

THE *Toastmaster*

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TOASTMASTERS INTERNATIONAL, Incorporated in 1932, is a non-profit educational organization of 760 active clubs, located in the United States, Canada, England, Scotland, South Africa, and the Hawaiian Islands, devoted to the work of helping men to become better speakers.

For Better Thinking—Speaking—Listening

(For Information, address Toastmasters International, Santa Ana, California)

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The picture of young Christmas Carolers which appears on the cover is the work of Harry Harvey, a member of Smedley Chapter Number One, and staff photographer for the Santa Ana Register.

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THE SONGS OF CHRISTMAS

By RALPH C. SMEDLEY

This is the month, and this the happy morn,
Wherein the Son of Heaven's Eternal King
Of wedded maid and virgin Mother born,
Our great redemption from above did bring;
For so the holy sages once did sing
That He our deadly forfeit should release,
And with His Father work us a perpetual peace.

Christmas is the festival of song. Prophets of old sang the Messianic theme. Angels sang at the manger birth. Through the ages since the first Christmas, the nativity has been the inspiration for the world's most gifted poets, painters and singers.

Some of the greatest of the Biblical poems center about Christmas. The Magnificat, the Ave Maria, the Nunc Dimittis, and the words of Zacharias, "Blessed be the Lord God," are tied in with the inspiration of that great event.

Best of all is the song of the angels, "Gloria in Excelsis," the familiar "Glory to God in the highest, and on earth peace, good will to men," in which the wonderful news was released to the shepherds.

No other holiday has so rich a heritage of old customs and observances and traditions as Christmas.

No other event in world history has given inspiration to so many poets, painters, sculptors and musicians. Around the

Christmas story cluster the greatest productions of genius of all ages and in all lines.

Each year, as the Christmas season comes around, we are once more reminded of the wealth of music and poetry which it has inspired. If we fail to recall the old hymns and to re-read the old poems, we fail to get truly into the spirit of the great Christmas festival. We miss the one great opportunity of the year to exalt the feelings of friendship and charity and brotherhood.

Refresh your soul with a review of the songs of Christmas.

Start with Milton's *Hymn on the Nativity*, the opening lines from which appear at the head of this article. It is a remarkable review

of traditions, both sacred and secular, together with historic events connected with the coming of the Messiah, put together in a rhyme and rhythm which will appeal to anyone with even the slightest appreciation for music.



Look up Longfellow's *Christmas Bells*.

I heard the bells on Christmas Day
Their old, familiar carols play,
And wild and sweet
The words repeat
Of peace on earth, good will to men!

Read—and sing, if you can—Charles Wesley's *Hark the Herald Angels Sing*, and that modern classic, *O Little Town of Bethlehem*, by Phillips Brooks. Nahum Tate's familiar lines, *While Shepherds Watched Their Flocks by Night*, give a condensed account of the happenings of the Nativity, in a manner reminiscent of the hymn-writing of the 17th century, when the Psalms were the basis of most hymns. Perhaps you did not know that Nahum Tate was once the poet laureate of England. This hymn is the one work by which we moderns know him.

Aside from the hymns, the old Christmas carols are full of inspiration. You will hear them during the holiday season, and if you get a chance, let us hope that you join in the singing.

Some modern poets have written what they like to call Christmas carols, and a few have been successful in producing good ones. Can you imagine anything more appealing than the one by J. G. Holland:

There's a song in the air!
There's a star in the sky!
There's a mother's deep prayer
And a baby's low cry!
And the star rains its fire, while the
Beautiful sing,
For the manger of Bethlehem cradles
a King!

Perhaps there is less of poetic

quality in this carol by Christian Burke, but there is no lack of the good spirit:

Has any man a quarrel?
Has another used you ill?
The friendly word you meant to say,
Is that unspoken still?
Then remember, 'twas the Angels
Brought good tidings of good will!

There is one of James Whitcomb Riley's less familiar poems which could very well be brought out at Christmas and put into circulation. It is reminiscent of Dickens' *A Christmas Carol*, and it carries the idea a little further than the original does. It runs:

"God bless us every one!" prayed
Tiny Tim,
Crippled, and dwarfed of body, yet
so tall
Of Soul, we tiptoe earth to look on
him,
High towering over all.

In this quick review of the songs of Christmas, no doubt we have missed some of your favorites. On the other hand, we may have suggested some unknown ones which you will be glad to look up. In no case can we overlook the hope expressed in the closing stanza of *It Came Upon the Midnight Clear*, by Edmund H. Sears. It is the hope of peace which underlies the entire Christmas celebration and which gives point to all our Christmas greetings and gifts. Here are the lines:

For lo! the days are hastening on
By prophet-bards foretold,
When with the ever-circling years
Comes round the age of gold;
When peace shall over all the earth
Its ancient splendors fling,
And the whole world give back the
song
Which now the angels sing.

(Continued on page 3)

President's Message

By LEWIS C. TURNER

Christmas Greetings to Toastmasters everywhere and a sincere wish for a bright New Year. May the spirit of giving which is in the air at this season of the year, stay with us throughout the year and enable us to be of more service to our fellow men.



Most of us have lived long enough to have learned that it is better to give than to receive, because what we give comes back to us multiplied many times. We cannot escape our obligation by saying we have little of this world's good to give. We can all give "good cheer" to the one who needs it and thus help to color an otherwise bleak world.

The very word "Toastmaster" suggests a genial person with a

ready smile. We all have friends who seem to carry happiness with them wherever they go; such a man was our friend Blair Alderman. They manage to throw sunlight where there are shadows and turn conflicts into conferences.

The gospel of "Good Cheer" is needed everywhere. We are so desperately intent on making a living that we forget to live. We are so wrapped up in our vocations that we forget that we owe our world at least the courtesy of a smile and each other a cheery word. As we close the books on 1949, I can think of no better philosophy for the New Year than that penned by Henry Van Dyke when he said:

*Four things a man must learn to do
If he would make his record true;
To think without confusion clearly;
To love his fellow men sincerely;
To act from honest motives purely;
To trust in God and heaven
securely.*

Songs of Christmas (Continued)

Make this Christmas one of special meaning and unusual enjoyment by refreshing yourself with the music, the songs, the poetry, the art of the season. There are new meanings which may open to you, even in the rush of Christmas shopping and the hurry of last-minute preparations. Look at the great event of the ages through

the eyes of people who have observed with the genius of creative interpretation. It will help you keep Christmas all the better, and it may help you to retain the spirit beyond the actual season.

Remember, with Henry Van Dyke: "You can keep Christmas, and if you can keep it for a day, why not always? But you can never keep it alone."

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Make It Good!

Someone has said, "The whole philosophy of failure can be summed up in a question of three words: *What's the use?*"

Another slogan for the one who fails is the old familiar: "It's good enough. It'll get by."

The man who is willing to let down and be satisfied with less than his best is done for before he gets started. Even when no one is looking, there is a tremendous moral value in doing one's best.

The story is told of a comedian, back in the days of vaudeville, who worked hard to put on his best act one afternoon at a matinee where the audience was very small. Someone asked him, "What's the use of straining yourself for just a handful of people?"

The performer replied, "David

Belasco might have been in that audience."

The time never comes when a man can afford to be less than his best. On the day when he lets down, he may muff the great chance of a lifetime. No audience is too small to merit our best, and no occasion is so unimportant that we are justified in doing work of inferior grade.

You may have dreamed of making a great speech, before a great audience, or of heading some great business enterprise with possibilities in the millions. Your chance of ever doing such a thing is being settled now, by what you are doing and the way you are doing it on the present task. You must be willing to do your best for the smallest audience or the least important occasion if you hope to deserve the chance at the big undertaking.

