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A CHRISTMAS MESSAGE FOR TOASTMASTERS

REV. GEORGE A. WARMER, JR., Minister, Calvary M. E. Church, Los Angeles



TOASTMASTERS is founded upon the basic desire to share what we have with others. We make our talks and listen to our critics that we may become better vehicles for the creative human process of thought-sharing. Christianity is founded upon the one person who shared himself completely with others. Jesus lives because he knew how to give of himself most effectively. Thus it is very significant that we celebrate his birth in the spirit of goodwill which is always a result of sharing.

Christmas is a time of joyous hope, when we sing glad tidings into our deepest ambitions. At such a season there is no place for nations who spend their life-blood in a heated armament race which will inevitably lead to a general war. "Peace on earth" strikes the note of realism which would invest the best statesmen we have in a search for the means by which all nations might share the economic, moral and spiritual necessities of life. Nor do we want individuals who spend their lives in a greedy grasp for self. "Goodwill toward men" rings the clarion call for those who will invest their best in sharing their noblest with others.

Let us as Toastmasters utter our Christmas Wishes of Peace and Goodwill with a deepened sense of reality that the mellowed harmony of sharing family groups may ring out through the mid-winter air and sing the heart strings of the whole round world into rapport with the child Jesus and his spirit.

While it may be true that the world beats a path to the door of one who invents a better mousetrap, it is even more certain that the world beats a path to the person who tells the world about his merchandise. Our clubs are helpful to us all, and we ought to advertise their value to our own community and to others.

While we wait for Christmas morning, let us all join with Tiny Tim and say to each other, to the whole world, "God bless you, everyone."

A NEW CHARTER FORM

The Board of Directors have authorized the printing of a new form charter for Toastmasters Clubs, and it is now ready for use. The new charter is very attractive, being 9½ by 12 inches, in size, on parchment paper, with a large cut of the T.M.I. Emblem printed in gold colored ink as a sort of background. While it is presumed that practically all of the clubs now belonging to the Federation will desire (for sentimental reason) to retain their original charters, the Directors have authorized the issuance of the new form charter to all clubs desiring it so long as the officers signing their original charter may be available to sign the replacement charter. The cost of such replacement will be \$2.50.

HIGH SCHOOL SPEECH CONTEST

Leo Mark Coombs, of Los Angeles, having been appointed chairman of the District Number One High School Contest, is going after the project in a large manner. He says "Now is the time! Every Toastmasters Club a sponsor of a high school speaking contest this season! The first year we had 13 schools entered; four years later there were 60, and now we want to reach the century mark in this year's contest. Your contribution to youth will be a monumental reward that no moth nor rust will ever corrupt."

Every club in the First District is expected to sponsor a contest in its local high school. It is hoped that many clubs outside of this district will undertake local contests whether they are included in a larger area competition or not.

Inquiries about plans and methods in handling such contests may be sent to Leo Mark Coombs, 118 South Rexford Drive, Los Angeles, or to Paul Demaree, Anaheim, California. Both of these men will be glad to serve with information.

TO REMEMBER YOUR SPEECH NOTES

DAVID M. ROTH, Author of the Famous Roth Memory System



YOU CAN remember what you see. To remember your speech outline you must visualize it. And you cannot visualize something that is not clear in your mind. So the first thing is to make a definite outline.

It is unfortunate that more of our ambitious public speakers are not endowed with the "photographic memory," to which I referred in my previous article. The speaker with this gift remembers with little effort the exact words of the material he has prepared. Most of us, lacking this ability, find it necessary to use other methods to fix our notes in mind.

The extemporaneous speaker wants some method which will help him remember his headings or points. If he knows these, he can build his speech around them and adequately express his ideas. There are various methods in use by successful speakers.

Some speakers depend on what is known as "Initialing." For example, the initials of the name, "Clift," served to remind a speaker of five negatives to be avoided: *Carelessness, Laziness, Indifference, Forgetfulness, Temptation.*

This method has its limitations and at times it is difficult to apply. I prefer and recommend the ABC method as the simplest and most quickly learned. It is similar to the Hat, Hen, Ham code, which is fully explained in the Roth Memory Course, but requires less time to learn.

Since everyone knows the ABC's it is an easy matter to memorize a list of words beginning with the letters of the alphabet. "A" suggests *Aviator*, "B" a *Bee* or a swarm of *Bees*, "C" the *Sea* or if you prefer a word beginning with the letter "C" you can select some word which presents a definite picture. "Depot," "Easel," "Fish," "Gas" are suggestions for the next four alphabetical words, but it is best for each person to make his own list. These words should be reviewed until they come instantly to mind. With the 26 letters of the alphabet tied up to key words you will have a mental file of 26 words, more than enough to cover your longest speech outline.

Now put the plan to work. Suppose you are to make a talk covering the following five points: (1) Organization; (2) Co-

operation; (3) Competition; (4) Management; (5) Distribution. With your mental file list of words in mind, make the associations.

The word *organization* may suggest a group of men engaged in some particular occupation. In this case the word must be pictured with the *aviator* key. Have the aviator addressing an organization, or have an organization of aviators.

Co-operation is to be seen in the second picture, the *bees*, and if you picture the bees on the flowers, co-operating in gathering honey, you have it nailed down.

Competition can be associated with *sea* by picturing a swimming race—competition—or by imagining yourself running from a high tide—competition again.

Management can be suggested by the picture of the *depot*, which brings to mind railroad management.

Distribution can be tied to the *easel* picture, perhaps by distributing small easels, or standing on the easel while distributing samples or handbills.

Any idea can be reduced to a picture, and any two objects can be combined in a picture, or a thought connection can be formed between two ideas. By such picturing and associating one's memory can be built up, and one's ability to carry speech outlines in mind can be developed to an amazing degree of efficiency. Try it yourself and see how it works.



THE NEXT CONVENTION

Who wants to entertain the 1937 convention of Toastmasters International? President Jean Bordeaux will be glad to hear from any city interested. Judging by the experience of Santa Barbara last August it will take a city of some size and ability to handle the gathering. Invitations should be submitted at once so that the Board of Directors may get to work on plans for the next great meeting.

HINTS ON PUBLIC SPEAKING

(Hon. John P. Altgeld, former governor of Illinois, once wrote an interesting article on his ideas of public speech. Written nearly twenty years ago, this article makes helpful reading for the modern Toastmaster. We reproduce several cogent paragraphs for your benefit.)



BUT, WHEN all has been said, *delivery—action*—is the vital essence of oratory. Without effective delivery the ideas, language and arrangement are all in vain.

Every word must be uttered with the right volume of voice, the right pitch, the right inflection; and every sentence must have the right cadence. And to these must be added the earnestness that comes from a burning soul.

It has been said that a woman ought not to sing unless her heart is breaking; and it is certainly true that no man can rise to the heights of oratory unless his soul is on fire.

* * *

No rule can be given to determine when, where and how to gesture, except possibly the general one—be natural. Gesture is a part of the art of expression and, when used without meaning, it simply mars the performance. Art will not permit the unnecessary. From the standpoint of art it is no more permissible to have unnecessary gestures in a speech than it is to have unnecessary notes in a song.

* * *

Some men are overwhelmed by the thought of trying to prepare a speech. It seems so different from the ordinary affairs of life. The same men could call on a neighbor and tell him their mission without any embarrassment.

Let such men treat the prospective audience as they would treat a neighbor. Go before it on a special errand. Go before it because they have something definite to say—have a mission to present—and they can talk to an audience almost as easily as to a neighbor. No man should appear before an audience unless he feels that he has a special message for that audience. If he has this feeling, then he can make a good speech.

* * *

Self-denial and self-control are essential to achievement. Great endurance is impossible where there is great indulgence. Cold water, temperate habits and exercise give firm fiber and a clear brain. Stimulants do not feed, they do not build; they simply borrow from the future. They simply consume.

WHAT A POET!

VERNE B. BROWN, new member of Santa Monica Toastmasters, gave his craft talk in verse. Here it is:

Old Rome wasn't made in a day—so they say;
And a life can't be built in a week—so to speak.
Nor can one tell his craft in a minute—just begin it;
And if a man's like me, prolix—he can't even tell it in six.
Well, J. Caesar built Rome; then he bought up Ad-space in Fame's
attic—he got a break here;

Even he was forgot, till his press agent burred new static—agent,
Bill Shakespeare.

Blame not me if I face the chief's dais in great trepidation—my
knees shaking again;

I feel as confused as a seance of inebriation—"Take deep breaths
and count ten."

* * * * *

How far a man's craft reaches back, or just what he inherits,
Is problematic; Jill or Jack is what he is by merits.

My grand-pop paddled o'er the pond—just when I'm not quite
certain

But he joined the boys who made the noise that rang down George
Third's curtain.

Then his oxen, three teams, to a schooner he yoked, with a flintlock
for protection;

And he blazed new trails; then he split green rails to fence off his
Michigan section.

So I was born a Michigander, as the county records show,
On the prairies way back yonder. Just why? Well, I don't know.

As a boy I hoed the cornrows, pailed the cows, and fished my share.
Trudged to school and took my whalin's, jogged each fall t' he
county fair.

In that stout old wooden wash-tub, Saturday nights I got my bath,
While Old Jack Frost through the windows spit his darts and
breathed his wrath.

Kalamazoo, some twenty miles off, truly was my sanctuary
When Bill Cody listed it on his itinerary.

That day sun-up, found my brother Bill and me a bobbin'
Down the dirt-way on the roadcart, trustin' all to faithful Dobbin.

My ambitions then were lofty and, I'm sure, quite over-reachin',
For at seventeen the "deestrick skule" was offered me for teachin'.

I don't know how much I taught 'em, but for fun we had a-plenty,
And each month the doubloons rolled in—gosh-all-fish-hooks, I got
twenty!

Then academy and college lured me on in contemplation;
Mid the oaks of Olivet I chased the Muse for education.

But the grades and credits, take 'em—college gave to me my wife;
Proof to me that the thrills—sometimes called college ills—may de-
velop the best things in life.

