	___
4. Are all members greeted at the door and made to feel welcome?	___	___
5. Are all guests greeted at the door and introduced to others?	___	___
6. Is there a friendly atmosphere during the meeting?	___	___
7. Is the club meeting place comfortable and pleasant?	___	___
8. Is your club meeting place easy to find, with signs posted?	___	___
9. Is the cost of meals reasonable?	___	___
10. Is the Toastmasters International Supply Catalog displayed at every meeting?	___	___
11. Is the business meeting conducted quickly and efficiently?	___	___
12. Are programs interesting and varied?	___	___

Continued on next page

13. Are speakers, evaluators and other meeting participants reminded of their responsibilities well in advance of the meeting? _____
 14. Are speeches well-prepared? _____
 15. Are evaluations helpful and constructive? _____
 16. Is everyone given an opportunity to participate in the program? _____
 17. Is your club meeting an enjoyable experience? _____
 18. Are your officers effective in their roles as leaders? _____
- Suggestions For Improvement: _____
-

MEMBERSHIP

1. Does your club set a membership goal for the year? _____
 2. Does your club have a planned membership drive? _____
 3. Does your club participate in Toastmasters' membership-building programs, such as "Anniversary Month" and "Get Into Action"?' _____
 4. Are guests introduced during the club meeting? _____
 5. After the meeting, is a guest invited to join the club? _____
 6. Are new members oriented to the Toastmasters program immediately after joining? _____
 7. Are new members reported immediately to World Headquarters so that they may receive their membership materials? _____
 8. Are new members assigned a coach/mentor? _____
 9. Are new members scheduled to speak soon after joining? _____
 10. Is your club free of an absentee problem? _____
 11. Does a member telephone those who miss more than one meeting to encourage them to attend regularly? _____
 12. Are all members assigned to a club committee? _____
 13. Is your club free of members who disrupt meetings and have a negative influence on meetings and members? _____
 14. Are members recognized during meetings for their accomplishments and contributions? _____
- Suggestions For Improvement: _____
-

EDUCATIONAL ACTIVITIES

1. Does your club provide opportunities for speaking outside the club? _____
 2. Does your club regularly conduct Success/Leadership programs inside and outside the club? _____
 3. Are members encouraged to visit other Toastmasters clubs? _____
 4. Does your club participate in area, division and district speech contests? _____
 5. Does your club encourage members to attend area, division, district, regional and international functions? _____
 6. Do you know the value of and requirements for the CTM, ATM, and DTM awards? _____
 7. Does your club display a Member Program Progress Chart (227) for tracking members' manual completions? _____
- Suggestions For Improvement: _____
-

GENERAL

1. Do you have a club bulletin? _____
 2. Do you have a formal and impressive installation of club officers? _____
 3. Are you encouraged to attend your club's executive committee meetings? _____
 4. Are you familiar with the proxy your club receives each March which entitles it to votes at the Regional Conference and International Convention? _____
 5. Does the club treasurer begin collecting October and April semiannual dues early and give members plenty of reminders about the due dates? _____
 6. Does your club submit the names of new officers to World Headquarters immediately following club elections? _____
 7. Do your officers thoroughly understand their responsibilities and carry them out? _____
- Suggestions For Improvement: _____
-

HALL of FAME

DTMs

Congratulations to these Toastmasters who have received the Distinguished Toastmaster certificate, Toastmasters International's highest recognition.

Noel M. Field, First St. Paul 167-6, St. Paul, MN

Milton S. Lysdahl, Christopher 958-6, Minneapolis, MN

Joseph J. Vasilik, Ashland 6253-7, Ashland, OR

Billy H. Drotts, Utoy 810-14, Atlanta, GA

Betty J. Schultz, Knorthern Knights 3808-22, Kansas City, MO

Keith Askia Russ, Inside Out 6151-24, Omaha, NE

Robert W. Bangs, Plus-Two 349-25, Fort Worth, TX

Robert O. Clark, Simi Valley 3533-33, Simi Valley, CA

Marcia T. Barney, Northwestern 2946-37, Winston-Salem, NC

Melvin E. Crotwell, Speak-Easy 4747-44, San Angelo, TX

Harold Peter Cabaniss, Harris Communicators 363-47, Palm Bay, FL

John E. Kerrigan, Easy Risers 109-56, Houston, TX

Fitz H. Husbands, Talk of the Town 4969-56, Houston, TX

Hank C. Zwetsloot, Mare Island 2839-57, Vallejo, CA

Robert L. Tankersley, Nashville Elec. Service 4253-63, Nashville, TN

Arnold Mickelson, Key Club 4645-64, Winnipeg, Man., Can

Walter M. Spansel, Jr., Metairie 2940-68, Metairie, LA

Elsie May Mills, Gosford City 3186-70 Gosford City, N.S.W., Aust

Eric William Pope-Simmonds, Durban 1406-74, Durban, RSA

ATM Silver

Congratulations to these Toastmasters who have received the Able Toastmaster Silver certificate of achievement.