A man does not become the head of a great enterprise all at once. He works up to it. He does not start with a speech before a great multitude. He starts with the small audience.

Your speech at the Toastmasters Club may not be heard by thousands, but if you want your voice ever to be heard by the crowd you must make it good for the small group.

The size of the audience does not determine the greatness of the opportunity. Even before the smallest assembly, remember, "David Belasco might be in the audience."

Whatever the occasion, *make it good* if you hope to make good.

CHRISTMAS, THE SEASON OF JOY

But Christmas is not only the mile-mark of another year, moving us to thoughts of self-examination -- it is a season, from all its associations, whether domestic or religious, suggesting thoughts of joy.


A man dissatisfied with his endeavors is a man tempted to sadness. And in the midst of winter, when his life runs lowest and he is reminded of the empty chairs of his beloved, it is well that he should be condemned to this fashion of the smiling face.

--Robert Louis Stevenson

A Christmas Card For You

Only a little more than one hundred years ago was the beginning of the custom of sending Christmas greetings by means of ornamental cards. The tentative origin of the custom is given at 1846, when Joseph Cundall, a London artist, published the first of such cards on a commercial basis. His total issue that year was 1000 cards, laboriously produced by lithography, and colored by hand. It took fifteen or twenty years for the custom to become general. It took far longer for it to reach present-day proportions, with hundreds of millions of artistically designed cards carrying friendly messages of the festive season, and constituting an important article of commerce as well as an agency for good will.

The following pages carry friendly greetings and messages to members of Toastmasters Clubs. It is hoped that these "cards" may remind the recipients of their weaknesses and of their privileges, and of the desire on the part of their fellow members to help them to grow and improve as speakers. Since every member of each Toastmasters Club must at some time stand in the place to receive one of these greetings, it is believed that no one is overlooked in the general message of good will and Christmas cheer.



Greetings to

THE TOASTMASTER

*At this time, my friends, we have with us tonight—
It gives me great pleasure (I hope this is right)
I now introduce without further ado
Our speaker who now brings a message to you.*

Dear Mr. Toastmaster of the Evening:—

We don't mind your cliches and trite sayings and corny jokes, because we are used to you, and know that you mean well. We realize that your trouble is that you didn't give more than five minutes of thought to the program before you came to the meeting, because you figured that it is easy to introduce speakers.

We have stood a lot from you in the past, and, to speak frankly, we are tired of it. So we take this happy Christmas season as an opportunity to suggest that you put a little work into it next time you are appointed to conduct a program. You can do far better than you have done, and we think that we deserve the better treatment at your hands.

As our Christmas greeting to you, we offer some sound advice.

First, don't leave your preparations until the eleventh hour and the fortieth minute. Get in touch with the men on your program at least a week in advance, and talk with them about their speech subjects. That will help them, because it will remind them that they have speeches to prepare.

Second, try to tie their subjects together in some consecutive fashion, so that the program gives an impression of coherence.

Third, throw away the old bromides, and study how you can present each speaker in three or four crisp, attractive sentences, so that he will feel good about it, and the audience will wake up to listen.

Fourth, remember that you are the springboard from which the speaker is launched into his speech. Start him with a spring, not a dead, dull, disappointing anti-climax.

Do these things, dear Mr. Toastmaster, and we shall all have a happier Christmas and a far, far better New Year.



Greetings to

THE FUNNY MAN

*Ha, ha, ha! My sides are splittin'
Even if it isn't fittin'.
You'll howl, I'm sure, and ask for more!
(Excuse me please, this guy's a bore.)*

Dear Laughing Water:—

Do you "roll them in the aisle" with your effervescent humor? Does the witty retort snap from your lips with the sparkle of a cork popping from a champagne bottle? Are you just naturally funny, Mister?

If so, you can pass this, because Santa has given you more than your share. This is for your not-so-funny brother, the lad who has come to the place where he can give a serious speech without forgetting all that he came to say. Now he would like to liven up his talks with a little humor.

A little humor is all the average speech needs to boost it above average. It will relax you, the speaker; it will make your audience more friendly; it will make your serious stuff more acceptable.

Just remember a few don'ts and do's:

Don't ever let your audience know that you intend to do or say something funny. Surprise them. Laughs come from the unexpected.


Don't drag a story in by the heels just because it might be funny. Use stories to illustrate points in the speech. If the joke happens to go flat, it will still be on the subject.

Don't use dialect or imitations unless you can do them well. Practice such a story at home, in the office, or while driving your car (eyes on the road). When you are sure of it, you can venture to use it in a speech.

Don't say, "That reminds me of the traveling salesman who . . ." Ease into your story so that the listeners are interested even before they realize you are telling a "funny one."

Don't try to be funny at the expense of someone in the audience. Take a tip from America's best comedians: if you need a "goat," be it yourself, and then everyone can laugh.

Go ahead now, brother, try it. I'm starting to chuckle already. It's going to be a Merry Christmas for all of us.



Greetings to

THE HANDY MAN

*Around and around again
Each arm goes;
But what the man says
Nobody knows!*

Dear Handy:—

It's lucky for you that that romantic character, Don Quixote, is not a member of your club.

The very sight of a windmill raised his blood pressure, whereupon he charged, lance in hand. As it is, the verbal lancings of your evaluator can be as fearful as those of Don Quixote, so let's do something about it.

First, let's face it. You are a high-strung animal. So is a race horse. You can take heart at this. The thoroughbred comes to the post, nervous and skittish, hard to control. Then, bang! He is off to victory—or else. Properly controlled, he can win. Properly controlled, you can win too, but *you* have to do the controlling.

How do you act when you come to the post? Do you teeter from one foot to the other, so that a passing zephyr might throw you off balance? Do your hands move with your first utterance, and flay the air in meaningless gyrations? Do your many movements detract from the sincere thoughts you wish to express?

Yes, we know that it is difficult to sit on a keg of dynamite and remain calm, but you can do it. Control yourself.

Here is your medicine, to be taken in frequent doses:

Try some talks with planned gestures. This might be bad for some people, but it will help you. Plan some unemotional, descriptive speeches. Choose subjects with which you are so familiar that you will not have to think too much about what you have to say. Then concentrate on *how* to say it.

Plan some hand gestures showing how high, wide, long, skinny or fat something is. Then plan to control yourself. Stand easily, well balanced, and keep those hands at your sides. Tie mental ropes around them, and don't untie them until you need them for a gesture. Then, don't jerk, but easily raise a hand, or both hands, into your descriptive gestures, and afterward, return them to home base at your side.

There is a place for windmills, but it is not at Toastmasters' tables.



Greetings to

THE GENERAL EVALUATOR

*It's hard to find a word to rhyme with critic —
That's why "evaluator" is preferred;
Just so your attitude is analytic
We'll not make too much fuss about the word.*

Dear Mr. Critic:—

Let me wish you a Merry Christmas now, for fear I may be unable to say it after you get through with me.

In just a few minutes I shall be called upon to deliver my maiden speech as a Toastmaster. In my inexperienced opinion, you are the most important person in the room, because you are to give me an appraisal of my effort, and offer me suggestions for improvement, all remarks to be on the constructive side — I hope.

Until recently, I had never met a man in this room, which means that you know nothing about my past experience as a speaker. So please assume that I am absolutely a novice, and plan your comments accordingly.