Mathematics was my Jonah—never would work out, by heaven;

Even now I can't see how with one times one we've grown to seven.
But when Old Gabe blows his trumpet, if I 'scape the slippery skids
'Twill be 'cause the red's been balanced by clean credits—five
straight kids.

From college I looked at the world, a-measurin' and sizin',
Till Fort Wayne opened up a chance to try out advertisin'.

The year's experience helped me on. I worked; we had no dole.
Next I chose Wabash just above Jim Riley's "swimmin' hole."

Publicity my job was called—'twas much more dignified;
I wrote and planned and filled a chair and seemed to hit my stride.

But youth's an ideal time to live, philosophize, and dream,
Challenge knowledge, right all wrongs, bathe in Hyperion's stream.

I make no apology for this psychology; youth's ideals shouted at
me

Till I ditched trade's farrago and entered Chicago to work for a
higher degree.

* * * * *

Just what is life? That's a question that stuck in old Socrates' head,
And the town council voted that they might be noted by dubbing
the old boy a "Red."

So they ordered a gallon of hemlock from the best bootlegger in
town,

For they thought this ambrosia would mean the foreclosure of Soc-
rates' ideas and renown.

Now can you name the mayor of Athens who wielded the gavel that
day?

No, by the infernal! But the thoughts are eternal that Socrates
put on display.

Perhaps as I struggled and pondered o'er values in life to me real,
There came at once gleanings of truth and new meanings of the
Potter at work at His wheel.

I saw marching, a great army passing, an army of youth clean and
strong;

Old Socrates hailed them, his teachings have trailed them, and still
they come marching along.

This army of youth is a challenge, to you and to me, for alas!
If we would befriend them, we only can lend them a word and a
lift as they pass.

Through the ages they're marching; today they are here, tomorrow
they've passed, and there'll be

New builders, new guilders, new pastors, Toastmasters—to America
they hold the key.

A man can't tell his craft in a minute—just begin it;
For his craft rides the stream of philosophy's dream; All his ideals
he tried to pack in it.

Old Rome wasn't made in a day—so they say; yet a day's run may
be a forecaster;

Thus if my doggerel verse is not rotten, or worse, I hope to become
a Toastmaster.

ROBERT'S RULES STILL ORDER US

By RALPH C. SMEDLEY

It took nerve for a young Major of Engineers to enter a Chicago publishing house one day in 1875 with the news that he had written a book on parliamentary law, which was ready for publication. But nerve, based on confidence in what he had done, was just what Major Robert had.

For years he had been working on this project. In the manner of a well-trained engineer he had cleared away the ground, laid a firm foundation, and erected a carefully designed structure of procedure, in which every stress had been figured, every relationship studied. He knew that he had something which would stand the test of use.

Years before, he had offered his first pamphlet to one of the great eastern publishing houses, who had promptly returned it with the information that there was no demand for such a book. When his "Rules of Order" had been completed he determined to publish it himself. He bought the paper and selected the type, and for weeks he labored with a printer in Milwaukee to get the material just as he wanted it. He printed 4,000 copies and then, with a copy ready for binding in his hand, he approached the publishing house of S. C. Griggs and Company in Chicago, with the proposal that they issue the book under their imprint.

The head of the firm was unenthusiastic. "It is useless," he said, "to accept a book on parliamentary law from an unknown author. Cushing and parliamentary law are synonymous terms. Moreover, what in the world does an army officer know about parliamentary law?"

But Robert was insistent. He volunteered at his own expense to take 1,000 copies of the 4,000 to be published, and to distribute them free of charge to teachers, editors, legal authorities and others, in order to advertise it and also secure competent criticism. The publisher capitulated on these terms and the book was offered to the public on February 19, 1876. Its reception was immediately favorable and within a short time the entire edition was sold out.

From that day to this Robert's "Rules of Order" has held its place as the standard of authority in America. More than a million copies have been sold and the demand shows no sign of decreasing. The final revision was published in 1915, and in 1923, only a few weeks before his death, General Robert published his great work, an exhaustive treatise on "Parliamentary Law," which is a veritable encyclopedia on the subject.

By profession a military man, in which capacity he did good work, General Robert made his great contribution to human welfare in this book which grew out of his personal hobby. It was said of him in an editorial comment in the Minneapolis News at the time of his death: "To do one thing supremely well is honor enough for one man. General Robert did this one thing so well that it will never have to be done again."

HOBBA'S HOBBY

(William Hobba, of the Long Beach Gavel Club, secretary of the Budget Committee of Toastmasters International, and an enthusiastic follower of the Toastmasters idea, has a scrap book for his hobby. Bits of fine sentiment, inspiring lines, sage sayings, all come to his desk to be sifted and tested. If they are found worthy, they win a place in his personal collection. It is our privilege to share some of his choice specimens this month. He says that he has several books filled, so that we may expect to have more such material from time to time. Every man should keep a scrap book or file of the things which have helped him. It is a good hobby and an inexpensive one.)

If you are following the mob, you are pretty sure to be going in the wrong direction.

You can't build up a reputation on what you're going to do.

Nothing is particularly hard if you divide it into small jobs.

(Henry Ford)

I am going your way, so let us go hand in hand. You help me and I'll help you. We shall not be very long, for soon Death, the kind old nurse, will come and rock us all to sleep. Let us help one another while we may.

(William Morris)

Being forced to work and forced to do your best will breed in you temperance, self control, diligence, strength of will, content, and a hundred other virtues which the idle never know.

(Charles Kingsley)

You can't afford to roast people; it costs too much for fuel.

A good deal of room at the top is made by gentlemen who have gone to sleep there and fallen off.

Character is the result of two things—mental attitude and the way we spend our time.

He who gives when he is asked has waited too long.

The man who never changes his opinion is like standing water, and breeds reptiles of the mind.

(Blake)

LUCK. I never saw a lucky loafer. I never met a lucky liar. I never knew a lucky leaner. I never heard of a lucky lamenter. Did you? On the level, luck comes from labor, laughter, and licking languor.—Atlantic Currents.

Men who want praise, don't deserve it; men who deserve praise, don't want it.

Never let a difficulty stop you. It may be only sand on your track to keep you from skidding.

"It is not dishonorable to fail; the dishonor lies in one's failure to try again."

"SHORT SHORTS"

Is there something you must say?

Boil it down!

There's no need to talk all day—

Boil it down!

Give some other guy a break;

He may have a speech to make;

Cut it short, for goodness' sake!

Boil it down!

(We asked a number of Toastmasters to see how much they could say in one hundred words on some subject about which they feel strongly. Here are the results. If any other Toastmaster has something on his mind that can be said in one hundred words he is invited to make his contribution to our page of "shorts." No subjects or sentiments are barred, with the understanding that the editors do not necessarily endorse or agree with all that may be said.)

PROFESSIONALISM—Riddle: What do Toastmaster clubs and football teams have in common? Answer: The issue of professionalism. Many clubs are not aware of this issue, but fingers have been pointed at Palo Alto because professional critics are used. Lest we be misunderstood, it is necessary to speak for ourselves.

We have found that dependence upon amateur member critics for speaking improvement is like trying to lift ourselves by the proverbial bootstrap. This futility is particularly obvious and funny when a critic who is short in theory and poor in performance tries to elevate much better speakers. On the other hand, our professional critics have known what they are talking about and have helped the very best speakers as much as the poorer ones. But this happy arrangement has not precluded the participation of amateurs in making criticisms; the essential requirement is to have qualified leadership at hand.

In Palo Alto, we cannot see that professional criticism should be an issue in Toastmaster activities. However, we do not have a case-hardened conscience; we might be redeemed from error if other clubs will show how our way is wrong and how dependence upon amateur coaches is right.

—Oscar A. Anderson, Palo Alto, California.

DANGER AHEAD?—America is **not** going to the Communist bow-wows.

But there is one very real danger in the hysterical charges of "red," "soviet" and "alien" that are being hurled. This danger is that America may repeat the follies of the frenzied post-war years when no God-fearing citizen went to bed until he had looked under it for a be-whiskered, bomb-tossing Bolshevik.

During the recent campaign events have occurred that forecast a possible recurrence of this hysteria, with its riots, illegal arrests

and high-handed violations of the right of free assembly and free speech.

Let us hope that 1936 America is sane enough to discount the fevered rantings of irresponsible politicians and mature enough to preserve the safeguards of the Constitutional right of criticism.

—J. M. Jewell, Columbus, Indiana.

ARE PROFESSORS PEOPLE?—Are professors people?

If they are, it is time someone was doing something about the high percentage of low class teaching in our schools, caused by poor diction and colorless classroom presentations.

Toastmasters sponsor high school speaking contests. Of what permanent value are they, if such students' daily examples are mumbled monstrosities? And college teachers are often worse prepared in this regard than are less exalted instructors.

We are told that any person can improve his speech if he can be shown his deficiencies tactfully, and is willing to do something about them. Have Toastmasters overlooked a need in the teaching field?

Professors probably are people; why not investigate?

William S. Dunipace, Tucson, Ariz.

"SORCERY IN THREE SYLLABLES" — Belittled monumental words enchant enthusiasts. Study reveals transition from the ordinary into glamorous fields. Magnificent illustrations of intellectual usage bore men on the street. Three syllable words can be shaped into diagrammatic pictures. The imagination reacts.

Links are devised between the colorless host and the brilliant triune units. Sorcery of manipulation develops; interpretation is a constantly recurring pleasure.

Attend a darkened cinema with looming screen, the program abandoned; a tremendous jumbled word "Rendezvous" (place agreed upon for meeting) appears. Magically, the letters radiate as spokes; the bases forming the hub—the meeting place—the rendezvous!

Richly rewarded is the devotee.

—Daniel W. McKenney, Springfield, Illinois.

TOLERANCE—The man who knows it all usually knows very little. One of the finest traits of the educated man, whether college-trained or self-educated, is that he realizes the right of his neighbor to his own convictions, political, economic, or religious.

During the past campaign there has unfortunately been rather a considerable attempt to stir up intolerance and prejudice. If your neighbor voted a different ticket from you, you were encouraged to believe he was either a raving Communist or a horse-and-buggy reactionary.

