

DECEMBER, 1965

THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING



WASHINGTON, D.C.
Toastmaster Town of the Month

In This Issue:
Youth Leadership Program

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TOASTMASTERS INTERNATIONAL IS:

... a nonprofit, nonpartisan, nonsectarian educational organization which has helped more than one million men through its program of self-expression and self-improvement. There are now more than 3600 clubs in 50 countries and territories throughout the free world.

A Toastmasters club is an organized group providing its members with opportunities to improve their abilities to speak in public, conduct meetings and develop executive abilities. In congenial fellowship, ambitious men help each other through practice, mutual constructive criticism and the assumption of responsibilities within the organization.

Each club is a member of Toastmasters International. The club and its members receive services, supplies and continuing counsel from the World Headquarters.

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The TOASTMASTER

For Better Listening—Thinking—Speaking

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The Officers, Board, and World Headquarters
Staff join me in wishing you . . .

Felices Pascuas
SPAIN

Isu Ka Kin Mubarak
INDIA

Kala Christougena
GREECE

Nollaig Shona Dhuit
IRELAND

Afrehyia Pa
GHANA

Feliz Navidad
MEXICO

BUON NATALE
ITALY

fröeliche Weinachten
GERMANY

God Jul
NORWAY

JOYEUX NOEL
FRANCE

and also *A Merry Christmas*

Charles C. Mohr

By **PARIS S. JACKSON**

*Immediate Past President
Toastmasters International*

Paris S. Jackson of Temple City Toastmasters Club 554-F, Temple City, Calif., is Immediate Past President of Toastmasters International. President Charles C. Mohr has appointed him as Youth Leadership Program chairman.

THE YOUTH LEADERSHIP Program rekindles the original philosophy of service to our fellow men through effective communication, brought to Toastmasters by Dr. Smedley.

For several years there has been a growing recognition of the fact that the individual Toastmasters club and its members need opportunities for service to the community. The weekly get-together for mutual self-improvement becomes ingrown and stale despite the best attempts at program variety. On the other hand, the interest of individual Toastmasters has been maintained at a higher level and the club spirit of congenial fellowship has been fortified by a stronger bond of shared pride when clubs have carried out activities of benefit to others.

Youth Leadership Program



of this can be found in the printed material furnished with the course.

Next, the course itself. We were mindful that this should be truly a *Leadership Course*, not just a series of speech experiences. Our own manuals abound with useful material—but the right selection had to be made.

The *Youth Leadership Manual* incorporates what we think to be the best and most useful elements of Basic Training and our advanced manuals. Today's young people are a sophisticated group. We want to select our very best for them; they will not respond if they feel we underestimate them.

The manual is programmed for eight basic sessions, which may be extended at the option of the group. The prime objectives are as follows:

1) To achieve an understanding of chairmanship and parliamentary practice, including the conduct of orderly elections. This is designed especially for young people who have had no contact with this all-important cornerstone of our democratic process.

2) To enable each student to test himself (or herself) by giving one "fundamental" speech—a combination of what we know as the "Ice Breaker" and the "Be In Earnest" talks.

3) To give each student an opportunity to build on this by

giving talks of a more advanced nature.

4) To foster understanding and proficiency in the arts of listening and evaluation (including all-important self-evaluation).

5) To introduce students to the basic principles of group dynamics, through panel discussions or symposiums.

6) To provide experience throughout the course in the all-important art of impromptu speaking.

Details are available in three publications:

a) an *Introductory Brochure* on the Youth Leadership Program, similar in size and style to the familiar "Introducing Toastmasters";

b) a *Coordinator's Guide* showing step-by-step what is to be achieved at each session; and

c) the *Students Handbook* which is the substance of the course.

Three active Toastmasters—a coordinator, an educational advisor, and an evaluator—will present the entire series of projects in such fashion that the students will get maximum opportunity to express themselves without being lectured to. If three men are not available, two can do the job, and in an emergency the coordinator can even handle things by himself, so that the greatest flexibility is built

It is a reassuring evidence of organizational maturity that Toastmasters perceive the logic, the desirability, and the necessity of both ingredients of successful self-fulfillment: 1) increased personal competence in communication and leadership; 2) for the purpose of helping others. Self-improvement is not enough. Self-improvement for altruistic service gives meaning and significance to the effort.