I do not wish to dodge criticism which is due me, but, to be frank, I am afraid. In my few weeks as a member, I have heard such a wide variety of evaluation that I am confused. Why, only last week, with six speakers on the program, the General Evaluator and his helpers used forty minutes to appraise the meeting. Not only were the speakers individually criticized, but the aforesaid G. E. tore limb from limb whatever carcass was left. That seemed to me to be too much, both in quantity and in quality. Even an old, case-hardened Toastmaster could hardly be expected to endure so much.

You see, Mr. Evaluator, I want to accomplish what was promised me when I joined. I want to be able to think and speak on my feet before two people — or two hundred. I want you to tell me how I can best achieve this purpose. I want this information one point at a time, told frankly, without sugar-coating. But I would like to get the impression that you understand my shortcomings, and are sympathetic.

I hope my request is not too far out of line with Toastmasters traditions. If you can help me as I hope, it will make my Christmas a happier one, and it will add fervor to my Christmas wish for you.



Greetings to

THE NOVICE

*Don't be afraid — I am your friend;
I'm your evaluator.
In every way your speech to mend
I'll be a stimulator.*

Dear Mr. New Speaker:—

I am to be your evaluator tonight—and Christmas is just ahead! May my comments help to make yours a happier one.

Since this is your first talk, I shall follow for you a procedure quite different from what it would be if I were working on one of our older, more experienced members.

Here are some of the things I shall watch:

How do you stand when you talk to us? Do you stand erect, on both feet, or do you lean on the table or the lectern?

Are there mannerisms in your speech which may detract? Do you make faces when you talk? Do you wear a stern look as though you were a judge, pronouncing the death sentence? Or can you smile at will, and look pleasant at all times?

Do you look your audience straight in the eyes? Do you peer over the heads or at the ceiling? Do you talk *right* to them?

I shall not confuse you with comments about gestures and other fine points of delivery. I want you to get down now to some of the most obvious fundamentals.

These points which I shall mention are some that you can work on all the time. You can stand erect when in ordinary conversation; you can maintain a pleasant expression and tone; and you can look directly at the one you address. Thus you can form good habits. You can get part of your training every day, not merely at the club meetings.

And so I am going to leave the use of your voice, organization, opening, conclusion, and many other points for critics at later times. For this first speech, let's try to help you get into daily training on a few fundamentals.

If you concentrate on them, it will help you to have a happy Christmas, because you will be conscious of improvement in your speech.



Greetings to

THE TOPIC MASTER

*What's the topic? Make it good!
Some thought-provoking question;
For live discussion, with our food,
Stimulates digestion.*

Dear Chairman of the Trigger-Talks:—

We like your part of the program—usually.

Those well selected topics on which we can disagree, when you introduce them with some carefully prepared remarks (not many remarks, but well chosen) start us to thinking, and then to talking. They bring us up on our feet with ideas, and in exchanging our ideas with the others, we get new ideas. Sometimes they help us to make up our minds about important matters.

I remember with pleasure that discussion we had recently about the United Nations Organization. You had really prepared that one. Then you brought up the question of voting bonds for the new high school building, and how we went for that! Some votes were changed that time, as the men gained information about it.

But there was the evening when you came without any preparation at all. The President asked you for the Table Topic, and you had not even thought about it, so you gave us some inane stuff about the styles in men's neckties, and whether skirts should be longer or shorter, and we wasted—simply wasted—a good twenty minutes. We might better have been visiting with each other.

Subjects like that are all right some times, but you gave us no real start and we got nowhere.

The Table Topics period is the time when we have a chance to practice impromptu discussion—thinking on our feet—the kind of talking that most of us do most of the time. We can't afford to waste any of those precious minutes. If you do not prepare, the time is wasted.

With our sincere greetings to you at this Christmas time comes our earnest reminder that you can do a great deal for all of us if you settle down to a serious course of preparation for the best possible Table Topics session at every one of our meetings.



Fellow Toastmasters:—

At the Home Office in Santa Ana, we work unceasingly to furnish the materials and the inspiration for you and your club in the quest for improvement.

From you, through your friendly letters, your suggestions, your criticisms and all your fine contributions come the rewards, and the incentives to do everything within our power to help you further. As you avail yourselves of the opportunities in Toastmasters training to make yourselves better citizens, with enlarged possibilities for leadership and service, the worth of our movement is continually demonstrated.

By your loyal cooperation and your intelligent use of our service you have made the past year one of the best in all the twenty-five years of Toastmasters history. You have profited in your own life by the training, and by your evident improvement you have commended the work to other men. Thus you have stimulated us to exert ourselves in new efforts to serve and help you.

Your progress during the past year should help to make this Christmas an unusually happy one for all of us, and should spur us on to still greater achievements during 1950.

We who serve you wish for you and yours a very merry Christmas and a New Year which shall bring you health, happiness and success.

The Entire Staff.

An Opportunity For Toastmasters

By HERMAN E. HOCHÉ, of the Oakland Toastmasters Club, of Oakland, California

The Toastmasters Club is a most convincing demonstration of the fact that groups of men, regardless of their basic differences, can work together to achieve a common purpose without fear, suspicion, or hate interposing their evil influence. Such words as *fear, hatred, suspicion, malice, revenge* are not to be found in any dictionary or list of Toastmasters' principles.

We are critical of each other, but the criticism is given with the kindness of good fellowship and the unselfishness of suggestive help for improvement. We respect each other's rights in that we believe that all men should have equal opportunity to express their opinions. In fact, we are organized in order that they may do just that, and do it effectively.

There are many professions and trades represented in our membership. Almost all sections of the community are found in the clubs, as are various religious denominations and shades of political belief. We are a completely heterogeneous group, bound together by our common ambition to improve ourselves and increase our usefulness.

It is a marvelous example of how different kinds of men, with different ideas, even with different basic principles of life, can work together effectively in harmony, in the achievement of a common objective.

Among ourselves, we can disagree without being unpleasant. Can we go further, and help to dissolve the war-provoking clouds of fear, hate and suspicion which inevitably lead to conflict? Can we do anything to promote better relations in our own nation between opposing groups, so that civic and industrial progress may not be impeded? Can we even be of service in bringing about better international understanding?

I believe that we can do just these things by using and expanding in our daily lives and in our dealings with all men those simple principles which are current in our meetings as Toastmasters. To make my meaning clear, I give you three examples, local in their occurrence, but with the widest possibilities, if carried into larger relationships.

First, I was told recently by a member of our Oakland Toastmasters Club that since becoming a member, he had developed the habit of substituting kind words in place of a previous inclination to speak harshly and unpleasantly.

Second, another Toastmaster said that he now refuses to let himself criticize a fellow worker unless he first fortifies himself with a suggestion calculated to improve the situation and remove the cause for finding fault.

Third, I heard another Toastmaster state, in one of his Basic Training speeches, that he had

finally secured the job he had always wanted, simply because he had learned to respect the opinions of other people, through his training in the Toastmasters Club meetings.

These are comparatively small matters, but they illustrate what our training can do for men in changing their attitudes and opening the way for them to live more harmoniously with other people, remove causes of friction and win deserved advancement.

Let's analyze some of our daily actions and sayings. Answer these questions for yourself.

1. Do I always seek to use kind and friendly words in my associations with other men?

2. Am I always ready to give active help to those who find it difficult to help themselves?

3. Do I listen courteously and with attention to other people when they express their opinions?

4. Did I miss an opportunity today to speak a friendly, cheering, helpful word, or to refrain from some needlessly harsh or unkind speech?

Try those questions on your daily record, and then resolve that you will endeavor, tomorrow, to act like a Toastmaster at your office or store or shop.