Now that the excitement's over, let's get back to fundamentals again and remember that there's always a 50-50 chance we may be wrong and the other fellow right!

—E. S. Klise, Yakima, Washington.

A FEW TIPS FROM WEE WILLIE

WALTER WIDMAYER, Southwest Toastmasters, Los Angeles, Calif.



ALL THE kids luffed when I used to get up to speak. I wowed em after pop took me to a meeting of TMs. I watched prexy Boredough and I lerned plenty. If a fellow thinks he can talk he auto get a job selling papers or callin trains at the depoe. Then he gets sew he is herd. Dont worry if nobody buys any papers or no tranes come. Get sew your voice perks like it auto. Then like Mister Jack Dempsey you gotta lern to use your hands. Practice saying over and over the boy stood on the burning deck several times every day. You cant get the guy off the deck by standin there and not using you hands.

When you start talking you gotta have a big breath as you tell the folks what you are about to talk on. Dont stand there like the water in your battery was dry. When folks stand up with wim and wigger they aint so apt to get stuff slung at em. Now you are on your feet. Look all around the room and see if the audience is still their. First you look at whose sittin on you left hand then go all around till you get to the chap sitting on you right hand. Look and sea whose nearest the door and may scam at the first chance. He's the guy you direct your speech to.

Don't drink water during your talk. The guys will think you are a sissy and it looks like you can't think about what you want to say and are stalling which you aint I mean you aint a sissy.

Try to talk about something you no about. It takes longer to say what you don't know than it does to say what you do or something. Sally Rand sez brevity is what folks want.

Speaking is a art. To keep the folks from getting to sleep you should take a sleep yourself before you speak. That makes you fresh. Nothing gose over bigger than a fresh speaker. Dont shake hands and kiss the babies unless you are running for an office of some kind. Shakin hands and kissin babies takes a lot out of a speaker—the size of the babies has a lot to do with it.

You auto be a pickerupper to be a good speaker. Pick a little here and a little their. Dont waist it on your wife or the guy you eat lunch with—save it for the meeting and spring it on the gang. Its better to have all the folks think you are cute than one or too. Nothing you could say would make your wife think you were good so skippitt.

How the kids luffed when I maid my first speech. I was running for picher on the ball teme. I flopped all over the place. Then pop takes me to see Gean Boredough make a talk. So I make a speech at the next meeting of the gang and I get elected umpyre. But for to the point and effective speeches you shoulda herd the speech I herd when I pulls a bum desision for our teme. Some guy yells kill the ump and they near done it.

THE CONQUEST OF FEAR

One of our toastmasters conducts a public speaking class. A new member of the class recently handed in the following lines:

I ain't afraid of anything;
Lions don't make me weak;
I walk right up to an elephant—
But Gee! I'm scared to speak!
I'm not afraid of the wind on the hill,
Nor waves down on the beach;
But it makes me positively ill
To try to make a speech.
But I'll try next week, all over again,
To make the rafters ring!
I'll face the audience with disdain
And hit it—Bang! Bang! Bing!

A week later the same student handed in this one:

I faced that audience with disdain;
I hit it with a bing;
But what I said you must explain—
I didn't hear a thing!

TO TELL THE TRUTH

In fact we never really communicate the truth.

At best, when we address other people, we send out a series of stimuli which we hope will move them into a state of mind identical with ours so that they will think the truth we are thinking. We do not tell the truth even, let us say, in a prepared lecture—before an audience, an academy, a class of students. We do not tell the truth because the most we can do is to send out sounds which will in their turn provoke consequences quite beyond and apart from anything that is going on in ourselves.

—Benedetto Croce

A man accustomed to work is equal to any achievement he resolves on.—Thomas Campbell.

DRINKING TOASTMASTERS

By LOUIS C. KILGORE



TO DRINK or not to drink—that is the question. Whether 'tis better for Toastmasters to indulge in stimulants to a noticeable degree, indulge moderately so that the degree is not noticeable or to abstain entirely. These, my brethren, be moot questions.

The stages of intoxication are four, namely, (1) Verbose, (2) Pondero(u)s, (3) Lacrimose, and (4) Comatose.

Stage One. Alcohol is commonly regarded as a stimulant. Medical men, however, tell us it is rather to be considered a depressant. It depresses the normal inhibitions and causes us to talk at great length on any subject under the sun. The less we know about the subject the more fluently and learnedly we speak. This is the verbose stage.

Stage Two. The pondero(u)s stage of intoxication is caused by the inhibitions being still further depressed until we reach the heavy stage of ponderosity. In this pitiful stage the humblest dock-walloper becomes a man of vast and weighty affairs. The lowliest Toastmaster becomes an orator of such eloquence that he could put the immortal Webster to shame and make Demosthenes retire to a third-rate school of elocution. He would have the world believe him to be an authority on anything from Chinese pottery painting to eschatology. When in this ponderous state he would have you believe that his feats of amour rival those of Casanova when in reality he is about the equal of an eighty-year-old Eskimo. This leads us to the statement that there was never a bigger fallacy than that time-worn bit of whangdoodle that has gone ringing thru the centuries since the first monk perfected the vintner's art: "In vino veritas." There may be truth in wine but not in the souse who has reached the ponderous stage.

Stage three. In the lacrimose stage the subject finds himself beset with "fightings within and fears without." He is an object of deep and abiding pity. The less said of him the better. He reflects on the injustices of life; the cattiness of his mother-in-law, the meanness of his neighbors and their children. He is overcome by an all encompassing wave of self pity. His lacrimal glands are stimulated to excessive action. It is in this stage that he makes beer-parlor friendships of life standing on fifteen minutes acquaintance.

Stage Four. The comatose stage is that place where the subject drifts off to a sweet, alcoholic slumber in whatever spot he happens to be, usually to awake either in the hoose-gow or the hospital. He usually finds also on awakening that his mouth tastes like the odor of burning rubber and that he has been relieved of his wealth, jewelry and bank-roll. This is followed by his taking the pledge to which he faithfully adheres until the following Saturday night.

Toastmasters, be it thankfully said, are seldom seen in any of the three latter stages of intoxication. What justification is there for them being seen in even the first or verbose stage? The only one I can think of is that some might be so suppressed by their wives that they would crave release from the chains that bind them. However, this is still supposed to be a land of freedom and a man may exercise his God-given right to make a sublime ass of himself on any occasion that he sees fit.

But Toastmasters should be men of dignity and decorum. Therefore, if a Toastmaster cannot carry his liquor without showing it, he should abstain from its use. With this moral encomium, I conclude these notes on alcohol.



PHILOSOPHICAL MUSINGS OF AMBROSE BIERCE

A philosopher, seeing a Fool beating his Donkey, said:

"Abstain, my son, abstain, I implore. Those who resort to violence shall suffer from violence."

"That," said the Fool, diligently belaboring the animal, "is what I'm trying to teach this beast—which has kicked me."

"Doubtless," said the Philosopher to himself as he walked away, "the wisdom of fools is no deeper nor truer than ours, but they really do seem to have a more impressive way of imparting it."



Now that I think of it, I seem always to have observed (and possibly the phenomenon has not been overlooked by all others) that the man whom the word "liar" maddens to crime is commonly not maddened to anything in particular by the consciousness of being one.

The Toastmaster

EDITORIAL BOARD

Ralph C. Smedley

Ernest H. Layton

Arthur G. Porter

EXCUSE IT PLEASE By one of those unfortunate accidents which will occur in the best regulated offices, a vital paragraph was dropped out of the account of the Santa Barbara Convention in our last issue. This was the paragraph referring to the notable service done by Elmer Smith, of the Santa Barbara Toastmasters Club, in connection with the entertaining of our great August gathering. Perhaps it is just as well that the paragraph did get left out, for anything that might have been said about Elmer's work would have been insufficient. He not only worked manfully with the local committees in their work of preparation, but he served as contact man with the Board of Directors of Toastmasters International, ironing out differences of opinion, guiding various elements into harmonious channels and in general helping to lay the foundations for what all agree was our best and biggest convention. We apologize to him for the omission in the September magazine. The great trouble about reporting such a meeting as the one held at Santa Barbara is that no reporter can possibly give the proper distribution of credit to those who have done the work. But the success of the convention speaks for the good work done in preparation for it.

RUGGED INDIVIDUALITY The Palo Alto Toastmasters Bulletin for September carried a paragraph of such force and good sense concerning the value of local freedom in our clubs that we are reproducing it for the edification of our entire membership. It ran:

The priceless asset of any local Toastmasters Club is its individuality. It is not regimented through overhead direction as in the case of fraternities, service clubs and schools. Toastmasters International is ever ready to serve the local unit but refrains from formalizing it. Leeway is great and restriction is little. A member of our club in prefacing a speech recently said, "I am

venturing on something which I could do in no other organization of which I know. This speech is an experiment. I may make a d— fool of myself but I know that will be all right with you." It is an unwritten law that anything goes in the club and that is as far as it goes. Not that there is any coarseness. Jokes, humor and horseplay must be within the limits of good taste. But there is a pointed sword thrusting between individuals, and every profession is stripped of its veneer. Newspapers are shown wherein they are viewpapers; lawyers are rated at so much a dozen; teachers, instead of being viewed with awe are apt to receive the "ha! ha!" The "reds" of the organization riddle the reactionaries; the latter have not failed to let their stentorian voices be heard. But with the rough and tumble there is also the more delicate side. There have been both laughter and tears. The turn of the meeting in many an instance has been entirely unpredictable. Anything may happen—and does. The more decentralized self-reliance we have, the safer is democracy."

SING BASS Every speaker needs to guard against the danger of shrillness in his voice. The middle and lower tones are usually more effective and easier to listen to than the high piping notes and they should be assiduously cultivated. We have no prejudice against tenor voices, but our best advice to the speaker is, "sing bass." Control your voice and do not permit it, even under the stress of extreme earnestness, to become harsh, high-pitched and shrill. Deep breathing with control from the diaphragm is one fundamental. Correct placing of the tones, which involves relaxation of the throat muscles, is another. If you are in doubt about your breathing, ask a good singing teacher to listen to you and advise you as to use of your natural voice. The best speaker can improve his voice with competent coaching. A poor or inexperienced speaker finds voice training an absolute necessity.