Martha Boessen, Dawn Busters 2116-7, Portland, OR

Barbara K. Welden, Conoma 454-16, Oklahoma City, OK

Mary Louise Korona, Day-breakers 1327-44, San Angelo, TX

Clark Johnson, Lubbock Professional 5011-44, Lubbock, TX

Harold Peter Cabaniss, Merritt Moonliter 1387-47, Cocoa Beach, FL

Jack Stucko, DTM, Farm Bureau 2836-62, Lansing, MI

Josephine J. Wright, Ipswich 3410-69, Ipswich, Qld., Aust

ATM Bronze

Congratulations to these Toastmasters who have received the Able Toastmaster Bronze certificate of achievement.

Helen Margene Hankins, Taiping 522-U, Taiping Perak, Malaysia

Charles W. Goerman, Jr., Old Economy 2682-13, Ambridge, PA

Irving R. Deihl, Opportunity 451-19, Des Moines, IA

Roland De Rose, Kirtland New Horizons 4332-23, Albuquerque, NM

Terry L. Maddox, New Orleans 234-68, New Orleans, LA

Daniel A. Rosa, Jr., Downtown 2455-68, Baton Rouge, LA

Elayne Shelton Hyatt, Dow Chemical 4586-68, Plaquemine, LA

May Mitchell, Illawarra Sunday Morning 6034-70, Hurstville, N.S.W., Aust

ATMs

Congratulations to these Toastmasters who have received the Able Toastmaster certificate of achievement.