New District 28 Presents the Governor



Paul W. Haerberlin, of Windsor, Ontario, is in charge of organization and development of the new District 28, which includes Michigan and Ontario. He is a native of Glasgow, Scotland, but has lived for many years in Windsor. He is a graduate of McMaster University. He is Branch Manager for the Equitable Life Insurance Company of Canada. He is a Past President of Windsor Toastmasters Club, No. 299 and is active in community affairs. Plans are under way to build the new district to 20 clubs this year, and to participate actively in the speech contests and other inter-club and inter-district work.

What are you doing, as a citizen with Toastmasters training, to exercise the virtues of kindness, thoughtfulness and respect for others? What use have you made of the principle of constructive criticism—the giving of friendly, helpful suggestions for improvement instead of scolding and finding fault? Intelligent use of these principles can contribute in some degree to the dissolution of the war-provoking clouds of misunderstanding, fear and hate.

Toastmasters alone cannot build the peace, but we can help. By taking our places, however small, as leaders on the road to better understanding and friendly, frank discussion of differences, we can help to enhance the will for peace.

With the principles by which we build our organization, and the Divine guidance for which we pray as we open our meetings, let us recognize our opportunity, as Toastmasters, and do our part in promoting unity and understanding among the people in our communities, in our nation, and all over the world.

With the enlistment of enough people, in enough nations, to follow that plan, there need never be another Pearl Harbor.

Tips For Talkers

Talk With Your Audience

Never talk “at” your audience. Talk “with them.”

An eminent New England jurist once lost a case in court which he had been very sure of winning, and he lost to a lawyer who was much his inferior in professional skill. When asked the reason, he said:

“It was very curious. I had all the law and all the evidence, but that other lawyer somehow got so intimate with the jury that they decided for him in spite of everything.”

To be intimate — on friendly terms — with your audience may be at least half the battle for the speaker.

How To Start a Speech

Thomas Wentworth Higginson once tried to explain how a speaker should get started, by recalling the story of a small boy who was sent to dancing school. He did not want to go, but his fastidious aunts told him that he must attend “in order to know how to enter a room.”

The boy said, “I don’t see anything so hard about entering a room. I just walk right in. What else is there to it?”

Mr. Higginson stated that in his judgment, the way to start a speech is to start right in with what you have to say.

The Speaker Should Write Much

“We must write as carefully, and as much as we can,” says Quintilian, “for as the ground, by being dug to a great depth, becomes more fitted for fructifying and nourishing seeds, so improvement of the mind, acquired from more than mere superficial cultivation, pours forth the fruits of study in richer abundance, and retains them with greater fidelity. . . . In writing . . . are the roots, in writing are the foundations of eloquence.”

The Old-Fashioned Orator

Senator Albert J. Beveridge, himself a speaker of notable ability, once delivered his opinion of oratory of the earlier days in these words:

“Burke would not be tolerated now. It is doubtful, even, if Webster would. The public had already tired of the lilt of Ingersoll’s redundant rhetoric, pleasing as was its music. Speech must now be a statement of conclusions. The listeners, with a celerity inconceivable, sum up the argument on either side of the proposition you announce, and accept or reject it by an almost unconscious process of cerebration.”

In other words, Senator Beveridge was an advocate of the plain, straightforward type of speech which is urged for all Toastmasters.

What's Going On



Ghostmasters In Victoria

This is the way things looked to a photographer from **The Daily Colonist** of Victoria, B. C., when Toastmasters Club No. 38 became filled with the Hallowe'en spirit. Hallowe'en vandalism was the general theme under discussion. The members entered into the occasion with costumes and complete disguises, as they related experiences of their own youth in connection with the ghostly festival.

Even their most intimate friends would have a hard time trying to identify those in the picture, but we are assured that the list which follows is approximately correct: Seated, wearing the "Chief" hat over heavy brows, is Secretary W. P. Wright. Next to him is Deputy Governor E. G. R. Hartman. Then come President A. G. Kinnis and Vice-President W. R. Gazzard. Standing are A. G. Slocomb, Edward Whyte, S. Olson and John Doughty.

Misha-Talka Talks

Misha-Talka Toastmasters Club No. 346, of Mishawaka, Indiana, cooperated with community leaders in presenting the cause of fire prevention during Fire Prevention Week in October. Volunteers spoke before service clubs, high school assembly and other groups, says Secretary George B. Newitt.

Brothers In Speech

M. T. (Hank) Brannan, of South Pasadena, California, Toastmasters Club, points with pride to the fact that his brother, W. H. Brannan, has been elected President of Saguaro Toastmasters Club No. 16, at Tucson. He is proud of "Junior" and wonders how many other brothers could be located in similar places in Toastmasters.

Spokane Speakers Help Handicapped

C. F. Brenton, President of Spokesmen Toastmasters Club of Spokane, reports on Toastmasters activities in connection with National Employ the Physically Handicapped Week. The Speakers' Committee provided speakers for 36 different assignments with various civic and social organizations, and secured the cooperation of many ministers of the city who called attention from their pulpits to the effort being made in behalf of the handicapped. Since all of the 36 speakers rehearsed their speeches before their respective Toastmasters Clubs before making the public appearances, the practice was of great value to them as well as to the cause they represented.

Surprise at Waterloo

The bulletin of Blackhawk Toastmasters of Waterloo, Iowa reports: Toastmaster Bob Mason stunned his speakers by announcing that he would assign new subjects, to give them experience in impromptu speaking. He allowed each speaker three and one-half minutes, followed by a three and one-half minute question and answer period, during which anyone in the audience was allowed to fire questions at the speaker. It was a startling experience for the speakers to have to lay aside their prepared talks and recast their thoughts on a new theme, and then to have to stand for the comeback from the audience, but they were all able to respond with good talks, and they gained excellent experience in talking without preparation.



Charter No. 761 was presented to Toastmasters of Schenectady, New York, at impressive ceremonies. The presentation was made by Eugene P. Weil, of Radio Station WGY, and accepted by President Arthur A. Merrill. At the right is Hall Sennstrom, who served as Toastmaster for the charter meeting program. The club's membership is largely made up of men from General Electric Company.

Albert Lea Celebrates

Toastmasters of Albert Lea celebrated the 25th anniversary of Toastmasters International and also gave recognition to the honor paid the club by the appointment of one of its members, A. G. Thorgeson, as Area Governor. Present for the occasion were five of the charter members, who were felicitated upon their 12 years of good service in the club.



In the picture are seen Tracy M. Jeffers, Treasurer of Toastmasters International; George Gilpin, who presided as Toastmaster for the evening; Claude Hormel, President; and A. G. Thorgeson, the newly appointed Area Governor.

Omaha Activities

Omaha, Nebraska Toastmasters took an active part in a speech contest sponsored by the Community Chest in October. This contest was open to all undergraduates of Omaha colleges and universities. There were twelve finalists who gave five minute speeches on subjects related to the Community Chest.

Former District Governor H. E. McEvoy, who is chairman of the Community Chest Speakers Bureau, presided at the contest, and the winner was selected by five judges from Omaha Toastmasters Clubs.

This year the Community Chest Speakers Bureau, which included many members of Omaha Toastmasters Clubs, performed one of the best jobs in the history of the organization.

Greater Greensburg, Pa.

For the Greater Greensburg Com-

munity Chest, the Greensburg Toastmasters Club was appointed to serve as the Speakers Bureau. A report submitted by Toastmaster Jess S. Mullin, Chairman, indicates that 34 speeches and 8 radio programs were presented during October, all handled by the Toastmasters, and all serving to promote the success of this effort to provide for community needs.

Every Week Is Better

Since our club has changed to a weekly meeting schedule, the benefits to be derived from meeting every week are quite obvious. All our members agree that a complete and satisfactory program can best be accomplished in this manner.