LISTEN TO YOUR OWN VOICE If you want a truly illuminating, and perhaps a humiliating experience, get a record made of your voice. Music stores in most cities are equipped to make such recordings at a reasonable price. There is no argument so forceful for voice training as that made by the accurate and impartial reproduction of your speech on a record. There are few more startling ex-

periences for most of us than that of hearing our own voices thrown at us. Get a voice record and you will realize what people have suffered by your speech.

REWARDS OF GENIUS A man's value to society is usually measured by his contemporaries on the basis of his ability to amass wealth and property. The generations which follow never measure his worth by that standard. It is his contributions to human welfare that bring praise to his name when it is too late to do him any good. As we look back over the honor roll of the past we do not pay tribute to great ones on the strength of their millions. Moses, Socrates, Plato, Buddha, Shakespeare, Milton, Gallileo, Pasteur, and whole galaxies of famous names come before our minds, and hardly one of the lot can be rated as well-to-do, much less as a man of wealth. Dr. Johnson, laboring to bring forth the first great English dictionary, and his prototype in America, Noah Webster, served unborn generations for a mere pittance. Shakespeare ground out his immortal lines for pay that was hardly enough to keep him in comfort. Lincoln was of inestimable value to his nation and to the world, but, as one has said, "he never had time to collect what the world owed him." Paul P. Harris, founder of the Rotary Clubs, started a modern movement which has profoundly affected human welfare. He was the originator of the service club movement. Others, borrowing his idea, have capitalized on it and have gained wealth through the organization of service clubs, but Paul Harris never profited financially by what he did. While he might have become rich by commercializing his brainchild, he preferred to give it as his service to humanity, and thus demonstrated the principle that "he profits most who serves best," for his profit is in the esteem of men who love him for what he has done and what he is. Every man has to choose between service for selfish acquisition of wealth and service for the good of mankind. Present comfort demands wealth, but ultimate values are not measured in such coin. The man who is worth most to civilization, like Lincoln, hardly ever has time to collect what is due him. He works and dies, and then a tardy world builds monuments to his memory and writes in his praise. If matters could be so arranged that posthumous appreciation could be supplemented by a bit of concrete recognition during one's lifetime, it would really be much better.

DISTRICT NUMBER ONE ORGANIZES

THE NEWLY elected Governor of District Number One, Willis J. Hamrick of Beverly Hills, California, assumed office on October 1st. Bill has long been prominent in Legion work, holding various offices and becoming thoroughly familiar with the principles of successful organization. He lost no time in applying the knowledge gained from that experience to the problems of T.M.I. Getting right on the job, he was able to submit his plans and recommendations to the International board of directors at their meeting on October 15 as outlined below:

RECOMMENDATIONS

1. Each district to be no larger than one state.
2. Each district to be subdivided into Areas.
3. Each Area to be in charge of an officer (elected by the Deputy District Governors of that Area) known as the Lieutenant Governor.
4. Each Lieutenant Governor may hold any elective office within a club (other than that of Deputy District Governor) during his term.
5. Areas to be no larger than can be efficiently covered by the Lieutenant Governors.
6. Each Lieutenant Governor shall have Deputy District Governors within his Area under his immediate jurisdiction for the purposes of co-ordinating and carrying out his plans and programs as announced by the District Governor.

The object of restricting the size of a district to not more than that of a state, dividing said state into areas, and electing a Lieutenant Governor in charge of each area, is to simplify the International set-up so that an educational program can be properly instituted by the District Governor, and carried out in each area under the leadership of the Lieutenant Governor.

- To promote interchange of club speakers within their areas.
- To promote closer co-operation between clubs.
- To promote new clubs.
- To promote and sell the ideals of Toastmasters International to the respective communities.
- To promote the Scholarship Contest and to promote and carry out such other community activities as may be deemed fitting.
- To establish Toastmasters International in each community as the outstanding organization.

Realizing the value and workability of the recommendations, the directors lost no time in approving them, and Bill thereupon

promptly went to work. He visited many clubs, and also assisted in promoting new clubs within his district. For the information of all, the list of Lieutenant Governors in charge of areas is as follows:

Area 1: Santa Ana No. 1, Santa Ana "El Camino," Anaheim, Fullerton, Laguna Beach.—Lieutenant Governor: Walter Taylor.

Area 2: Los Angeles: L.A.T.M. Club, L.A. Noon Day, L.A. Southwest and L.A. Angeles Mesa.—Lieutenant Governor: Lou Kilgore.

Area 3: Hollywood, Beverly Hills, Westwood Village, Santa Monica.—Lieutenant Governor: Leo Coombs.

Area 4: Pasadena, Alhambra, La Verne, Pomona.—Lieutenant Governor: Ray Marchand.

Area 5: Glendale No. 1, Jewel City, Burbank.—Lieutenant Governor: Dwight Smith.

Area 6: Huntington Park No. 1, Huntington Park "Progressive," Walnut Park, Montebello, Long Beach "Gavel Club," Long Beach T.M. Club, and Whittier "Quakertowne."—Lieutenant Governor: Louis Hamilton.

Area 7: La Jolla, Escondido, Coronado, San Diego, Pacific Beach.—Lieutenant Governor: Robert Switzler.

Area 8: Ventura, Santa Barbara.—Lieutenant Governor: Harry Moore.

It will be apparent that each of these officers has a big job and an important one. Get to know them and give them your full co-operation. Also—under this set-up, it becomes obvious that each Club's Deputy Governor has greater responsibility and a bigger job to fill. In selecting him, each Club should look in its ranks and choose its best representative—a man who is energetic and sincerely desirous of seeing T.M.I. achieve its proper position in each community. Much can be done, and with the right co-operation, it WILL be done.



DON'T SAY IT

For the sake of better speech, help us relegate some undesirable words and phrases to the oblivion they deserve. Remember that as a rule any word used too often is a bad word for the speaker. The ones here listed have been worn threadbare. Don't use them if you can help it.

"I might say"	"You know"
"As you all know"	"You see"
"As I said before"	"Each and every"
"The next speaker is—"	"And-uh"
"Kind-uh"	"Gonna"

HOW WOULD YOU HANDLE THIS?

(In our last September number we proposed several questions on procedure. RAY C. GRUHLKE, Governor of District No. 2, gives the following replies:)

Question No. 1

I believe that the timekeeper should have a gavel and when the speaker runs overtime the timekeeper should keep the gavel going and, as a further preventive of overtime speaking, the audience might try getting up and starting for the door. We, however, have had little trouble in this regard. It has been emphasized throughout all of the meetings that the speakers must not run overtime.

Question No. 2

As to unfairness of the critics, the Toastmasters Club is no place to settle a grudge by criticizing the speaker. Certainly the speaker should not come back at his critic no matter how severe the critic is. Such a job would be the duty of the Toastmaster of the evening; however, in Olympia Toastmasters No. 1 the members are getting used to very severe criticism and are becoming pretty hardboiled so I doubt anything the critic might say would cause offense.

Question No. 3

....As to the critics being apologetic or talking too long, these things usually cure themselves, and a critic does not often do this a second time as the general critic can take care of him when it comes his turn.

Question No. 4

A unanimous ballot can not be cast by the secretary if one single person votes in the negative. This should be apparent to any well organized Toastmasters group.

Question No. 5

In Toastmasters Clubs it is very important that the speaking program start on time, and it often falls to the president to be arbitrary in his decisions. I believe that it is better for the president to rule a motion or a speaker out of order even though he is not following strictly Robert's Rules, than to delay the beginning of the speaking program. Toastmasters will realize that any business they may do is secondary to the real purpose of the group; that is, public speaking.

Question No. 6

The Toastmaster of the evening has no right to consider any motion and he should rule any business out of order with the statement that the president could take the matter up at the close of the speaking program.



"Your success will always be just a step behind your effort."



About the most useless thing in the world is a good intention that has never been made to get out and hustle for a living.

THEY CANNOT DO IT ALONE

TOM BUTLER, member of the Los Angeles Toastmasters Club

To help the weak is the responsibility of the strong.

The Braille Institute of America, Inc., which is always found back of every movement in the interest of the blind, offers a splendid suggestion to Toastmasters Clubs and to all public-spirited organizations and individuals. It is, that they make frequent use of the Institute's Employment Bureau.

Here is an interesting array of talent, available on short notice, and in great variety. Public speakers, singers and entertainers, these sightless, yet uncomplaining souls, naturally aspire to their proper place in the world. They are not seeking charity. They are eager to do their part and are fully competent to meet any demand placed upon them. Many of them are real artists in their respective lines, and all of them are capable of finished performance.

Any progressive program manager will do well to investigate what this Bureau has to offer in the way of entertainment. It will prove a pleasant contact and will open the way for mutual advantage. Give these people a chance. Telephone Olympia 1121, in Los Angeles, and ask about it.

The Braille Institute of America was chartered under the laws of California on the 100th anniversary of the Braille system of printing for the blind as a memorial to Louis Braille (1806-1852) who made it possible for the blind to write as well as read. It is a national nonprofit agency, devoted to the social, literary and industrial advancement of the blind. Headquarters is at 741 North Vermont Avenue, Los Angeles.

The Institute was established to acquire the assets and continue the work of the Universal Braille Press, founded in 1919 by J. Robert Atkinson, with the assistance of philanthropic friends. The activities of the Institute are sustained through occasional endowments, sale of memberships and voluntary contributions. Any contribution, however small, is gratefully received and faithfully used.

Careless—The housemaid, tidying the stairs the morning after a party, found lying there one of the solid silver spoons.

"My goodness!" she exclaimed as she retrieved the piece of silver, "someone of the guests had a hole in his pocket."

WORDS, WORDS, WORDS

"Such as thy words are, such will thy affections be esteemed; and such will thy deeds be as thy affections; and such thy life as thy deeds."
—Socrates

"Life consists largely in exchanging words," said Professor E. C. Lindeman in a recent lecture. "Primitive life in its simplicity needs and uses few words. A few grunts and signs may suffice when life is simple. But increasing complexity requires more and more words. New discoveries, new inventions produce new words. Added words lead to greater complexity of life. Human progress tends to keep pace with language and vocabularies. Ideas are useful only as they are released and exchanged."