Donna Spencer, Smedley Number One 1-F, Santa Ana, CA

Desmond P. Mahoney, Zingers 615-F, Costa Mesa, CA

Robert B. Coble, Norton Toasters 1556-F, San Bernardino, CA

Rudy A. Ontiveros, TRW TM Club 990-1, Redondo Beach, CA

Brian F. Doennebrink, Sno-King 1137-2, Seattle, WA

Clarice L. Swayne, Early Risers 4617-2, Mount Vernon, VA

Frank King, Jr., Roadrunners 3850-3, Tucson, AZ

Rupert Gaffney, Perryville Connection 5182-3, Good-year, AZ

Adriaan Hartoog, Los Olivos 5278-3, Phoenix, AZ

Carolyn McDonald, San Mateo 191-4, San Mateo, CA

Thomas L. Schlotman, Professional Mens 624-5, San Diego, CA

William R. Simmons, Arinc Articulators 5555-5, San Diego, CA

Bill Greger, Sperry Univac 66-6, Roseville, MN

John V. Vander Waal, Albert Lea Area 534-6, Albert Lea, MN

Thomas L. Johnson, Mills Early Risers 2312-6, Golden Valley, MN

Dale Tschumperlin, Roseville King-Webster 2491-6, Roseville, MN

Thomas William Andrews, Capitol 4179-1, St. Paul, MN

Lois Gustafson, Prairie Winds 4591-6, Litchfield, MN

Michele Krenz, Sleepy Eye 5631-6, Sleepy Eye, MN

Wayne Jacobson, The Dalles 620-7, The Dalles, OR

Elsie F. Ross, Yawners 982-7, Corvallis, OR

Richard O. Blewett, North Milwaukie 2031-7, Milwaukie, OR

John M. Unfred, Springfield 3825-7, Springfield, OR

Melody Lane Firebaugh, First Masters 3866-7, Portland, OR

Russell Dean Faust, Alpha 1408-8, Jefferson City, MO

JoAnn F. Rosipal, Waynesville-St. Robert 2842-8, St. Robert, MO

Willa Dean Bates, Waynesville-St. Robert 2842-8, St. Robert, MO

Ronald R. Stotelmeyer, Sunrise 160-9, Spokane, WA

Alvin G. Pry, Lamplighters 449-9, Spokane, WA

Sister M. Raphael Gregg, Cleveland Engineering Society 1778-10, Cleveland, OH

Barbara J. Rejko, Northeast 2000-11, Indianapolis, IN

Fern B. McLean, Gentle People 2333-11, Indianapolis, IN

Jane Neeley Snow, Gentle People 2333-11, Indianapolis, IN

Charles R. Adamson, Magnavox 2568-11, Fort Wayne, IN

Paul Milton Cooper, Dawn Patrol 1646-13, Pittsburgh, PA

Paul W. Gates, Jr., Valdosta 2906-14, Valdosta, GA

L. Mac Tillman, Valdosta 2906-14, Valdosta, GA

Michelle Ann Morrison, Ada 2970-15, Boise, ID

David Lewis Harrison, Bacchus 3791-15, Magna, UT

Louise T. Sands, Conversing Couples 1873-16, Tulsa, OK

Bill Chupp, Pryor Area 4642-16, Pryor, OK

Richard L. Boyd, Apex 6146-16, Boley, OK

Carolyn M. Seveyka, Speakeasies 5544-17, Anaconda, MT

Gary L. DeSomber, Shibleth 380-19, Mason City, IA

Clement Walsh, Fort Dodge 597-19, Fort Dodge, IA

Cleon C. Babcock, Capital 1412-19, Des Moines, IA

Louis J. Ciucci, Lake Region 377-20, Fergus Falls, MN

Allen Oman, Bemidji Area 1640-20, Bemidji, MN

Linda Jean Foubister, Victoria Beaver 790-21, Victoria, B.C., Can

Gavin M. Howell, Somass 1303-21, Port Alberni, B.C., Can

Walter R. McLellan, Nechako 2046-21, Kitimat, B.C., Can

Stephen F. White, Sunshine 5403-21, Gibsons, B.C., Can

David R. Hamil, Positive Expressions 5501-21, Vancouver, B.C., Can

Norman L. Leete, Tower Talkers 392-22, Kansas City, MO

Ron Harger, Hallmark 4467-22, Kansas City, MO

Evonne Condon Rodriguez-Sierra, U.N.M.C. Speakeasies 4300-24, Omaha, NE

Debbie Hoover, Douglas Rodgers 4976-24, Omaha, NE

Robert J. Maher, Executive 1783-25, Dallas, TX

Kenneth F. Andrews, Day-breakers 2899-25, Dallas, TX

Jeanette L. Larsen, San Juan 201-33, Fresno, CA
Carl G. Von Elm, China Lake 853-33, China Lake, CA
Guy H. Hardin, Hanford 2490-33, Hanford, CA
Bob Muگردichian, Federal 3508-33, Fresno, CA
Robert G. Waters, Early Risers 4023-33, Las Vegas, NV
Marty J. Liddy, Milwaukee 466-35, Wauwatosa, WI
Gerald E. Ryan, Monument 898-36, Silver Springs, MD
Jeff Shaevel, Arthur D. Little 5914-36, Washington, DC
Ken Tiffany, Washington 1854-37, Washington, NC
Larry Wilder, Dunn Area 3528-37, Dunn, NC
Jesus Davila, El Bohemio 4163-39, Stockton, CA
Lee Cordray, Triangle 1223-40, Covington, KY
Al Hastings, Queens Court 2321-42, Regina, Sask., Can
Murray Doherty, Peace River and District 5401-42, Peace River, Alta., Can
Chris Bradley, Hi-Noon 2217-43, Little Rock, AR
James McGrath, Lubbock 884-44, Lubbock, TX
Marcel D. Goyette, Bathurst 2381-45, Bathurst, N.B., Can
Hans Jaspers, St. Petersburg 2284-47, St. Petersburg, FL
Ronald J. Ellis, Arco 616-52, Los Angeles, CA
Robert F. Bonney, Great Plains 1710-53, Plainville, CT
Terry E. Koebrich, Hubbard Trail 2571-54, Hoopston, IL
Doris B. Wright, Spartanburg 1453-58, Spartanburg, SC
Judie A. Long, Metro 3644-58, Greenville, SC
William B. Hallman, Florence 7 A M 4019-58, Florence, SC
Muriel E. Godden, Belleville 1617-60, Belleville, Ont., Can
Lynne Standing, Belleville 1617-60, Belleville, Ont., Can
Doug Mabee, Trillium 3419-60, Mississauga, Ont., Can
Max Hensol, Hotline 4993-60, Toronto, Ont., Can
Edward W. Browning, Energizers 477-62, Jackson, MI
Mary S. Coglianese, Eastern Region 5470-62, Flint, MI
Dorothy E. Gonzales, Heart of Tennessee 1757-63, Murfreesboro, TN