I have just read the account of the 1949 Convention in *The Toastmaster* and I certainly agree that the convention was "good business."

Reinhold Holm, Secretary, San Carlos Toastmasters Club, Pensacola, Florida

Canton Veterans

The American Legion Toastmasters Club of Canton, Ohio, reports exceptional opportunities for service. Recently the members put on a typical Toastmasters program before the Stark County Council of the American Legion. The success of this presentation led to an invitation for them to appear in January before the American Legion Council of an Ohio District comprising 9 counties. They will have a full hour for that program. Arthur Engelberg writes: "We wouldn't hesitate to appear before even a State or National Group now."



An interesting pair among the members of this club may be seen in the picture, William Seese, Junior and Senior. Both are faithful in attendance and service. "Junior" took time out to be married recently, but missed only one meeting. "Senior" gives priority to Toastmasters whenever there is a conflict of dates. As they appear in the picture, the young looking chap with the hat is "Senior."

Denver Carried On

Denver Toastmasters Club, No. 254, carried on its weekly schedule of meetings throughout the summer, breaking the tradition of summer vacation, and Secretary Pete Van Woensel reports splendid interest as a result, even to the extent of entering the Club-of-the-Year competition. There is no summer slump to recover from.



MAN WITH A HAT

When Executive Secretary Ted Blanding visited Dallas Toastmasters Club, No. 713, for the installation of new officers, one of the high spots of the event was presentation of a Texas hat—capacity 10 gallons, more or less. This was presented by Deputy Governor Joseph A. Shirley, through the courtesy of the Resistol Hat Company of Dallas. Seated to the left of Blanding is the new club president, James C. Irwin, manager of Coca Cola Bottling Company of Dallas. While the Dallas club is less than a year of age, it is settled down to serious work with a strong membership and a worthy program.

Enid Gets a Charter

The presentation of Charter No. 728, to the Toastmasters Club of Enid, Oklahoma, was "a wonderful time," as reported by Deputy Governor H. F. Donnelley. The charter was presented by W. W. Knight, Lieut.-Gov. of District 16, and accepted by Jack Tresner, first President of Enid Toastmasters. The occasion was made more interesting by the publication of the program in a miniature reproduction of the October issue of *The Toastmaster Magazine*, a most clever piece of work, reflecting hours of labor by Earl Mabry, as Editor, and L. G. McFarline as "publisher," and their helpers.

Book News

Public Speaking Without Fear and Trembling, by Mark Hanna (Macmillan Company, New York. Price \$2.75.)

At least, this one is different. Mr. Hanna has attempted to present the problems of the public speaker, with the solutions, in an unusual way. He has departed from the conventional methods of instruction in speech, and has produced a pleasantly readable book. He has a good background of experience as a lecturer and radio announcer, and he has done his share of work as teacher of public speaking in several colleges. If he conducts his speech classes in the same unconventional way that he presents the subject in his book, it is safe to infer that his courses are popular with students, for he knows how to dramatize situations.

For those who like to get speech instruction and inspiration from a new angle, this book will be a welcome addition to the library. It is well written and attractively designed. But the fact remains that one cannot become a speaker by reading about it. Practice, based on sound instruction, is the only way. For the student of speech who will read Mr. Hanna's book and then put it into practical use, it offers good material.

How to Build a Better Vocabulary, by Maxwell Nurnberg and W. T. Rhodes (Prentice-Hall, New York. Price \$2.95.)

This one also is different. It contains a large amount of information on words and vocabulary

building, presented in an entertaining manner, and even with numerous cartoons to illustrate the points. One can hardly read it without picking up some new words and gaining a better understanding of familiar ones. With a reasonable amount of study, one should be able to add considerably to one's stock of language. But there's the catch. You have to do some studying. Even this attractively done book lacks the magic formula for gaining knowledge without work. It is not particularly better than many other works on the same subject, except in its readability, but if you do not have at hand a modern book on vocabulary enlargement, and really want to add more words, this is a good one for you to own.

Webster's Geographical Dictionary, another in the Merriam-Webster tradition. (G. & C. Merriam Company, Springfield, Mass. Price \$8.50.)

This is a very convenient and complete collection of place names, with information covering all the important places in the world. It contains more than 40,000 entries, and many maps. You can find almost any place in it.

Here is a comprehensive atlas, for there are 177 maps included; a guide to pronunciation of geographical names both ancient and modern; historical data; charts and tables giving statistical information; and the answers to most of our questions which have to do with geography. All incorporated cities, towns and villages in the U. S. and Canada with 1,500 or more population are included.

What To Talk About

By ERNEST S. WOOSTER

Use Your Imagination

In the early 1880's, when there were no highways in California, my father drove a team from Stockton, California to Hillsboro, Oregon, a distance of several hundred miles, camping out each night, because there were few towns or villages, or even human habitations.

The trip must have been full of thrilling events and experiences.

But could my father tell about it? No, he had nothing to say about how he and his partner obtained food and horse-feed, of how they found their way through mountains and canyons, of how they forded streams in those bridgeless days, of the course they followed, the people they saw, the settlements they visited. What a loss to history in his failure to talk!

My grandfather was a "jerk-line" driver of wagon teams, freighting into the roaring mining camps of the Mother Lode—they still roared in the 1860's—but he hardly ever mentioned it. He settled down as a Bible-reading farmer, and apparently forgot his adventures in coming west before the railroads, and his experiences in primitive California.

Both men had wonderful stories, but they did not tell them. Experiences which would have thrilled me seemed commonplace to them, and they let them lie forgotten.

Can you do any better?

The art of telling is largely one of imagination.

By this I do not mean invention, or cooking up untruths. I mean the ability to see the interest, the thrill in an experience. It is the ability to see beyond the surface, and paint the picture which is invisible to the careless observer.

Most of us lead tranquil, eventless lives. High adventure does not impinge upon us. Few of us are snatched from the serenity of things we have always known—except for drafts into the armed services—to undertake vastly different enterprises in strange fields.

Consequently, when we make talks before our clubs, we fall back on the magazines or on books for our materials, employing at second-hand the imaginations of others. Sometimes we may tell of fishing or vacation trips, but as a rule these are commonplace experiences, which lack any compelling interest except for the teller.

Suppose you take your drab, colorless, adventureless job and leaven it with imagination. Instead of being just the milkman who delivers pints and quarts, butter and cream, tell about the things which people do not know.

What do you find in the dark hours before dawn? Could you perhaps be mistaken for a prowler, and invite a shot from some overzealous and sleepy householder?

Do the dogs bother you when you pay these early calls? What peculiar instructions do you get from customers? What odd objects and activities and persons do you find? What is your most amusing experience, your most exasperating customer?

Maybe you sell life insurance. What are the rackets—the ones the customers try? What are some of the unbelievable tricks of those who seek to defraud the companies? What little improbabilities do the prospective customers try to make you believe?

When and where did insurance originate? Are there some interesting details in the history of the business?

Possibly you are a clerk in a shoe store, whose job it is to make the outside of a shoe seem smaller than it really is, the inside large enough for the shoe to be worn—or at least sold. That doesn't appear to be highly adventurous or dangerous as a career.

But what about the idiosyncrasies of some of the customers? How often, on the average, do people buy shoes? How many pairs have you sold at one time to one customer? What is the biggest pair of shoes you ever sold? What is the most expensive? What about special orders, feet hard to fit? How does a shoe clerk regard men or women as customers? How do you manage to sell some of the strange styles? Just how do you go about deciding what size shoe a person needs? How can the novice pick out quality in a shoe?