If words are so important, and we agree that they are, we owe it to ourselves to choose them carefully and use them intelligently.

Good words are better than bad words. Good words well used are still better. But what constitutes a "good" word? Common usage on the part of cultured people is the final standard of language, so that a word which was not "good" a generation ago may be accepted in the best circles today, while the same test of usage causes words of yesterday to become obsolete or objectionable. Pronunciations change in the same manner, as in the case of "isolate," "economics" and "leisure," all of which have fluctuated in the dictionaries during the last thirty years.

Certain words which were classed as objectionable only a few years ago are becoming accepted at present to an extent which threatens to incorporate them in our speech. For example, there is the word "lousy" which, a generation ago, would not have been mentioned in public by any person of refinement but which is now heard all too frequently for the comfort of sensitive ears. In the days before the World War "lousy" referred to a particularly offensive insect whose existence implied filthy conditions and whose name was omitted in polite conversation. Today we hear it applied indiscriminately to all sorts of mildly disagreeable things. No doubt it has come into use partly because of our American tendency toward the daring in language, and it is used freely by many who give no thought to its background. But it is still a highly objectionable word.

A parallel case is that of "nuts," a respectable word in its proper use, but one whose connotations as an expletive are most unfortunate. Vaudeville comedians probably launched the word, and thoughtless people accept it and use it thoughtlessly, to the degradation of our language. Charming ladies carelessly use both of these really "bad" words and permit their children to pick them up and pass them on. Our speech would lose nothing at all in force or picturesque quality if these and a host of other borderline expressions were relegated to the silence and oblivion which they deserve.

But there can be no valid objection to the invention of new words provided they fill a real place of usefulness. Many writers and speakers seek striking combinations of sounds to express ideas in different forms, and occasionally the language is permanently

enriched. Radio speakers tend strongly to the production of such terms. In a recent issue of the Los Angeles Times, Dale Armstrong, commenting on radio affairs, used such words as radiorganist, radiorole, radio-ized, and cinemactor, not one of which is likely to become a permanent fixture in our vocabularies. But they add spice to his writings, even though he would not claim originality for them. The same writer refers to a new vocalist on the air as an "Oklahomiss," speaks of "forensic frenzies and syllabic cyclones," and suggests that Phil Harris may "Dixie-drawl his chatter."

Most of us have trouble enough mastering the good words of our language without adding more to the burden. Here are some chronic offenders as to pronunciation, enunciation, location and grammatical treatment:

"Great deal," all too often pronounced "grade eel."

"Politics," always should be used as a singular noun, taking a singular verb, as "Politics is," never "Politics are."

"Athletics" is another plural form used as a singular. Again we say "Athletics is," not "Athletics are." And please never put the extra syllable in this word. It is "ath-let-ics," three syllables. If you catch yourself saying "ath-e-let-ics" you may go to the foot of the class.

"Temerity" confuses itself with "timidity." Temerity means rashness, foolhardiness. If you approach a task "with temerity" it means that you rush in rashly, not that you are hesitant.

"Hectic" really refers to a gradual wasting away of tissue, a slow, constitutional process. Since the flush of the fever which accompanies tuberculosis is of this nature, physicians spoke of "the hectic flush," and from this use has come the impression that hectic means feverish, exciting, distracting. So common has this usage become that it is accepted, although it is etymologically without justification.

"Inquiry" still masquerades as "inkwery." If you wish to say it right, make the second "i" long in sound and give it the accent.

"Integral" takes the accent on the first syllable and is never to be pronounced as "intregal." You can help yourself by associating it with "integrate," to which it is closely related.

"Accurate" is a good word, deserving accuracy in pronunciation. Watch yourself to see whether you say "ackerate" or "ackrate." Both are very bad practice. Put the accent on the first syllable and give the long "u" its full value, calling it "you."

"Acumen" takes the accent on the second syllable and the "u" is long in sound. HERE are several words which always take the accent on the second syllable when correctly spoken: Detail, resource, research, idea, address, cognomen, decorous, fanatic, aspirant, condolence, incognito.

AND THESE take the accent on the first syllable: Harass, autopsy, exquisite, decade.

"Gyroscope" is pronounced with the soft sound of the "g," making its sound "ji-ro-scope." Do not pronounce the "g" hard, as in "get."

The best way to fix a word in your mind correctly, either as to pronunciation or meaning, is to look it up for yourself in a good dictionary of recent issue, make a careful note of its proper use, and then practice it until it becomes habitual to say it right.

Words are the tools of the speaker. He must know how to use the tools of his trade to the best advantage. Anatole France wisely wrote, "The finest words in the world are only vain sounds if you cannot comprehend them," and Emerson said: "A man cannot speak but he judges and reveals himself. With his will, or against his will, he draws his portrait to the eye of others by every word."

A TOAST TO OPPORTUNITY

JAMES H. HILL, President, Victoria, B. C., Toastmasters Club



R. TOASTMASTER AND GENTLEMEN: I do not know which I admire the more, your good nature or your optimism. Your indulgence in allowing me to appear before you must be evidence of one or other of those characteristics. If it be good nature, you will allow me to congratulate you upon the possession of that highly desirable trait; if, on the other hand, your indulgence is based upon optimism, I can only say that I trust that you may not be disappointed. I highly appreciate the opportunity you have afforded me and shall endeavor to voice my appreciation in the form of a Toast to Opportunity.

With a view to simplifying the presentation of my subject I shall follow that time-honoured, albeit rather elementary plan of speech building, under which what one has to say is divided into three main divisions, each of which, in turn, is presented to one's hearers for their information, their delectation, or their obfuscation.

Following that plan we find that our subject falls naturally, even easily and gracefully, into the three main divisions of our opportunities of the past, those of the present, and those of the future. Again, it might have fallen with equal ease and grace into the divisions of first chance, second chance, and third chance. This is a highly popular form of allocation, much in vogue at race-tracks, where it may be studied with advantage. I have myself studied it there upon occasion in a purely scientific spirit and solely, of course, with a view to determining its applicability to speech building. As a result of my investigations I am of the opinion that while it may be an admirable rule in so far as speech building is concerned, it appears to be unduly rigorous in respect to the results of the races. Just why the participants in those uncertain events should be limited to three chances I do not know, and indeed I have often had occasion to wish—and I say this with no little depth of feeling—I have often had occasion to wish they were allowed a much greater latitude of choice, say, fourth, fifth, or sixth, and in some extreme cases even seventh or eighth.

Like so many things in this mutable world, chances come and chances go. It is true that no specific opportunity ever repeats itself, that is, the exact combination of time and circumstance together with all the other component parts of any specific opportunity never can be repeated. This does not mean, however, that there never will be other opportunities of which we may avail ourselves—a comforting thought and one which it is well to remember when we appear to be suffering unduly from the "slings and arrows of outrageous fortune."

I do not mean that we are to grasp every opportunity which presents itself. There are opportunities and opportunities, and it is the part of wisdom to choose with discernment. Any one of you,

for instance, might have a chance to join a Polar expedition, but if you do not care for the Polar regions, it is highly improbable that you will seize that particular opportunity. Or, suppose that in the course of an afternoon stroll you see a hungry lion approaching. Now, undoubtedly, you are being given an opportunity to meet a hungry lion. If you obey the oft-repeated exhortation to seize your opportunity, you probably will find that your opportunity has seized you and is urging you with more force than politeness to join him at dinner.

I am quite sure, then, you will agree with me that we should exercise discernment in the choice of our opportunities.

And now I have no doubt that you are all of the opinion that it is high time you were given an opportunity to drink the Toast which I promised to propose—I have, therefore, much pleasure in asking you to join me in quaffing a cup to Opportunity.

A NEW DICTIONARY

The great Oxford Dictionary has been recognized by scholars as the great modern achievement in lexicography. On both sides of the Atlantic it has served to good purpose as an authoritative and fairly complete history of the English language.

Now comes the announcement of a new American Dictionary after the Oxford plan. Sir William Craigie, whose work on the later volumes of the Oxford Dictionary has earned him the gratitude of scholars the world over, has brought his experience to the aid of American lexicographers and philologists at the University of Chicago, where, for the past ten years, the American Dictionary has been in the making. This new work is modeled upon the English one although it will not be necessary for it at this time to reach such proportions.

Part I has been issued, covering the words from "A to Baggage." The plan of publication provides for the issuance of four parts each year until the whole twenty sections have been completed. This work will undoubtedly be in instant demand by all libraries as well as by scholars who can afford it. Any ambitious student of public speech will welcome the opportunity to make use of such aids to correct and interesting language.

UNDERSTANDING

If we find men with whom our hearts are in accord we become intimate friends though thousands of miles separate us; while next door neighbors remain total strangers if their hearts do not agree. In the world we may have many acquaintances yet those with whom we know our hearts agree are very rare. Even brothers do not know each other's hearts. Do not resent the fact that the world fails to know you.

—Kaibara Ekken (1629-1712)

SPEECH PREPARATION

(The following illustration of how a speech may be planned and started comes from a student in Santa Ana Junior College. The assignment was: Write an introduction emphasizing concrete illustration. Choose a subject suitable to a definite occasion. State the general purpose and the specific purpose. This example was turned in by Floyd Ellers.)

Occasion: Any farmers' meeting.

Audience: A group of farmers.

Subject: The necessity of farmers' cooperatives.

General Purpose: Persuasive.

Specific Purpose: To persuade my audience that they should form cooperatives.

Out on the farm today I had four horses hitched to a heavy load of hay. I spoke to the horses and only one put his shoulders to the collar. After a mighty heave he came back on the singletree and another horse jumped forward. Each horse made several mighty efforts to move the load, but alone he could do nothing. I quieted the team and when I spoke again they all started evenly and the load moved ahead easily.

And that is the way with the farmer's problems of buying and marketing. You each try to get a good price for your products and each try to get the things you need at reasonable prices. But the load is too heavy for each of you individually. If you will pull together in a cooperative movement, your load will move the way you want it as the load of hay did when the horses worked cooperatively.