To meet our compelling need, I presented a specific program in the article entitled "Leadership Unlimited" in the November, 1964, issue of *The Toastmaster*. I attempted to translate the ideas of many members into a blueprint for action by all Toastmasters.

The Youth Leadership Program offers a plan, organized on an International basis, to enable every Toastmasters club to go forth to the community and share with our young people what we have learned in our years as Toastmasters. There is no better way for us to repay our organization for what it has given us than to use our experience in preparing members of the next generation to meet their responsibilities as leaders of tomorrow.

The purpose of the Youth Leadership Program is best stated in its introductory brochure: "*Tomorrow's leaders are among the young men and wo-*

men in school today. They are the ones who will learn to listen analytically, to think clearly, and to speak effectively. This comes easily to some but with great difficulty to others, and our society bears the impact of those whose inability to communicate drives them to strike back in physical anger. The Toastmasters Youth Leadership Program is designed to develop the latent talents of promising young people, helping them to become participants instead of detached dreamers or delinquents."

The first pitfall to avoid is one that has plagued us many times in the past: losing our identity as an organization. How many times have Toastmasters provided speech contest judging and guidance in communication for other sponsoring groups without getting any credit or any sense of group achievement for their efforts? This program must be something that will put us in direct contact with the community and remain our own, just as other organizations have their individual ways of achieving this.

We have set up the Youth Leadership Program in such a way that a Toastmasters club will put it on and remain in full control of presenting it, while the young people to be trained are selected for us by high schools or such organizations as the Boy Scouts, church groups or neighborhood associations. The details

into the program to fit all individual club situations.

There will be no cost to the participants at any time. This is a Toastmasters project of community service and pride of accomplishment, and each club will bear the expense involved. All materials will be made available by World Headquarters at a nominal cost, to make it possible for a club to present a Youth Leadership Program once or twice a year without straining even a modest treasury.

When the Youth Leadership Program was announced at the International Convention in August, the surge of enthusiasm on the part of Toastmasters leaders present from all over the world was phenomenal. Had the manual been available then, I am sure that many of the delegates present would have taken one home and started a course immediately. It was the most gratifying response to a new idea I have ever seen at any of the Conventions I have attended over the years.

President Charles C. Mohr has given this project his full support and assisted in its development. He urges all clubs to sponsor a Youth Leadership project. President Mohr speaks from experience. For 15 years his own

club has had no membership, morale or attendance problems because its members have applied Toastmasters training to help young people.

The full measure of acceptance, however, rests with each of the thousands of individual

Toastmasters active at the club level. This program offers you the greatest personal satisfaction to be gained from your membership, through service to our youth and a new community image for your Toastmasters club.

An organizational image comes from what an organization stands for and accomplishes, rather than the accomplishment of its individual members. Our continued growth as an International organization may very well be dependent upon the growth of our community and International image.

You have the tools to make Toastmasters meaningful in helping to build a Tomorrow which will consist of more people who are able to communicate successfully. You will be giving of yourselves in a program designed to bring the principles of a democratic exchange of ideas to the young men and women who will influence the next generation, and those following it.



Christmas Around the World

Here are a few of the Christmas customs Toastmasters throughout the world will be observing this Holiday Season . . .

UNITED STATES

Christmas in the United States is a combination of Christmas throughout the world, for somewhere in the 50 states you can find a little of the Christmas tradition of practically any other nation.

The Christmas tree is the national symbol of the season and in almost every city throughout the country a community Christmas tree can be found.

Santa Claus, poinsettias, Christmas cards and carols all contribute to making Christmas a time of exuberance and joy.



REPUBLIC OF THE PHILIPPINES

Christmas is celebrated from December 16 to January 6 in the Republic of the Philippines where the devout express the spirit of Christmas with a series of masses, pageants, and festivals.

In San Fernando on Christmas Eve, star lanterns, measuring 15 to 30 feet, are paraded through the streets.



IRAN

In Iran, Christmas is known as the *Little Feast*. Easter is the *Great Feast*. For the first 25 days of December the people observe a fast, a period during which no meat, eggs, milk or cheese is eaten. The fast ends on Christmas.

Santa Claus is unknown and gifts are not exchanged. However, children usually receive a new suit of clothes which they wear during Christmas week.