There may be stories you can weave into the talk, incidents that

you have seen or participated in. Don't hesitate to "kid" the business, the customers, or yourself.

A dentist talked about "As the Dentist Sees the Patient." It was humorous. It was revealing, too. What our dentist thinks of some of us is not just what we would like him to think. He knows things about us that we wish he would forget, and we are glad that he has ethics regarding the relationship between the doctor and his patient.

Some men rise to positions of influence in their professions because they know *how to tell*. They put sympathy and humor and understanding and information into talk about their work, along with imagination and initiative and resourcefulness. Others in the same profession may know as much, or even more, but they do not know how to tell it. So the tellers become leaders.

There is no business, profession, job, so uninteresting that it does not provide material for speech, for the able teller. Look into your own daily task for the unusual, the odd, the humorous, the tragic elements. Then dress them up, and you have your speech.

You can be a *teller* if your imagination leads you to review your own work in an interesting, informative, and reasonably original manner.

Your own work may seem commonplace, just as my father's adventures in pioneering were to him all a part of the day's work, but to someone else, there may be thrills in what you find tiresome routine.



★ Herbert W. Hilker rises to remark that there's

Gold In Them Thar Pages

He is talking about THE TOASTMASTER magazine, and he should know, for he has been a faithful reader for years. He is a member of San Mateo Toastmasters Club, of San Mateo, California.

It is your turn to take part in your club's speaking program! Next week you are to function as Table Topics chairman! You have been appointed to serve as General Evaluator!

What is your reaction to such assignments? Stumped for a subject, do you take the easy way out and tell the Toastmaster that you will have to miss this one? Perhaps you would like to introduce some novelty in handling the Table Topics—but where to get ideas?—that's the question. You feel your own inadequacy as General Evaluator, but how are you to improve?

If such thoughts come into your mind, do not get the notion that you are unique among Toastmasters. All of us are plagued more or less by the same questions. The pay-off comes in what you do about them.

One way is to dismiss the matter from your mind, coast along, and let events take care of themselves. The other, and the only way, for men who want to get the good from Toastmasters training is to do something positive about these questions.

We can—and should—use our *Basic Training*, our *Speech Evaluation*, and *The Amateur Chairman*

and other excellent materials provided by Toastmasters International. These give us the fundamentals.

But most of all we need constant repetitions and reminders of the principles in a variety of forms, and this need is not overlooked. Every month there comes to each one of us Toastmasters a handy, attractive, pocket-size magazine called simply, *The Toastmaster*.

It is our gold mine of ideas, suggestions and information that can be invaluable if utilized. It brings up-to-the-minute reports on activities and ideas on better speaking. Literally, "There's gold in them thar pages," for the Toastmaster who wishes to progress.

There are several regular features which should not be missed. There is the educational and inspirational article by Ralph Smedley, to be found, usually, on page 1. The President's Message appears always on page 3. There is a timely and worth-while editorial on page 4. Of especial help to members and officers for better individual and club performance are such sections as "What's Going On?" "It's a Good Idea," "How We Talk," and "The Mail Bag." The page headed "This Month in Your Club" keeps one up to date on *Progressive*

Training and gives point to our speeches and our programs.

It is the habit of some Toastmasters, when they come across an article or a suggestion which promises to be of value in the future, to slip a paper clip over the edge of the page. Ready reference to these ideas is thus possible and convenient. Merely thumbing through the clipped pages of several issues of the magazine will uncover items which will add the desired variety or interest to your performance, when you stand before the club.

One of our clubs follows the plan of assigning once a month to a speaker the privilege of reviewing the current issue of *The Toastmaster* before the club. If well done, this should stimulate reading of the magazine by all the members. Even one hour a month spent in this manner by earnest Toastmasters will uncover the "pay dirt" for them, and will make for better speakers, better critics, better officers and, it just naturally follows, for better Toastmasters Clubs everywhere. Gold is there. You are the miner who finds the treasure.

THE RECORD OF GROWTH

Club No.	Club Name	City and State	District
751	Newport.....	Newport, Oregon.....	7
752	Beaver Valley.....	Beaver, Pennsylvania.....	13
753	Farm Bureau.....	Columbus, Ohio.....	10
754	Payette.....	Payette, Idaho.....	15
755	Dauphin Way.....	Mobile, Alabama.....	U
756	Civic Center.....	Oakland, California.....	4
757	Camosun.....	Victoria, British Columbia.....	21
758	John Galt.....	Greenock, Scotland.....	18
759	Gate City.....	Fargo, North Dakota.....	20
760	Prosser.....	Prosser, Washington.....	9
761	Schenectady.....	Schenectady, New York.....	U
762	Rankin Park.....	Greenock, Scotland.....	18
763	Plainview.....	Plainview, Texas.....	25
764	Nutmeg.....	New Haven, Connecticut.....	U
765	Sandia.....	Albuquerque, New Mexico.....	23
766	Northwestern.....	Detroit, Michigan.....	28
767	Alliance.....	Alliance, Ohio.....	10
768	Columbine.....	Denver, Colorado.....	26
769	Boulder.....	Boulder, Colorado.....	26
770	Kaiser Steel.....	Fontana, California.....	F
771	Portsmouth.....	Portsmouth, Virginia.....	U

REISSUED NUMBERS

581	The Clearwater.....	Red Lake Falls, Minnesota.....	20
646	Gardena Valley.....	Gardena, California.....	1
560	Forty Niners.....	Minneapolis, Minnesota.....	6

Turning Mind Power Into Action

By HARRY M. BANFIELD, of Oregon Toastmasters Club, Portland, Oregon.

Man is great!

He is the crowning work of the Maker of all created things.

But man gains his greatness and maintains his position of supremacy solely because he possesses that wonderful power: *Mind*—the ability to think, reason, and forge forward along the lines of his choice.

Inasmuch as no other possesses this *Mind* attribute, man is impassably separated from all other orders of creation.

Genius is the classification given to certain men who exhibit rare qualities of mind power. It is used to describe the kind of men who concentrate and intensify to the ultimate degree those phases of brain energy which most men use only in weak, scattering ways.

Men of genius are the guideposts where history records men's progress, the passage from the beginning to the end of human achievement.

Men of genius like Edison, Steinmetz and others are as snow-capped peaks rising above the foothills where linger the multitudes of mankind.

I have sought to discover the causes or secret—the foundation principles—of the genius type of mind. Time after time I have asked myself:

First, is Genius a divine endowment, the despair of those to whom it does not come early and clearly in life?

Second, are men of genius a race apart, each one struck off

from the Great Center only at odd intervals?

Third, are there certain definite laws which the superior man applies?

Those are some of the questions for which I have tried to find answers in my own mind. They have perplexed me, yet in whatever direction I have stretched my hand for some tangible result, always was it made manifest that the genius type of mind exemplified these deep truths:

1. *Thought* intensified
2. *Vision* made concrete
3. *Clear observation* frozen into fact.

In short, it is mind power turned into action!

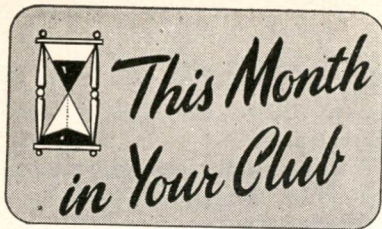
I have come to the conclusion that genius is a form of swift, unwavering, energy-charged, will-directed thought-force, which can be vitalized into everyday living.

This I believe is the turning point at which men of genius in all ages are separated from the less effective ones, the members in good standing of the humdrum crowd.

Grasp this fact: You have within your make-up every one of the qualities and traits which the great man has. The degree to which you develop and apply these forces is one of your own choosing.