NO THANKS, PLEASE

(Quoted from "INFLUENCING BEHAVIOR THROUGH SPEECH," by H. H. Higgins. Get the book and read it through.)

Do not say "Thank you" at the end of an address.

Many young speakers say "Thank you" in a quick, meaningless way at the end of their address and are somewhat embarrassed about quitting. If the speaker has made a good talk, there is no reason why he should thank the audience; he is the one who has done the work; they have merely listened; ordinarily, if anyone should say "thank you," it is the audience. On occasions, however, when there is some reason for thanking the audience, it should be done in other words than "thank you" since these words have been used so often that they have become meaningless at the end of a speech. The speaker should express his thanks in a simple, straightforward sincere manner in terms which have not become meaningless and trite under the circumstances.

Biblical—"Oh, mamma," said the child, "who's that?" He pointed to a nun who was passing.

"That is a Sister of Charity," was the answer.

"Which one," the boy persisted. "Faith or Hope?"

CLUB BULLETINS

Clever ideas in local bulletins are coming to the Editorial Office. Such publications represent serious work on the part of someone, and they are most useful in promoting interest.

Palo Alto's publication carries entertaining comments, helpful suggestions, and personal news.

Walter Widmayer's newsy sheet has not been reaching us of late and we miss its spicy comments.

San Diego Toastmasters are putting out an ambitious piece of artistic mimeographing, carrying programs, general information and hints on word usage. Here is an item from their November issue: "Use the right word. 'Deal,' in the sense of discuss, is properly followed by 'with,' and not by 'on' or 'of,' as, 'The subject deals with the necessity for taxation on personal incomes'."

Long Beach Gaveliers issue a monthly bulletin on their regular prize contest which seems to be arousing great interest.

James A. Smith, 825 Third Avenue, Seattle, is responsible for a newsy mimeographed bulletin of four pages covering the comings and goings of the clubs in the Northwest. When District Governor Willis Hamrick of Number One District sees this he will probably send out a five-page newspaper about Southern California's progress. The Toastmaster Magazine welcomes all of these helpful news issues which serve a useful purpose in disseminating many items for which there is not room in the magazine. Put the Editor on your club mailing list and thus help him to get acquainted with the better type of club literature.



Going back into the dim recesses of the past of Toastmasters history we discover that club bulletins are not new. The original Toastmasters Club, Smedley Chapter Number One of Santa Ana, used to publish its own bulletin before most of our clubs had been thought of. Here is an excerpt from the Club Bulletin of January 9, 1926, issued by Secretary Don Lemon:

"As I look back over my experience in our wonderful club I am reminded of a verse from Longfellow's poem, 'The Light of Stars':

O, fear not in a world like this,
And thou shalt know ere long,
Know how sublime a thing it is
To suffer and be strong.

"When making my first talk in the club I surely did suffer, but that is now a thing of the past. To any of the new or prospective members who need their knees braced I offer the above bracer."

WELL BEGUN IS HALF WON

(The following article is reprinted from the Bulletin of the Brooklyn Central Y.M.C.A. Any Toastmaster can profit by building his speech introduction on the lines suggested by the "great business man.")

A great American business man was asked long ago how he made such quick decisions.

"How do you do it?" a keen observer of his methods asked.

"People approach you with elaborate schemes and plans and instead of saying that you will consider the matter—take it under advisement for several days or several weeks—you say Yes or No—and the swift decision you make at the time, on the spur of the moment, is usually right. Again, how do you do it?"

"It is not a miracle," replied the business man, "it is not inspiration, or poetic genius or something akin to the occult. No, it is simply hard, common sense.

"I am guided by the first few sentences uttered by the person interviewing me. I have discovered from experience that if my interviewer does not thoroughly understand the proposal he is presenting, his approach will be confused. If secretly he does not believe in the proposal, his first sentences will be evasive. If the details of the proposal are not concrete in his own mind his first sentences will be abstract.

"On the other hand, a proposal that is opened by a sentence, or a series of sentences, embodying clearness, compactness and concreteness is usually worth while."

Looking at it from another angle, each of the interviewers above really challenged the big business man to a debate. Each interviewer took the affirmative of a proposition of his own liking while the business man was forced by the necessity of protecting his own interests, to take the negative.

And the world was told the principal characteristics of the arguments which won the debate—clearness, compactness and concreteness. Of what advantage is public speaking as it is usually considered, or extemporaneous oratory, if it does not make one's ideas, or opinions, or interests clear to another individual, or a group of individuals, or to an audience?

Today public opinion demands clarity. The rank and file of people no longer care for florid oratory and high sounding generalizations from public speakers or private individuals. The modern demand is expressed in such curt phrases as "Add up—", "Sez you—", "And—" "Blow off the froth—", and "Stop kidding—give us facts." The big business man above wanted clearness, compactness and concreteness in expression—so does the public—so does every intelligent individual.

Debating is a form of competition; it provides a technique of constructive criticism and where debating is a recognized public function, there freedom rules; where debating is stifled as in the dictatorship nations of Europe and Asia, there freedom is dead.

COMMENT

We invite suggestions and helpful criticisms from our readers. It is the purpose of the Editorial Board to make our magazine just as helpful as possible to all Toastmasters, everywhere. Your comments help us to fulfill that purpose. We have received with appreciation letters from various parts of our fellowship, some of which we offer:

From A. R. Mack, of Beckmann, Hollister and Co., San Francisco:

I particularly enjoyed your article on "The Man Behind the Rules," Dr. Hollingsworth's article on "Stage Fright," David Roth's articles on "Photograph Your Notes," and the article on "Forceful Speech." To me, these articles indicate a marked helpfulness on the part of your publication. I have found an increased use out of my newspaper reading by carrying a red pencil so that when I find an article by some writer who uses ordinary words in an extraordinary way or some old but newly used phrases, I can underline them. As a rule I can find from fifteen to thirty illustrations of forceful speech. The time it takes to underline them gives my mind a moment longer for impression and I am recommending it as a means of improving our use of words.

From several Los Angeles members:

"The articles in the September issue are most helpful. Give us more such articles and less of the speeches from members."

From Springfield, Illinois:

"The magazine was great this time. We enjoyed the articles and the president's message. Wee Willie is a scream. Give us some more of his work."

From La Jolla:

"We like the magazine and hope you will give us more information on memory and on speaking technique."

Diplomatic Burglary—A young couple who had received many valuable wedding presents established their home in a Los Angeles suburb. One morning they received in the mail two tickets for a popular show at the Biltmore. There was just a single line in the envelope: "Guess who sent them."

They amused themselves trying to identify the donor, but failed. They attended the theater and had a delightful time. On their return home, late at night, still trying to guess who was their unknown host, they found the house stripped of every article of value. On the bare table was a card on which was written: "Now you know."

TO START OUR THOUGHTS

FROM AN OLD-TIMER

"The most natural thing in the world for an American to do is to make a speech. When the genuine American is born and gets fairly on his feet, the first thing he does is to say 'Fellow citizens,' and after he has got through with the world and is about to leave, he says: 'Just one word more.' But silence is sometimes more agreeable than speech, as when the man said to the bird-trainer: 'I paid you fifty dollars to teach my wife's parrot how to talk. How much will you charge to teach the confounded thing to shut up?' And then there are times when silence is more restful than speech, as when the lady asked the physician for some medicine and he said: 'Madam, all you need is rest.' Said she: 'Just look at my tongue!' He looked. 'Yes,' said he, 'that needs rest too!'"

—T. DeWitt Talmadge

AUTOMATIC TIMING

At the University of California at Berkeley a three-minute hour glass is commonly used on orators on the campus. When the speaker begins the egg-timer is set in operation. When the sand has run through its three-minute course the chairman announces. "The egg is done." If the speaker runs over he is a "bad egg."

A BRAIN TEASER

This is the story of the "Bigger" Family. The family consisted of three persons. There was "Ma" Bigger, and there was "Pa" Bigger, and then there was "Baby" Bigger. Which of these three was the biggest?

Give up? Well, the answer is "Baby" Bigger, because he was just a little bigger.

They went on a trip to Boulder Dam, and while they were there "Pa" Bigger died. He was buried near the lake. Now, who was the biggest?

You could never guess, so we'll tell you. "Pa" Bigger was the biggest now—he was the Bigger by a Dam site.

AND HERE IS ANOTHER

In front of a second-hand store there was a pile of suit cases, with the largest one at the bottom and the sizes tapering toward the top. A dusty wayfarer stopped to look at them and read the sign on top of the pile, which said, "This size for 50 cents."

The wayfarer read it carefully. "This size for 50 cents," said he. "Well, so do I."

ZWIEBACK

Enough.—The colored youth whistled merrily as he shambled along the street in his open-work shoes and dilapidated clothes. A householder called from his porch:

"Sam, I have a job for you if you want to earn a quarter."
"No, suh, thank you all the same, boss," smiled Sam. "I done got a quarter."

• •

Old Age—"I'm growing old, and I know it," said Aunt Jane. "Nowadays the policeman never takes me by the arm when he helps me through the traffic."

• •

Argument—"Yes, ma'm," the old sailor confided to the inquisitive lady, "I fell over the side of the ship, and a shark he come along and grabbed me by the leg."

"Merciful Providence!" his hearer gasped. "And what did you do?"

"I let him have the leg, of course, Ma'am. I never argues with sharks."

• •

Church Customs—An old negro attended a service in the Episcopal Church for the first time in his life. Someone asked him how he liked it. "Not much, sholy not much," he declared. "Dat ain't no church for me. No suh! Dey wastes too much time readin' the minutes of the previous meetin'."

• •

Women—A woman missionary in China was taking tea with a mandarin's eight wives. The Chinese women inspected her clothing, her hair, her teeth, but most of all they were amazed at her feet.

"Why," cried one, "you can walk or run as well as a man."

"Yes, to be sure," said the missionary.

"Can you ride a horse and swim, too?"

"Yes."

"Then you must be as strong as a man."

"I am."

"And you wouldn't let a man beat you—not even if he was your husband—would you?"

"Indeed I wouldn't."