SOUTH AFRICA

The sun shines brightly during Christmas in the Union of South Africa. The holiday season is at its peak and the children are in the midst of their summer vacations.

But, in many ways, South Africans cling to the Christmas customs of the old world. Store windows are decorated and St. Nicholas or Santa Claus is likely to be found on the streets directing the way to toy stores. Homes are decorated, Christmas cards are sent, and the only things missing are usually holly and mistletoe, which do not grow in the country. At bedtime on Christmas Eve, the children hang up their stockings for presents from Father Christmas.



JAPAN

In Japan, the celebration of Christmas is comparatively new, dating back only about 100 years. But each year, in increasing numbers, the Japanese exchange gifts, eat turkey for Christmas dinner, and in some cities even have community Christmas trees.

Holly and mistletoe are becoming more familiar in Japan and Hoteiosho, one of their gods, serves as Santa Claus for the children.



ENGLAND

Father Christmas is another name for Santa Claus in England, where ancient ceremonial aspects of the English Christmas are still practiced in remote villages.

One of the oldest customs, "Tolling the Devil's Knell," is observed in Dewsbury. On Christmas Eve a team of bell-ringers tolls the tenor bell of the parish church—once for every year since the birth of Christ. The final stroke is timed to ring exactly at the hour of midnight.



AUSTRALIA

In Australia, one of the main events of the Christmas season is the carol singing in Alexandra Gardens, along the river in Melbourne. "Carols by Candlelight" is an annual event in which thousands of all ages and creeds take part.

Father Christmas or Santa Claus brings the gifts in Australia, depending on where a person lives. And, while dinner may be traditional on Christmas day, supper is likely to be a picnic at a beach or in the country.

PUERTO RICO

In Puerto Rico, small bands of carolers make the rounds singing the traditional songs of the season. Often these visits are made as a surprise to serenade friends and neighbors and they always end with a feast of good things to eat and drink. The songs they sing are Spanish Christmas carols with themes built around the Nativity, with special emphasis on the three kings and the gifts they brought to the Christ Child.



PERU

In Peru, Christmas is both a church holiday and the occasion for the great bullfight of the year in Lima. At its conclusion, an elaborate procession is held in which a statue of the Virgin Mary figures conspicuously.

An unusual ceremony known as the "Dance of the Beasts and Birds" is part of the Christmas observance in the Huancayo district of Peru. Masked figures, wearing spectacular headdresses of feathers, parade through the church square led by black-faced miners. As they make their way down from the nearby mountains, the performers use rope made of llama wool to snare animals in nearby woods. Those best suited are used in the manger settings within the church.



MEXICO

Las Posadas usually begins nine days before Christmas in Mexico, commemorating the time it took Mary and Joseph to make the journey from Nazareth to Bethlehem. It may be enacted by nine families who meet at a different house each night, making of the occasion an elaborate ceremonial and social affair, or it may be carried out by a single family at home as part of the traditional Christmas ritual. The participants are divided into two groups, the pilgrims and the innkeepers.



CHILE

Santa Claus is called Viejo Pascuero in Chile where, like in most countries of South America, Christmas comes at the hottest time of the year.

The children believe that Santa Claus enters each home through a window and they believe he will not visit unless they are asleep when he arrives. But, like children in other parts of the world, they write letters to him and then put building blocks under their pillows to keep awake so they can catch a glimpse of him.





SPAIN

Christmas Eve in Spain, known as Noche Buena, ushers in the birth of the Christ Child. Crowds of young people throng the streets expressing their gaiety in singing and dancing. Tambourines, guitars, gourd rattles, and castanets lend warmth and vitality to the excited chatter heard everywhere.

The home shrines are lighted at dusk and the manger scenes gleam with light. Delicacies like almond soup, truffled turkey and chestnuts, cooked in a variety of ways, are served to visiting relatives.



ITALY

Christmas celebrations vary greatly in the different regions along the Italian peninsula. In northern Italy, where fir trees from the Alps are more readily accessible, the Christmas tree prevails over the holiday scene, while the south sticks pretty much to the traditional Italian "Crib of the Nativity." In some parts of the country the burning of a huge log, the ceppo, is still an essential feature of the yuletide ceremonies.

Gifts are limited to the family circle and are brought by Gesu Bambino, the Christ Child, and not by Santa Claus.