The successful leader—the great man—is the one who rises above the average.

You have the endowment. It is for you to decide the degree to which you will raise it.



Christmas comes on Sunday this year, so that no Toastmasters Club needs to miss its regular meeting unless that regular meeting falls on Monday, which will be the legal holiday. Thus it is possible to offer program suggestions for four December meetings.

The Point of Emphasis

Colorful programs and entertaining speeches are the order for this holiday month. The Christmas spirit should be in the air and in our hearts. Let us translate it into our programs.

The committees in charge of program arrangements have a rare chance to plan well, and to "put on a show" at each meeting. *All four* of the meetings should be carefully planned, with type of program determined in advance, and with all speech subjects assigned.

One meeting may well be devoted to the Christmas theme. Detailed suggestions are offered in the December *Progressive Training* bulletin, which is in the hands of club officers.

Plan one program built around the historical events and anniversaries of December. Again, refer to the *Progressive Training* bulletin for details.

Make one meeting an impromptu one. Each member receives his assignment as he arrives at the meeting. Toastmaster, evaluators, speakers, topic chairman and other performers are notified on arrival. With careful planning by the committee, a remarkably good meeting can be developed in this way.

This will leave one program to be worked up by the program committee on its own. Don't slight this one. Let the month of December stand out with four strong, attractive, colorful, well-planned programs.

The Evaluation

Use written criticisms this month. Let each program and each speech be evaluated on the basis of its entertaining qualities. Provide two evaluators for each speaker, and have each one hand the speaker his written comments, while some one evaluator gives the oral criticism.

Planning and Execution

If *Speechcraft* is to be presented this season, get ready to start it in January.

Fill up any vacancies in the roster, so that 1950 may find your club in the high class of membership and attendance.

Check up on your Club-of-the-Year participation. Make sure of winning honors in your area, or in your district, or in the finals.

Your club speech contest is under way, of course. Have you undertaken the "*Contest for Critics*" proposed in the September issue of *The Toastmaster*?

Recommended Reading . . .

Imagineering

That is a good word, recently invented by some clever phrase-maker. It is a word we need, so you may as well make a note of it, and try to cultivate what it means.

Imagineering signifies that quality which enables one to look below the surface, see beyond the obvious. It is what helps one to find "sermons in stones, and books in the running brooks." It is an art or facility needed by every speaker.

Probably your imagination will be the better for cultivation. Give it a chance during this festival month of December, when heavy reading is not so popular. Reach for relaxation and imagination at the best. Find it in Lewis Carroll's *Alice's Adventures in Wonderland*, and *Through the Looking Glass*.

Read these childish stories as purposeful nonsense. Approach them with the mature mind. Consider their background of profound thought.

The Reverend Charles Lutwidge Dodgson (Lewis Carroll) had a sense of humor which could never be eclipsed by his ministerial dignity. His logical mind was of that quality which could make puns that "come off," and twist words into strange interpretations. It takes a logical mind to write nonsense which endures because it is so inherently sane. This writer was

a logician, a mathematician, a philologist.

Read the *Adventures* for some extraordinary specimens of illogical logic, logical puns, and sanely insane nonsense.

Read *Through the Looking Glass* for interesting touches of etymology, and for an unobtrusive treatment of the theory of the fourth dimension.

Alice's adventures in the strange realm beyond the looking glass are suggestive of the possibility of life on other planes than ours, such as might be found in the fourth dimension. There is much of simple philosophy to be found in observations of the Cheshire Cat, of Humpty Dumpty, and even of Father William.

Read these delightful fantasies, and try to discern the meaning under the nonsense. Don't leave all the joy of imagination to the children.

Dr. Albert Einstein, himself one of the greatest of mathematicians, has said: "Imagination is more important than knowledge." Joseph Joubert wrote: "Imagination is the eye of the soul."

Every great inventor has been a dreamer. The truly great speaker sees visions. Cultivate your own sense of the impossible and the fantastic, and you can at the least add new interest to your speeches.

But always remember: "Be careful what you dream. It so often comes true."

HOW WE TALK

Platform Echoes

It is good fun to listen to the errors in diction made by speakers, not only in Toastmasters Clubs, but in all sorts of surroundings. Here are a few "howlers" heard in recent weeks:

"American manufacturers are producing goods of a very high nature."

"There wasn't a man on board the vessel but what couldn't have done it."

"I do not doubt but what you haven't heard this . . ."

"I was just a beginner at the game, trying to break my spurs . . ."

Can you get the meanings from all of these? That last one would have floored all of us except for the context. The speaker may have been confused by a recollection of the old saying about the knight who "broke a spear." One hopes that he did not literally mean breaking a spur on his poor horse.

There was the speaker who begged us to help "increase the standard of living" for all nations. Probably he meant to "raise" the standard, for one has trouble to understand just how a standard can be increased. He is the same

one who wanted us to "solve a crisis."

Such errors are not fatal, but they are disconcerting when you are listening to some speaker who is supposed to be authoritative. If he does not know how to speak with a reasonable degree of correctness and clarity, we may suspect the quality of his authority on the matter discussed.

Probably it is a case of talking faster than he can think, as with the speakers, all too many of them, who start to say something like "so far as the cost of the materials is concerned," but get sidetracked half way through the clause and wind up with "so far as the cost of materials," and leave off the final words, which would give the finish to what is said. Watch that "so far as something is concerned" in your own speech. If you haven't developed the habit of muffing it, be glad, and be careful to continue to say it right.

Reviewing the items listed above, remember that American goods can be of high quality rather than high nature. Look out for double negatives, as in examples two and three; and don't get the "but what" habit. Try to raise the standard of living if you will, and meet a crisis boldly, but don't try to solve it unless it is a problem.

These are not such tremendously important matters, but little slips and errors are like the little foxes that spoil the vines, much better excluded from your vocabulary vineyard. It is mostly a matter of thinking before you speak.

Why . . . Do We Say It?

"All dressed up, with nowhere to go."

William Allen White, famous editor of *The Emporia Gazette*, used this expression when Theodore Roosevelt refused to become a candidate for the presidency for the Progressive Party, in 1916. This refusal killed the Progressive Party, of which White was a leader. He remarked that the party was left "all dressed, in their fighting clothes, but had nowhere to go."

"There's a sucker born every minute."

This remark is credited to Phineas Taylor Barnum, the great American showman, who built his business on the theory that people like to be fooled.

"Mrs. O'Leary's cow."

When the great Chicago fire occurred in 1871, many efforts were made to identify the cause. One popular story was that Mrs. O'Leary, whose family lived in a tumble-down shack near the River, went out to the barn to see that the cow was all right for the night, and that the cow kicked over the lighted lantern which the lady carried, thus starting the conflagration which cost 300 lives and some two million dollars' worth of property. The story has never been confirmed, but it lives.

"54, 40, or fight!"

Oregon originally included all the territory between the Rocky Mountains and the Pacific Ocean, north of latitude 42 degrees. There

was a sharp dispute with England about the northern limit, England claiming considerable territory for Canada. The argument became so bitter that it threatened to cause war in 1844. In the campaign for James K. Polk for President, "54, 40, or fight" was a popular political slogan. Finally, both sides compromised on the 49th parallel as the boundary, and war was averted. The phrase was attributed to Senator William Allen, of Ohio.

"Politics makes strange bedfellows."

This phrase is used by Charles Dudley in his little book, *My Summer in a Garden*. That book, by the way, is well worth reading, for amusement. Mr. Warner probably deserves the credit for the remark that "everybody talks about the weather, but no one does anything about it." This has been attributed to Mark Twain, who collaborated with Warner on some occasions. We may be sure that one or the other of them said it.