The mandarin's eight wives looked at another, nodding their heads. Then the oldest said softly: "Now I understand why the foreign devil never has more than one wife. He is afraid."

NEWS OF THE CLUBS

Salinas, California, Toastmasters have been busy promoting a new club at Gonzales, which appears to be up and coming, soon to apply for its charter. The Salinas Toastmasters have also had a joint meeting with the Toastmistress' Club, which has sprung up in their community to give the women a chance.

Olympia reports a Number Two club, while **San Francisco** comes along with a "Downtown Toastmasters," whose charter has just been issued.

Pacific Beach Toastmasters, located between San Diego and La Jolla, have applied for a charter, with 16 members on the roster. Their immediate community is probably the smallest one yet to establish a Toastmasters Club, but their initial interest promises success.

Santa Ana's Smedley Chapter Number One is sponsoring a new club at Orange, California. Several members of the Santa Ana Toastmasters clubs live in Orange and will help to get the new group well started.

Alhambra Toastmasters report a new club at Azusa, which is now holding weekly meetings and will at once apply for charter. It has the distinction of being the ONLY club in TMI that meets for a 6:45 breakfast meeting. Covina, in the same locality, is also about ready to apply for charter.

The anniversary of Toastmasters, October 22, was observed by the five clubs in Orange County, California, by a joint meeting held in Santa Ana, attended by 135 men representing a number of clubs in addition to those of Orange County. The officers and directors of T.M.I. were guests for a program of unusual quality and variety. The original Toastmasters club, Smedley Chapter Number One, was organized October 22, 1924. Several of the charter members and many of the past presidents were present for the anniversary celebration.

Radio work has been done by many of our clubs in connection with Community Chest campaigns, Red Cross, Christmas Seal appeals, safe driving efforts, etc. Many others have put on demonstration programs for service clubs and similar groups. All such service is commendable both for the good it does the cause aided and for the experience it gives the speakers.

District Governor Ray Gruhlke, of the Washington-Oregon District, is putting unlimited enthusiasm into his efforts to stimulate work in his district. The new club in Tacoma is his first big game. This was instituted October 30, at the Hotel Governor, to provide for the numerous anxious candidates on the waiting list of the Number One Club. It has an impressive list of charter members.

Baker, Oregon, Toastmasters have done good work in demonstration programs before other local clubs.

District Governor Hamrick, of Southern California District Number One, is full of plans for promotion and stimulation in the Southland. The joint meeting of Orange County Clubs which observed the twelfth anniversary in October was the first of a series of area gatherings to be held throughout the First District to promote interest and good fellowship.

Tucson Toastmasters, with red shirts, ten-gallon hats and other fixtures, descended on Phoenix and started a new club in the Capital City. They promise to have an independent district organized in Arizona before spring.

Springfield, Illinois, is advertising Toastmasters in all the neighboring communities. Director D. W. McKenney took a party to Williamsville recently to put on a program before the Men's Community Club. He is working on Bloomington and other near-by cities to arouse interest. The Springfield Toastmasters did notable service in the annual campaign of the Associated Welfare Agencies, the first time such an activity has been undertaken by a club in that city. Secretary Joy Hill had charge of preparation of daily radio skits, and in churches and stores and factories the Toastmasters told the story.

Walter Widmayer, foster parent of "Wee Willie," whose sage observations appear in this number, was recently elected president of the Southwest Businessmen's Association of Los Angeles. Walter writes, "I'm right up near the top, and I owe it all to Lydia Pinkham and the Toastmasters Club.

Orlando, Florida, Toastmasters, pausing temporarily in the political campaign of the fall, took over the local "safety first" campaign on Station WDBO, and then they elected Judge E. G. Akin president, and the interest is growing to such an extent that they anticipate a waiting list. We are not informed how many of their members were elected in the recent plebiscite, but have no doubt that they will be well represented in Congress and elsewhere.

Santa Monica has found a new field for service. Ten of the local Toastmasters are members of the First Presbyterian Church. Their minister challenged them to help with the mid-week services of the church, with the result that some excellent speeches are being made by the men, who are gaining good practice while rendering good service. Glenn Hovey, secretary of Santa Monica Toastmasters, was recently elected secretary of the Santa Monica Bay Minister's Association for his tenth year of service in that capacity.

Pasadena Toastmasters recently put on an old-fashioned "box social." They needed some money and some fun, and had both. Mrs. John Corlett's box of dinner took the high price, bringing in a bid for \$2.00, and President Corlett remarked that on the basis of his experience with her provisions, it should be worth the cost.

Boise, Idaho, followed up the November election with an original program. The subjects included "Accuracy of Preliminary Polls," "Influence of Special Blocs," "Effects of the Third Party Entry,"

and a series of one-minute talks on a variety of matters, ranging from the influence of Al Smith to the strength of the "dry" vote.

New Clubs, either already chartered or about ready to get under way, are noted from Phoenix, Arizona; Gonzales, California; Orange, California, and Pacific Beach, California. Tacoma's second club and San Francisco's new unit are both at work. The next three months should see at least ten more charters issued. Almost any lively Toastmasters Club can plant the seed and harvest a new club in its own vicinity. That is way our work grows and spreads

Yakima Toastmasters drove "over the mountain," a distance of 150 miles, to attend the dinner in Seattle in honor of past president Raymond Huff on November 16, when he received the presentation of the Toastmasters ring as a memento of the esteem in which he is held by his fellow Toastmasters. In addition to honoring Raymond, these Yakima talkers would appear to have demonstrated their vital interest in the movement. In turn, they received inspiration which sent them back to their own club fired with determination to do bigger and better things. One desirable enterprise will be to get at least one more club going within a reasonable distance so that they may profit by competition and fellowship.

Seattle gives promise of another "blessed event" with plans under way for the start of another club in that community. The new one will be Number Five, but we hope they find a more original name than that for it.

San Francisco's Downtown Toastmasters Club has an interesting roster, many of the members being registered from the same address, 417 Montgomery Street. This is the office of the Northwestern Mutual Fire Association, and the secret is that some time ago, under the guidance of C. W. Brennan, manager of the Northern California Division of the Company, a number of the employees of this firm organized a class in public speaking under the direction of Thomas Hunt. At the close of their course, Past President George White, or Golden Gate Chapter, sponsored the formation of the Down Town Chapter, which enrolled the entire public speaking class as members. They are branching out into new fields and their membership will gradually become more diversified, but for the present it is safe for any speaker to step carefully when he talks about insurance topics before this club.

Medford, Oregon, sends in a charter application barely in time to be listed in this number. Azusa and Covina, California, are probably next in line, unless Phoenix beats them to it. Minneapolis, Minnesota, is working on a club.

Columbus, Indiana, Toastmasters broke into front page space with the story of their ladies' night and anniversary program held on November 11, when T. P. Knoedler, engineer with the Reeves Pulley Company, was installed as president.

TOASTMASTERS SUPPLIES

Order from Arthur G. Porter, treasurer of Toastmasters International, Box 35, Fullerton, California. Prices quoted include delivery charges. Remittance should accompany order.

1. **The Amateur Chairman**, by Ralph C. Smedley, Founder of Toastmasters. A 40-page, pocket-size booklet, for ready reference by the unprepared president. Price.....\$.50
2. **Secretary-Treasurer's Record**. Limp leather cover, with printed forms for complete financial and attendance records and membership roster. Very complete. Cover and filler. Price\$1.00
(Extra fillers, 40 cents each.)
3. **Treasurer's Receipt Book**. 250 receipts, with duplicates, in pad punched for 3-ring binder. (Sample on request.) Price....1.00
4. **By-Laws**. Standard Constitution and By-Laws for Local Clubs, Mimeographed and stapled for filing in 3-ring binder. (Sample on request.) Price 1 dozen copies.... .75
30 copies.....1.50
Toastmasters International Constitution and By-Laws, mimeographed and stapled for filing in 3-ring binder. (One copy to each club, free.) Price.....Each.... .25
5. **Letterheads and Envelopes**. Same grade and weight paper as used by T.M.I., with same general set-up, without list of officers, but with local club name and address imprinted, together with the words: "Office of the....." (Samples on request.) 500 letterheads and envelopes..... 7.00
1000 letterheads and envelopes.....11.00
6. **Officers Manual**. A necessary part of the equipment of every officer, including brief but pointed explanation of duties, standard methods, and instructions as to general club operation. Price..... Each.... .25
7. **Constructive Criticism** — A Manual for All Critics. Mimeographed, 16 pages of vital information. Price.....Each.... .25
8. **Critique Sheets**. Two forms are available, both very good.
 - (a) The T.M.I. Form, prepared by Jean Bordeaux and J. Gustav White especially for use in Toastmasters Clubs. When folded it fits in a 3x5 cabinet (Samples of either on request.) Price, either form..... 500 sheets....1.00
1000 sheets....2.00
 - (b) The High School Public Speaking Contest Form, useful in criticizing all speeches.

PINS AND EMBLEMS

50. (a) Attractive lapel pins, with screw button back or safety catch pin back (state which). Blue enamel in White Gold:

Gold Filled: \$1.25 each)	Inquire for prices on larger quantities.
10K Gold: 2.50 each)	
14K Gold: 3.00 each)	

 (b) Official Pin for Junior Toastmasters: Very attractive pins or buttons, made in Natural Gold finish (no enamel), screw button back or safety catch pin:

Gold Plated: \$.60 each)	Inquire for prices on larger quantities.
Gold Filled: \$.70 each)	
51. **Past Presidents' Pins:**
Gavel Charms, with President's name, initials of club, year, and word "President" engraved,—entire length 1¼ inches; complete with engraving:

Sterling Silver \$3.50 each)	A most appropriate gift to an out-going president.
Gold Plated 4.00 each)	
10K Gold 7.50 each)	
52. **Presidents' Gavels:**
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Walnut2.00 each)	
Mahogany2.00 each)	
Rosewood3.50 each)	
Genuine Black Ebony 5.00 each)	
53. **Trophies, Rings, Awards:**
We have an arrangement with J. A. Meyers & Co., Inc., of 1031 West 7th St., Los Angeles, Calif., whereby we may furnish almost any article ordinarily required by a Toastmasters Club or Junior T. M. Club at very attractive prices. If ordering direct, please mention TOASTMASTERS MAGAZINE. Cost of packing and mailing Pins and Emblems will be added to the prices quoted.