GERMANY

In Germany, St. Nicholas has his day on December 6, when he puts sweets into the shoes the children have placed outside their doors, and visits them at dusk with a great bag of apples, nuts, and candy over his shoulder.

On December 24 it is the "Christkind" who decorates the tree in the "Christmas room" where only mother and father may help. At twilight on Christmas Eve the children begin singing carols and a little bell rings a signal for their entrance.



DENMARK

Christmas Eve is the festive event of the year in Denmark, with chiming church bells, an elaborate dinner, a ceremony around the Christmas tree, and hymns and carols in the churches.

As the family sits down to dinner, the Christmas fire, Julebaal, a relic of pre-Christian times, is lighted. After dinner the family clasps hands and circles around the Christmas tree singing some of the old Danish Christmas hymns.

In Denmark, Nisse, the gnome of Christmas, takes the place of Santa Claus.

Build A Home Library



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the Royal Bank of Canada.*

READING GOOD BOOKS is not something to be indulged in as a luxury. It is a necessity for anyone who intends to give his life and work a touch of quality. The most real wealth is not what we put into our piggy banks, but what we develop in our heads.

Books instruct us without anger, threats, and harsh discipline. They do not sneer at our ignorance or grumble at our mistakes. They ask only that we spend some time in the company of greatness so that we may absorb some of its attributes.

You do not read a book for the book's sake, but for your own.

You may read because in your high-pressure life, studded with problems and emergencies, you need periods of relief and yet know that peace of mind does not mean numbness of mind.

You may read because you never had an opportunity to go to a university, and books give you a chance to get something you missed.

You may read because your job is routine, and books give you a feeling of depth in life.

You may read because you see social, economic and philosophical problems which need solution, and you believe that the best thinking of all past ages may be useful in your age, too.

You may read because you are tired of the shallowness of contemporary life, bored by the current conversational commonplaces, and wearied of shop talk and gossip about people.

Whatever your dominant personal reason, you will find that reading gives knowledge, creative power, satisfaction and relaxation. It cultivates your mind by exercising its faculties.

It is well to have some destination in mind. As Arnold Bennett remarks in *Literary Taste*, a man starting out for a walk says to himself that he will reach some given point, or that he will progress at a given speed for a given distance, or that he will remain on his feet for a given time. He makes these decisions according to his ambition, his physical capacity, and his pleasure. So with reading.

Books are a source of pleasure, the purest and the most lasting. They enhance your sensation of the interestingness of life. Reading them is not a violent pleasure like the gross enjoyment of an uncultivated mind, but a rather subtle delight.

Reading dispels prejudices which hem our minds within narrow spaces. One of the things that will surprise you as you read the Greek, Hebrew and Christian books; the Roman, French, Italian and British books; the books of philosophy, poetry and politics; and the books that just tell about people having fun, is that human nature is much the same today as it has been ever since writing began to tell us about it.

Some people act as if it were demeaning to their manhood to wish to be well-read, but you can no more be a healthy person mentally without reading substantial books than you can be a vigorous person physically

without eating solid food.

Perusal of good books will give you a mind of your own, bulwarked against the seduction of slogans. Through books you escape from the ephemeral challenge of a crossword puzzle to the actual challenge of working out the why and wherefore of a segment of life. By borrowing the aid of a superior understanding you double your own understanding, meeting what the writer says with your own personal thoughts.

The proper function of books is associated with intellectual culture in which you steer clear of generalities and indefinite views. You enlarge your critical sense regarding events and personalities and trends, so that you are no longer at the mercy of theorists and demagogues.

It is perfectly possible for a man, one who only gives to reading the leisure hours of a business life, to acquire such a general knowledge of the laws of nature and the facts of history that every great advance made in science and government and business shall be to him intelligible and interesting.

In deciding what books to read and what books to have in your private library you need to take a wide sweep. There is a book to match your mood whatever it may be. There are books that are gentle and quieting, and books that are exciting and in-

spiring. All that mankind has done and thought, gained and lost: it is lying as in magic preservation in the pages of books. You should have a good selection of them within arm's reach.

You will, of course, have utility books on your shelves. There are some books which one must read if he is to progress in his job. The man who depends only upon his own experience is confined to narrow limits both of place and time. Non-readers are seldom remarkable for the exactness of their learning or the breadth of their thinking.