Steven C. Hill, Heart of Tennessee 1757-63, Murfreesboro, TN
Peter A. Young, Heart of Tennessee 1757-63, Murfreesboro, TN
Jessie W. Rushing, Energy Capital 4703-63, Oak Ridge, TN
Jean R. Birnie, Winnipeg Keystone 3211-64, Winnipeg, Man., Can
Alan W. Hasman, Turners 1264-65, Rochester, NY
James W. Nash, Empire Statesmen 1427-65, Syracuse, NY
Marion R. Partridge, The Owahgena TMC 2153-65, Cazenovia, NY
Martha L. Saxenmeyer, Susquehanna 2644-65, Binghamton, NY
J. Benny Baker, Utica 3703-65, Utica, NY
Helen K. Fooshe, Chesapeake 3142-66, Portsmouth, VA
Sidney Craig Fenton, Virginia Beach 3267-66, Virginia Beach, VA
James E. Roberts, Blacksburg 3351-66, Blacksburg, VA
Thomas Escoe, Jr., Gamma 3423-66, Norfolk Naval Air Station, VA
Bob Donlon, Lafayette 2678-68, Lafayette, LA
John Willing Simpson, Endeavour 1776-69, Brisbane, Qld., Aust
Robert Bimrose, Adventures 2572-69, Brisbane, Qld., Aust
Patricia Hodge, Stafford Heights 2589-69, Brisbane, Qld., Aust
Sue Meehan, Stafford Heights 2589-69, Brisbane, Qld., Aust
Lorna Brooks, Tropic City 2987-69, Townsville, Qld., Aust
Gordon Ernest Shoebridge, Sandgate 3721-69, Sandgate, Qld., Aust
Paul Gestro, Hakoah 3460-70, Sydney, N.S.W., Aust

New Clubs

1806-U Sunjet
 Bridgetown, Barbados—Thurs., 5:15 p.m., Sunjet House Fairchild St.

2801-3 Windy Wonders
 Phoenix, AZ—Fri., 7 a.m., Googs, 3313 E. Shea Blvd. (951-4141).
4009-3 Teapot Mountain
 Kearny, AZ—Mon., 6:45 a.m., General Kearny Inn (363-5573).
4873-3 In Ahwatukee
 Ahwatukee, AZ—Tues., 6:45 a.m., AT&T, 10210 S. 50th Pl. (893-1461).
3370-6 Cinnamon
 Pine City, MN—Fri., 10:15 a.m., Pine Technical Institute, 1100 Fourth St. (629-6764).
4928-8 F.R.B.
 St. Louis, MO—1st & 3rd Thurs., 11:45 a.m., Federal Reserve Bank, 411 Locust (444-8383).
590-10 Collectively Speaking
 Mentor, OH—Wed., 7:30 a.m., The Terrace Room 9260 Mentor Ave. (255-7700).
2497-11 United Way
 Louisville, KY—Tues., noon, Metro United Way, 334 E. Broadway (583-2821).
3347-11 Digital Communicators
 Indianapolis, IN—Tues., 6:30 a.m., Denny's Restaurant, 8808 Michigan Rd. N.W.
4212-14 Windward Speakers
 Alpharetta, GA—Thurs., noon, AT&T, 300 Eastside Dr. (442-6586).
4697-22 Kennedy and Coe
 Salina, KS—2nd & 4th Wed., noon, Kennedy and Coe, United Bldg., 7th and Iron (825-1561).
3530-28 Bon Secours
 Grosse Pointe, MI—every other Wed., 11:30 a.m., Bon Secours Hospital, 468 Cadieux - Private Dining Rm. (343-1668).

4834-36 Systemhouse
 Arlington, VA—every 2nd Wed., 6:15 p.m., Systemhouse, 1655 N. Ft. Myer Dr., Ste. 500 (276-0500).
5154-36 Loudoun
 Leesburg, VA—2nd & 4th Thurs., 6 p.m., Westpark Hotel, 1100 Club House Rd. (450-5950).