FREE OF CHARGE

The following supplies are furnished to Clubs, in reasonable quantities, free of charge:

75. **Application for Club Membership** in Toastmasters International, for use in organizing new clubs.
76. **Applications for Membership** in Local Club, for use by individual members; a printed card 4x6½ inches, in the standard form recommended by T.M.I.
77. **"Facts"** concerning T.M.I.—The only available piece of literature published by T.M.I. giving a brief statement of the origin, history and purposes of the organization, in question and answer form. A very attractive folder with genuine "selling" powers.
78. **"The Toastmaster"**—Extra copies of the TOASTMASTER Magazine may be secured in very limited numbers for use in publicity and propaganda by local clubs.

THE RENDEZVOUS

ARIZONA

Charter No.

16. Tucson, Sahuaro Chapter—Tuesday noon, Pioneer Hotel (Parlor "C").
Secretary, L. Paul Hardwick, c/o Light & Power Co.
32. Tucson Toastmasters—Thursday, 6:15 P.M., Y.M.C.A. Bldg.
Secretary, A. M. Gustafson, 725 E. 10th St.

CALIFORNIA

34. Alhambra—Thursday, 6:3 P.M., Elks Club
Secretary, Emerson Winters, 500 N. Palm
2. Anaheim—Tuesday, 6:30 P.M., Marigold Cafe, 122 E. Center
Secretary, George Sloop, 201 Ellsworth
57. Berkeley—Thursday, 6:30 P.M., Y.M.C.A.
Secretary, Ben Rickli, Y.M.C.A.
43. Beverly Hills—Wednesday, 6:15, Sheetz Cafe, 422 N. Canon Drive
Secretary, Thomas A. Esling, 9382 Burton Way, Beverly Hills
36. Burbank—Monday, 6:30 P.M., Mission Bell Tea Room
Secretary, Cecil M. Schilling, 626 N. Olive
46. Burlingame—Wednesday, 6:00 P.M., Jackson's Restaurant
Secretary, R. W. Simcock, 1204 Burlingame Ave.
9. Coronado—Tuesday, 6:15 P.M., Coronado Country Club
Secretary, R. S. Brown, Box 196
54. Escondido—Wednesday, 6:00 P.M., Jordan's Cafe
Secretary, Charles Dove
37. Fullerton—Monday, 6:30 P.M., Kibel's Cafe, 108 S. Spadra
Secretary, Gale R. Kewish, 215 N. Lincoln
8. Glendale No. 1—Tuesday, 6:15 P.M., Y.M.C.A.
Secretary, G. E. Moody, 2803 N. Chevy Chase Drive
29. Glendale "Jewel City"—Thursday, 6:15 P.M., Sunshine Corner
Secretary, Raymond Houston, 600 S. Central
58. Hollywood—Tuesday, 6:15 P.M., Patio Tea Room, Ivar and Yucca
Secretary, Basil Gannon, 1268 S. Cloverdale
14. Huntington Park No. 1—Wednesday, 6:30 P.M., Cole's Cafeteria, 6514 Pacific
Secretary, R. K. Robertson, 3329 Flower St.
18. Huntington Park "Progressive"—Tuesday, 6:30 P.M., Cole's Cafeteria
Secretary, Paul F. Mekeal, 6211 Cottage St.
62. Laguna Beach—Monday, 6:15 P.M., Brass Rail Cafe
Secretary, W. R. Hoover, 271 High Drive
22. La Jolla—Thursday, 6:15 P.M., La Valencia Hotel
Secretary, Carter Good, Sorrento, Calif.
53. La Verne—Wednesday, 6:30 P.M., American Legion Hall
Secretary, Robert C. Jensen, 422 E. Juanita, San Dimas
11. Long Beach "Gavel"—Monday, 6:00 P.M., Masonic Temple, 35 Locust
Secretary, W. J. Hobba, 1982 Olive
35. Long Beach Toastmasters Club—Thursday, 7:30 P.M., 814 Hartwell Bldg.
Secretary, Charles F. Southworth, 656 Linden Ave.
3. Los Angeles—Tuesday, 6:30 P.M., Y.M.C.A., 15 S. Hope St.
Secretary, F. D. Schuman, 119 W. 4th St.

Charter No.

50. Los Angeles "Angeles Mesa"—Tuesday, 6 P.M., Merlen's Cafe, Crenshaw and 43rd St.
Secretary, Leroy Van Velzer, 1048 W. 53rd St.
48. Los Angeles "Noonday"—Mondays, 12:15 P.M., University Club, 614 S. Hope
Secretary, R. E. Russell, 1220 Maple Ave.
44. Los Angeles "Southwest"—Monday, 6:30 P.M., Beck's Cafe, 81st & Vermont
Secretary, Alvin A. Appel, 2119 W. 81st St.
20. Montebello—Wednesday, 6:30 P.M., Montebello Golf Club
Secretary, Lee Collins, Central School
66. Pacific Beach—Monday, 6:15 P.M., Casa Buena Vista, 5512 La Jolla Blvd.
Secretary, Willis Kenline, 722 York Court, Mission Beach
33. Palo Alto—Thursday, 6:00 P.M., Hotel President
Secretary, Joseph F. Donovan, 190 Park Ave.
6. Pasadena—Tuesday, 6:15 P.M., Y.M.C.A.
Secretary, E. W. Weigel, 812 Orange Grove Ave., South Pasadena
12. Pomona—Monday, 6:00 P.M., St. Charles Grill
Secretary, Glenn R. Younkin, Bank of America
27. Redwood City—Monday, 6:00 P.M., First Methodist Church
Secretary, Cliff Walk, c/o The Tribune
49. Salinas—Wednesday, 12:05 P.M., Jeffrey Hotel
Secretary, Stanley L. Burchell, 325 Riker St.
7. San Diego—Monday, 6:00 P.M., Cuyamaca Club
Secretary, Stanley A. Foushee, 50 22nd St.
56. San Francisco "Golden Gate" Chapter—Wednesday, 6:15 P.M., Y.M.C.A.
Secretary, Albert L. Benelisha, 894 Guerrero St.
65. San Francisco "Downtown" Chapter—Tuesday, 6:15 P.M., 26 California St.
Secretary, Thomas W. Thompson, 127 Palm Ave.
1. Santa Ana "Smedley Chapter No. 1"—Wednesday, 6:15 P.M., Daniger's, 2nd & Broadway
Secretary, D. H. Tibbals, Y.M.C.A.
15. Santa Ana "El Camino"—Thursday, 6:15 P.M., Daniger's Cafe
Secretary, T. D. Bird, R. D. 1, Orange
5. Santa Barbara—Thursday, 6:30 P.M., El Paseo Rotary Room
Secretary, Ralph Doran, 2108 Chapala
21. Santa Monica—Wednesday, 6:15 P.M., Red Door Tea Room, 153 San Vicente Blvd.
Secretary, G. W. Hovey, 465 22nd St.
64. Stockton—Thursday, 6:15 P.M., Y.M.C.A.
Secretary, Ralph M. Pedersen, Y.M.C.A.
24. Ventura—Tuesday, 6:15 P.M., Pierpont Inn
Secretary, J. G. Hathaway, Box 434
26. Walnut Park—Tuesday, 6:30 P.M., 2563 Clarendon Ave., Huntington Park
Secretary, Floyd L. Swanson, 6923-A Miles Ave., Huntington Park
30. Westwood Village—Thursday, 6:30 P.M., Mrs. Gray's Drive-Inn, 1222 Westwood Blvd.
Secretary, W. J. Hamrick, 8327½ Wilshire Blvd., Beverly Hills
19. Whittier "Quakertown" Chapter—Thursday, 6:15 P.M., Dinner Bell Ranch
Secretary, R. D. White, 110 S. Florida Ave.

FLORIDA

28. Orlando—Wednesday, 6:00 P.M., Duck Inn
Secretary, A. T. French, 1413 E. Central

IDAHO

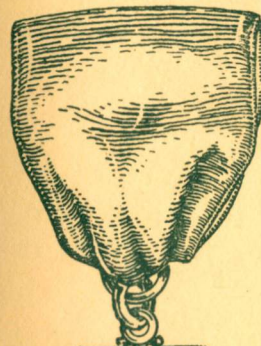
61. Boise—Wednesday, 6:00 P.M., Hotel Boise
Secretary, John Greenlee, 1st Nat. Bank Bldg.

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**Toastmasters International, Inc., is Organized and Promoted
for the Following Reasons:**

1. **TO PROMOTE** the growth and establishment of Toastmasters Clubs throughout the world.
2. **TO SPONSOR** the publication of THE TOASTMASTER, official organ of our Federation, and disseminator of the latest and best ideas on toastmastering.
3. **TO PROVIDE** literature and other assistance to make possible the establishment of Toastmasters Clubs.
4. **TO PROTECT** the name Toastmasters Club in order to confine its use to clubs conforming to the standards and regulations established by the majority group through Toastmasters International.
5. **TO STANDARDIZE** and maintain as nearly uniform as practical the procedure and ideals of Toastmasters Clubs.
6. **TO UPHOLD** before all the latest and best principles of public speaking and related conduct and procedure.
7. **TO ACT** as a medium of exchange tending toward the improvement of Toastmastering.
8. **TO ASSIST** individual clubs in solving and overcoming problems and difficulties which may arise in the organization and functioning of such clubs.
9. **TO PROMOTE** friendship among Toastmasters Clubs and Toastmasters.
10. **TO SPONSOR** friendly competition in public speaking among the member clubs of Toastmasters International.
11. **TO SPONSOR** contests in public speaking among organizations outside the Toastmasters Clubs, such as the High School Public Speaking Contest.
12. **TO PROMOTE** the technique of tactfully giving and gracefully taking criticism and profiting thereby.
13. **TO MAKE** the name Toastmaster a mark of distinction and of recognized ability in public speaking.
14. **TO ESTABLISH** the place of the Toastmasters Club in the life and work of the community.