When you come to choose the general books for your library you may be torn between buying new books and buying old books. The good books of the hour, like the good books of all time, contain the useful or pleasant talk of some person whom you cannot otherwise converse with. They can be very useful, often telling you what you need to know; very pleasant, often as a personal friend's talk would be. They may be bright accounts of travel, good-humored and witty discussions of events, lively or pathetic story-telling, or firm fact-reporting by men and women concerned in the events of passing history.

Perhaps the problem of old and new may be solved in this

way: if you have not read a book before, it is to all intents and purposes new to you, whether it was printed yesterday or three centuries ago. Apply the tests of appropriateness, taste, and truth, and you can read ancient or modern with assurance.

It is obvious that reading is not refined idleness. The person who hopes to make something worthwhile out of his reading cannot afford to disport himself in the flowery pastures of frivolous and trivial literature. It is legitimate to read a book for no other reason than to divert your mind from a troublesome idea, but it need not be a sleazy book.

It is impossible to give any method to our pursuit of the best till we get nerve enough to reject the weeds that threaten to overgrow our little patch of fruit-bearing reading.

You will find it unprofitable to approach a book with a blank mind and passive understanding, as one enters a cocktail party. Between these covers are thoughts worthy of your attention, ideas to solve your problems, inspiration that may enlighten your life. You have seen a child turning the pages of a Christmas catalog, his eyes sparkling in anticipation of the new things to be seen. That is the



sort of expectancy you should bring to your books.

Read boldly and in an unprejudiced way. Francis Bacon wrote: "Some books are to be tasted, others to be swallowed, and some few to be chewed and digested." Passive perusing may be all very well for escape stories, but it won't do at all for books which can improve one's mind, stir one's ambitions, pacify one's perturbations.

Some people are deterred from attempting what are regarded as stiff books for fear they should not understand them, but it is wise and stimulating to read close to the upper limits of your mental powers. Your mind is probably capable of more than you give it credit for, if only you press it somewhat and accept the challenge of something a little difficult.

There are few hobbies more satisfying than the gradual collecting of good books.

Possession of books does not give knowledge, but it does make knowledge readily available. You may sit in a small home library and see the endless procession of human thought and passion and action as it passes. Even to build some shelves before you begin to stock books gives you exhilaration and excitement, because on those shelves you are going to place books that will become part of your intellectual life and that of your family.

When you have a number of selected books, you do not need to decide beforehand what friends you will invite to spend the evening with you. When dinner is over and you sit down for your hour of companionship with the great writers, you give your invitation according to your inclination at the time. And if you have made a mistake, and the friend is, after all, not the one you want to talk with, you can "shut him up" without hurting his feelings.

No matter how tight your budget strings may be pulled, Shakespeare and Toynbee and Franklin and Whitehead and Socrates and Santayana and Churchill and Durant can visit you. They come dressed in faded leather from the secondhand book store, or in paper from the up-to-date book dealer and the railway newsstand, at the cost of less than a dollar each. They represent, whether dressed in the brilliant finery of dust-covers or in ragged buckram, the world's accumulated hoard of mellow beauty and practical wisdom.

Read and stock no mean books, but those which exalt and inspire. Literature exists so that where one man has lived finely thousands may afterwards learn to live finely. Reading a good book makes you feel warm and comfortable inside you. Your mind is cultivating appreciation of the excellent.

TOASTMASTERS READING PLAN

ARE YOU FAMILIAR with Toastmasters International's Reading Plan? Introduced in 1961, it allows Toastmasters who have completed at least three talks from the *Basic Training Manual* to participate and to receive an "Award for Informed Speaking" upon completion of the program.

The Reading Plan is divided into 15 categories and is based on the reading of five books from within a category, and the presentation of five talks, one on each book.

The Reading Plan has a four-man advisory board consisting of Dr. Frank C. Baxter, professor emeritus of English, University of Southern California; Dr. Lee A. DuBridge, president, California Institute of Technology; Dr. Lennox Grey, chairman, English Department, Teachers College, Columbia University; and Dr. Henry L. Simon, executive vice-president, Simon and Schuster, Inc. The board suggests books for each of the 15 categories. These suggestions are starting points and readings need not be confined to this list.