"In a smoke-filled room in some hotel."

At the Republican national convention in Chicago, in 1920, Henry M. Daugherty was asked who would be nominated. He replied: "The convention will be deadlocked, and after the other candidates have gone their limit, some 12 or 15 men will sit down about two o'clock in the morning, around a table in a smoke-filled room, and decide the nomination."

Program Suggestions

The Story of Human Freedom

Write to Denoyer-Geppert, 5235 Ravenswood Avenue, Chicago 40, Illinois, (enclosing fifty cents) for a copy of *Sweet Land of Liberty*, a graphic story of *Our Democracy*; how we got it—how it works—what it does for us—how we can keep it.

This beautifully printed and illustrated brochure by Francis L. Bacon is a worthy addition to any citizen's library, and especially to the library of the speaker. It carries the story of the struggle for freedom from the days of the Magna Carta on through the years of growth of democracy in America to the present day of the United Nations Organization. There are 20 charts, each with explanatory notes, tracing this development, and presenting historical facts in a convenient and attractive manner, ready for easy reference.

Even if you never make a speech, you can gain a better understanding of the fundamentals of democracy by studying this booklet. If you have occasion to make speeches, as every Toastmaster does, here is a wealth of information for you, boiled down to basic facts.

If you have anything to do with the Program Committee of your club, you will find here the inspiration and material for several illuminating programs which will be good for the members in general as well as for the speakers.

National Brotherhood Week

This nation-wide observance comes each year at the time of Washington's Birthday. The purpose is to create better understanding between all religious groups and organizations and to promote friendship through this understanding, so as to remove causes of friction.

Toastmasters can serve again this year as in the past, by preparing speeches and programs for use in their clubs and elsewhere. Now is the time to start the plans. Write to National Conference of Christians and Jews, 381 Fourth Avenue, New York 16, N. Y., for information and program materials. The purpose is a worthy one, and the opportunity for service through speech should not be neglected.

United Nations Organization

In days when world peace is so much in the minds of all thoughtful people, the work of the United Nations Organization should not be overlooked. Frequent speeches and discussions on its work and its problems should find a place in Toastmasters Club programs. Information on all phases of U.N.O. activities is available to those who are interested. Write to Group Relations Branch, Division of Public Liaison, Department of State, Washington 25, D.C. for material suited to your needs. Or ask your Congressman to have a supply sent to you.



Garden Chatter

At Pasadena, over Radio Station KXLA, J. J. Littlefield is heard every Friday afternoon at 1:15 in a popular *Garden Chats* program which has won popular favor. There would be nothing sensational in that except for the fact that J. J. Littlefield is a Toastmaster in Pasadena (the City of the Rose Bowl) and that he gives credit to his Toastmasters training for the ability to do the speaking which he does nowadays, not only on the radio but before many organizations. He writes: "It is all due to Toastmasters training. If I hadn't gone into the Toastmasters Club, I wouldn't have had good speech technique, and I could never have had the nerve to start the *Garden Chats* program. For all of this I am grateful to the Toastmasters."

He Heard a Speech

Please give me information on how to organize a Toastmasters Club.

Dr. — — was a classmate of mine in college. At that time, he wouldn't stand before an audience any more than he would attempt

to walk on the surface of the ocean. About two months ago, I saw him before an audience of 5,000 people, telling us about the Toastmasters Club. I rubbed my eyes when I saw his name on the program, but when his turn came, to my amazement, he talked like a seasoned speaker. And so I want to know how to organize a club.

—Frank Sartz, Knoxville, Tenn.

Encouraging!

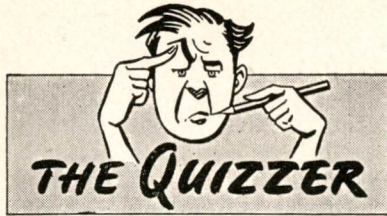
I appreciate your letter concerning my completion of Basic Training. I wish I had been encouraged to finish it long before—so I am trying now to encourage others to do it.

—Robert Hovey, Governor of Area 2, District 1.

Wearing The Emblem

I am urging the individual members to wear their lapel buttons at all times. Being an unusual emblem, it arouses curiosity in those who see it. I tell the men that when they are asked about the button and about the Toastmasters Club, they should say, "We teach men to speak." There is magic in that phrase. It puts the Toastmaster on a basis of equality with any man who raises the question, and frequently places him in an advantageous position, especially if he is trying to sell something to the questioner. This is just another way of taking a psychological advantage of the fact that most men have great respect for men who can speak. Wear the emblem proudly, and talk about it when the chance arises.

—From a District Governor



Fun With Figures

The so-called "magic square" is always a popular puzzle with people who have a leaning toward mathematics, and who like to juggle figures.

In its simplest form it is a three by three square, with all figures so arranged that all the columns and rows, as well as the diagonals, will add up to the same number.

There is one arrangement, and only one, by which the numbers from 1 to 9 can be so arranged. Try to work it out. Draw a square of 9 divisions, 3 in a row. Then arrange the figures from 1 to 9 so that in whatever row or column or diagonal you may add them, the total is 15. That gives you a clue. See if you can follow it. The solution is given below. If you wish to have fun at a party, memorize this square and mystify your friends.

These rows may be placed in reverse order without affecting the result, so long as the figures are not mixed up diagonally or vertically in the rows.

9	1	8
7	5	3
2	6	4

THE SOLUTION

Riddles

"How many legs will a sheep have if you call the tail a leg?" asked President Lincoln of some friends.

"Five," they all answered.
 "You are mistaken," said Mr. Lincoln, "for calling a tail a leg won't make it one."

"Pa, what's the difference between a hill and a pill?"

"I don't know, my son, unless it is that a hill is high, and a pill is round. Is that it?"

"Naw! A hill is hard to get up, and a pill is hard to get down."

Many Orations

There are a number of words in more or less common use which include *oration* in their make-up. In the following list, you are to discover, from the definition given, just what word is intended, with the understanding that each word must end in *oration*. For example, give a word ending in *oration* which means a stain. You should immediately recognize *discoloration*.

Now go on with the list. Here is the definition. You decide what *oration* is intended.

1. A process of searching
2. A definite limitation
3. Careful development of detail
4. Giving life or strength
5. The discharge of oral fluids
6. A legally organized company
7. A celebration which calls to remembrance
8. An ornament
9. Decadence
10. Conclusion of an oration
11. Worship.
12. Improvement

THE ANSWERS

1. Exploration
2. Proration
3. Elaboration
4. Invigoration
5. Expectoration
6. Corporation
7. Commemoration
8. Decoration
9. Deterioration
10. Peroration
11. Adoration
12. Amelioration

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When writing to the Home Office, please address your letter to
 Toastmasters International, Santa Ana, California.

Dr. James F. Bean
1013 Milan Ave.
So. Pasadena, Calif.

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Let Us Give Thanks

A message from Ralph C. Smedley

Perhaps you have been embarrassed when called upon unexpectedly to "return thanks" or "ask the blessing."

I have seen this happen so often that I have become convinced that something should be done about it, and this is what we have done:

We have prepared—not a book nor a pamphlet of forms for saying grace, but a box of convenient cards carrying suggested forms.

55 handsomely printed cards enclosed in
1 attractive box, carrying
55 forms for returning thanks on various occasions
Price one dollar—\$1.00—including tax and postage
charges

An attractive and useful Christmas Gift for any man or woman.

Mail your order today, enclosing one dollar for each box of "Saying Grace" cards that you desire, and they will be sent promptly, in time for use as a Christmas Gift.

Address your order to
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