3401-38 Quaker Oats Co.
 Camp Hill, PA—2nd & 4th Mon., 6:30 p.m., Harding's Restaurant, St. Johns and Old Gettysburg Rds. (737-8601).

2583-42 Calgary Commerce
 Calgary, Alta., Can—Thurs., 6 p.m., University of Calgary, Scurfield Hall.

3361-42 Deloitte's Calgary
 Calgary, Alta., Can—every other Fri., noon, Deloitte Haskins & Sells, 2300, 255 - 5 Ave. S.W., Meeting Rm. B.
3482-42 Cactus Country
 Medicine Hat, Alta., Can—Tues., 6:30 a.m., Continental Inn, 949 7th St. S.W. (529-6432).
4760-42 Dam Busters
 Outlook, Sask., Can—Thurs., 7 p.m., Variety Place, 434 Thompson (867-8821).
4259-43 Kim-Masters
 Memphis, TN—1st & 3rd Tues., 11 a.m., Plant Conference Rm., 400 Mahannah Ave. (529-5529).
4628-56 Sugar Land Sweet Talkers
 Sugar Land, TX—Tues., 7 p.m., NALCO Chemical Co., 7701 Hwy. 90-A (491-2508).
3537-58 Plane Talkers
 Myrtle Beach AFB, SC—1st & 3rd Tues., 7 p.m., Myrtle Beach Air Force Base, Recreation Center (238-3736).
3279-61 Statistics Canada
 Ottawa, Ont., Can—Thurs., 4 p.m., Statistics Canada, R.H. Coats Bldg., 4th Fl.
4784-65 High Noon
 Johnson City, NY—every other Wed., noon, United Health Services, 33-57 Harrison St. (770-6298).
2183-68 Norco Refined Speakers
 Norco, LA—2st & 3rd Wed., 4:15 p.m., Shell Norco, River Rd. (465-7678).
4298-72 Milford
 Auckland, NZ—Tues., 7:30 p.m., Carmel College Theatre, 114 Shakespeare Rd. (9-492-515).

Anniversaries

45 Years
Sodak 224-41, Sioux Falls, SD
Borger 218-44, Borger, TX

40 Years
King of Clubs 447-6, St. Paul, MN
Minneapolis 459-6, Minneapolis, MN
Webster Groves 461-8, St. Louis, MO
Conoma 454-16, Oklahoma City, OK
Helena 487-17, Helena, MT

Rainbow 488-17, Great Falls, MT
Coronado 475-23, Albuquerque, NM
North Hollywood 147-52, North Hollywood, CA
McKinley 467-54, Campaign, IL

35 Years

Columbia Power 1086-7, Portland, OR
Sam Sloan Chapter 1051-11, Paducah, KY
Idaho Falls 548-15, Idaho Falls, ID
North Shore 1085-21, North Vancouver, B.C., Can
Mid Cities 989-25, Hurst, TX
Greater Dallas 1064-25, Dallas, TX
Liberty Bell 1010-38, Philadelphia, PA
Bux Mont 1030-38, Harleyville, PA

30 Years

Westwinds 2436-F, West Covina, CA
John Pournaras Agency 2338-13, Ambridge, PA
Los Gallos 2428-15, Salt Lake City, UT
El Paso Natural Gas 2461-23, El Paso, TX
Titan 2368-26, Denver, CO
Baxter Travenol 2447-30, Round Lake, IL
Salisbury 2380-37, Salisbury, NC

Tahoe 2307-39, Lake Tahoe, CA
Beacon 2421-40, Dayton, OH
Wildcat 1160-44, Odessa, TX
Pelindaba 2444-74, Johannesburg, RSA

25 Years

Vikings 591-6, St. Paul, MN
Tillicum 3435-21, Coquitlam, B.C., Can
Abbott 2679-30, North Chicago, IL
Hub City 2173-45, Moncton, N.B., Can
Balcones 3407-56, Austin, TX
Corpus Christi 3439-56, Corpus Christi, TX
Port Hacking 2235-70, Sydney, N.S.W., Aust

20 Years

Aztec 2531-3, Tucson, AZ
Valdosta 2906-14, Valdosta, GA
Amoco's Eagles 2599-16, Tulsa, OK
Tower 3544-16, Tulsa, OK
Big Sky 3175-17, Bozeman, MT
Totem 1322-32, Sub Base Bangor, WA
Cheese City 1248-35, Monroe, WI
Susanville 3444-39, Susanville, CA
Top Forty 3821-48, Huntsville, AL
Humboldt 3464-57, Eureka, CA