When a Toastmaster decides to take part in the program, he notifies his educational vice-president, who is responsible for maintaining speakers' progress reports. Talks under the plan are scheduled for 10 to 12 minutes to give participants an adequate opportunity to cover their material.

If the Toastmaster wishes, he may combine his Reading Plan talks with his Basic Training assignments. As an example, if a member were to speak on Basic Training talk No. 5, "Vocal Variety," he could combine his Reading Plan talk with his vocal variety assignment.

The Toastmaster's method of presenting his talks is also a matter for his own judgment. He may wish to take issue with the author's views. He may make a speech on the book's content, or he may give a report, an outline or a synopsis.

Toastmasters wishing additional information may write World Headquarters and request the brochure, "Reading Plan," Code 125.



WASHINGTON, D.C. Toastmaster Town of The Month

WASHINGTON, D.C., the capital city of the United States, lies on the west central edge of Maryland on the Potomac River. It is coextensive with the District of Columbia.

The site for the capital was chosen by President George Washington in 1790. He persuaded the landowners to sell their holdings to the government at \$66 an acre.

President Washington appointed Pierre Charles L'Enfant, a French engineer who served in the Revolutionary War, to plan the capital on an area not over 10 mile square. On September 18, 1793, the cornerstone of the north wing of the Capitol was laid by President Washington and, by 1799, the Senate wing of the Capitol had been roofed, the walls of the President's house were up, and the Treasury building was ordered. President John Adams moved to Washington on June 3, 1800, and the City of Washington was incorporated in 1802.

In 1814 the British occupied and burned the capital but it was rebuilt. In 1871 the municipal charter was repealed and the District of Columbia was created as a municipal corporation, embracing Washington, Georgetown, and the County of Washington.

The capital's population is over 2,000,000, of which 241,000 are civilian employees of the federal government. Washington has a commission form of government. The executives of the district government consist of two civilian residents of the district and an officer of the Corps of Engineers of the U.S. Army. All are appointed by the President with Senate concurrence.

Real estate transactions rank after government in the city's economy, with the tourist and convention trade a close third. Approximately 6,500,000 tourists visit the city every year. It is a city of monuments, science, and culture, where the history of the U.S. unfolds to visitors.

There are more than 100 Toastmasters clubs in the Washington, D.C., area, many of them in the executive agencies of the government or at military establishments.

The Toastmaster salutes Washington, D.C., Toastmaster Town of the Month.

AMPS

By F. G. DAY



VISUALIZE THE EMERGENCY ROOM of a large metropolitan hospital. An accident victim is receiving treatment at the hands of skilled physicians and nurses. An X-ray technician hurries in with film exposed and developed only minutes before.

There is an air of anxiety as the X-ray is slipped into the viewer and the light is snapped on. The chief clinician scans the X-ray, searching for signs of internal injuries. A look of frustration crosses his face. An accurate reading cannot be made because the X-ray is not clear. Quickly the technician prepares for a re-take. This time he will step up the amperage — that is, increase the amps to clear the picture.

Just as increased amps clears the picture in radiology, increased AMPS have helped "clear the picture" for many Toastmasters. These A-M-P-S are Act, Manner, and Power of Speaking. Increasing their AMPS gave a more clear outlook on successes and goals and in contacts with people.

The *act* of speaking is simply that. The question is: Do you take advantage of the opportunities you have to increase the act

of speaking? In your own club, do you volunteer for impromptu speeches? How about regular meeting assignments? Are you ready now to give a reading, tell a joke, or conduct a stimulating Table Topics session? How about outside speeches and exchanges with other clubs? The Toastmaster who really wants to participate has found that when the educational vice-president knows he can be depended upon, the opportunities increase.

One way many Toastmasters have met the challenge and taken advantage of the opportunities was to be prepared in advance. When they are given a speech assignment, they deliver one already prepared and then organize another for "the next time." The act of speaking can only be increased by doing, not by considering, thinking, or "maybe I'll do it tomorrow."

The *manner* of speaking is the "how" in the AMPS formula. The Toastmaster whose manner is not sensitive to the listener won't find increased opportunities for the act of speaking. Recall an "at" speaker you have heard. He throws words at the audience like rocks. He lacks any sensi-

tivity or feeling for his audience. He sets himself up as an authority without thought of facts or other opinions. He is so enamored by the sound of his own voice that he thinks everyone should be tickled with the privilege of being on the receiving end of his verbiage. Needless to say, no one really listens to the "at" speaker.

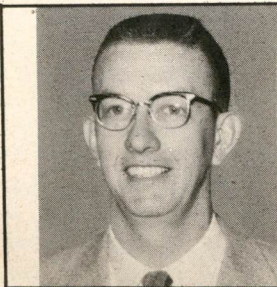
The "to" speaker is little better. He has thoroughly researched his topic and talks down to his audience as though they were too stupid to comprehend his technical treatise. He lacks sensitivity for his audience just as the "at" speaker does. The major difference is that the "to" speaker is probably factually correct and you may listen, in spite of his manner, if you have enough previous interest in the subject.

What manner of speaking will bring rapport? If you are well received by your audience, you are doubtless talking "with" it. Think of the good conversationalists you know. They probably talk "with" you, not "at" you, or "to" you. Chances are, they also talk "with" their audience when called on to speak

more formally.

The "why" part concerns the "P," or *power* of speaking. This final part — the power — makes the difference between the really good speakers and those who are only adequate. Many are willing to speak. They plan and prepare. They have rapport with the audience. But they fail to make any lasting impression on the listener. Why? Often, because their subject lacks depth and real meaning. There is no power in their speech. How many Toastmasters you know prepare a speech about a vacation, a hobby, a car, or, even worse, the weather? Observe them in everyday conversation and you will doubtless see the same pattern. On the other hand, don't you find yourself drawn to the Toastmaster who is putting forth an idea? Even though you may completely disagree with his position, don't you find it hard to escape the stimulation of succinctly worded ideas?

Whether reading X-rays or benefiting from Toastmasters training, increase the AMPS. Many Toastmasters have found that it "clears the picture."



F. G. Day is a former president of Omaha Traffic Club Yawn Patrol Toastmasters Club 1852-24, Omaha, Neb. He is also a former area governor, District 24 Advanced Training chairman, and District 24 secretary-treasurer. Day is assistant to the Director of Veterinary Sales for the Elanco Division of the Eli Lilly Co. in Indianapolis, Ind.

CLUBS IN THE NEWS

"Aqua Speak"

Thirty-five "dolphins" from Sunrise Club 74-3 held an "Aqua Speak," complete with Table Topics, inner tubes and a sail boat.

The entire program was held in the water while the Toastmasters' wives provided scenery and inspiration from poolside.

The chief evaluator instructed his evaluating crew to judge each speech in, among other things, whether it "held water," and the timer floated yellow and red lights at four and five minutes and set off a gunpowder rocket charge at six minutes.

Sunrise Club 74-3
Phoenix, Ariz.

Monthly Debates

Downtown Club 756-57 holds monthly debates. The club, located at the Kaiser Foundation Hospital in Oakland, Calif., subscribes to a Washington, D.C. research service.

Each member receives a Congressional Digest each month which highlights the current legislative issues in Congress. The club uses this material and debates the pros and cons of the legislative issues.

Downtown Club 756-57
Oakland, Calif.

Outdoor Meeting

Southwest Club 1029-30 held a meeting in the tradition of Chicago's famous Bughouse Square. The speakers all spoke on controversial subjects in



A speaker expounds the virtues of holding a Toastmasters meeting in a swimming pool during the Sunrise Club 74-3 "Aqua Speak." The Phoenix, Ariz., club held the entire meeting in the water.

a "rabble rousing" manner with plenty of comment from the audience.

Southwest Club 1029-30
Chicago, Ill.

Interclub Exchange

St. Clair Club 496-8 hosted two neighboring clubs at an interclub exchange.

East St. Louis, (Ill.) Club 845-8 and Lafayette Club 3735-8, Ballwin (Mo.), visited the St. Clair Club. All three clubs participated in the evening's program and exchanged ideas.

St. Clair Club 496-8
Belleville, Ill.