Dolphin 3170-58, Charleston, SC
Ontario Hydro 1651-60, Toronto, Ont., Can
Cleveland 3728-63, Cleveland, TN
Cork 1868-71, County Cork, Ireland

15 Years

Environmental Management 2400-F, Santa Ana, CA
Wiharu 350-3, Phoenix, AZ
Los Nortenos 557-3, Tucson, AZ
Burlington Northern 2342-6, St. Paul, MN
Anderson Area 3212-11, Anderson, IN
Rome 1844-14, Rome, GA
The Presidents 1582-15, Salt Lake City, UT
NADL Early Risers 3595-19, Ames, IA
United States Senate 473-36, Washington, DC
Customs 3793-36, Washington, DC
Catawba Valley 1193-37, Hickory, NC
Watertown 2656-41, Watertown, SD
Plantation 2582-47, Plantation, FL
President 3642-74, Pretoria, RSA

10 Years

Articulates 316-F, Santa Ana, CA

Foothills 1475-F, Claremont, CA
Norton Toasters 1556-F, San Bernardino, CA
Guatemala 1284-U, Guatemala City, Guatemala
Sperry Univac 66-6, Roseville, MN
Gentle People 2333-11, Indianapolis, IN
The Quaker Oats Co. 3766-30, Barrington, IL
Brockton 2685-31, Brockton, MA
Bear Hill 3923-31, Waltham, MA
Rexnord Windjammers 3385-35, Milwaukee, WI
NASA 34-36, Washington, DC
Riverside 1014-40, Charleston, WV
Downtowners 294-42, Edmonton, Alta., Can
Westwinds 3483-42, Calgary, Alta., Can
Hereford 275-44, Hereford, TX
Independent Group 2415-47, Jacksonville, FL
Barber-Colman After Hours 2212-54, Rockford, IL
TSAE 2792-56, Austin, TX
American General-Nashville 1371-63, Nashville, TN
Volunteer 2640-63, Johnson City, TN
Wednesday Orators 2983-63, Kingsport, TN
Speak-easy 2498-72, Dunedin, NZ

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Kennewick, Washington 99336

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Sheraton Plaza La Reina
Los Angeles, California
Contact: Ann Cousins, DTM
760 W. Lomita Blvd. #178
Harbor City, California 90710

REGION III JUNE 12-13
Holiday Inn Civic Center
Lubbock, Texas
Contact: Jim Storey, DTM
3118 43rd Street
Lubbock, Texas 79413

REGION IV JUNE 26-27
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Winnipeg, Manitoba
Contact: Ed Tackaberry, DTM
4-80 Strauss Drive
Winnipeg, Manitoba, Canada R3J 3S6

REGION V JUNE 19-20
Continental Regency Hotel
Peoria, Illinois
Contact: Eldon Heitzman, DTM
725 W. Westwood Drive
Peoria, Illinois 61614

REGION VI JUNE 5-6
Sheraton/Convention Centre
Hamilton, Ontario
Contact: Peter J. Crabtree, DTM
1305 Cambridge Drive
Oakville, Ontario, Canada L6J 1S2

REGION VII JUNE 26-27
Baltimore Hilton Inn
Baltimore, Maryland
Contact: Theodor Berenthein, DTM
1328 Deanwood Rd.
Baltimore, Maryland 21234

REGION VIII JUNE 19-20
Holiday Inn
Portsmouth, Virginia
Contact: Larry Prickett, DTM
9740 Alfree Road
Richmond, Virginia 23237

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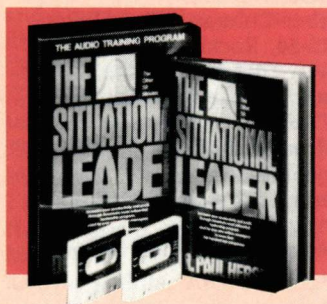
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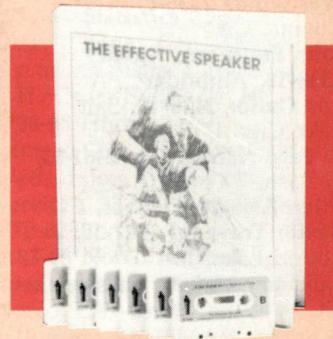
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