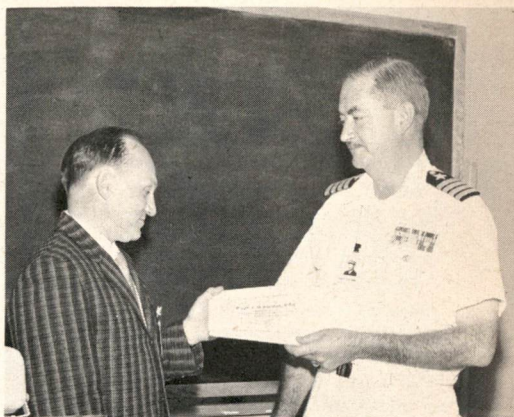


Culver City (Calif.) Club 2583-50 held a "Son and Daughter Night." In the photograph, Julian Cristol, past club president and district governor, and an amateur magician, gets help from three young assistants for a rope trick.

Area 5, District 48 Toastmasters had an exhibit at the Huntsville J.C. Fair. Toastmasters materials were displayed and members of the five clubs in Huntsville, Ala., took part. In the photograph are, left to right, Huntsville Mayor Glenn Hearn; Bill Greene, district lieutenant governor; Chuck Allen, district public relations director; and Bob Johnson, chairman of the Fair Committee for the area.



Eugene Murphy, member of Mother Lode Club 1581-27, Sonora, Calif., received a Presidential Unit Citation from A. Allen McCutcheon of the Forest Service, San Francisco regional office. Murphy is District Ranger of the MiWok District, Stanislaus National Forest. The district was cited by President Johnson for "outstanding economies and improvement in government operations."



Captain E. B. Jarman, right, commanding officer of the Naval Ordnance Laboratory at Corona, Calif., was presented a certificate of honorary membership for services rendered to Lake Norconian Club 1453-F. Cliff Dorn, left, administrative vice-president, made the presentation.



Wichita Falls (Tex.) Club 305-25 presented several books on public speaking and two subscriptions to *The Toastmaster* magazine to the Wichita Falls Kemp Public Library. Making the presentation to Miss Jeannine Humphris of the library is Joe B. Roberts, right, president of the club. Looking on is Dr. Louis E. Tompkins, past governor of District 25.



Tom Wilmering of Taxtoasters Club 2731-8, St. Louis, Mo., stands next to one of 12 flip charts he developed. Each chart contains the basic elements for construction and critique of the speeches contained in the *Basic Training Manual*. Members and guests can see at a glance what speech is being delivered and its basic requirements.



Colonel Keith T. O'Keefe, commanding officer of the Watervliet Arsenal, was presented an honorary membership in Post Club 1842-34, Watervliet, N.Y. In the photograph are, left to right, Charles E. Linsey, educational vice-president; Andrew J. Zanotta, administrative vice-president; Col. O'Keefe; and William G. Wood, president.

Midland Park (N.J.) Club 3041-46 Toastmasters held a champagne theater party to raise funds for a Youth Leadership Program project the club is undertaking. Over 600 people attended the party at the Playhouse on the Mall in Midland Park. Checking the attendance figures are Peter Conte, chairman for the party; Edward Fanslau, member of the committee; John Levitas, member of the committee; and Peter F. Sarthou, president of the club and past District 46 governor.



Muskets to Missiles Club 2264-38, Frankford Arsenal, Philadelphia, Pa., held a joint meeting with Frankford Arsenalites Toastmistress Club 1499-7. In the photograph Toastmistress President Mary Whalen presents a plaque to Reuben Levine, right, president of Club 2264, for his assistance in establishing the Toastmistress club. Others are Joseph Morwald, left, District 38 educational lieutenant governor; and F. Keith Walker, second from left, Toastmaster of the Evening.



Thirteen "old timers" were among the guests at Wilson Avenue Club 169-30's 25th Anniversary celebration. From left to right are Ray Kiesler, Emmitt Holmes, Frank Bush, Ray Hollis, Richard Poole, Charles Averhoff, Walter Grau, Arthur Hughes, Calvin Johnson, Norman Higgs, Stanley Hughes, Al Carpenter and Edward Hauser. The club is located in Chicago, Ill.



James H. Pruitt, left, member of the Florida State Legislature, received an honorary membership in Harbor City Club 3042-47, Satellite Beach, Fla., after participating in a special "Evaluate Your Government" meeting. Making the presentation is Donald Wollney, president of the club.



Emil H. Nelson, right, president of Toastmasters International in 1959-60, installed his son, Curtis H. Nelson, as president of Midway Club 383-6, St. Paul, Minn. Emil is a member of Victory Club 221-6 in St. Paul.



Mid South Navy Club 1228-43, Naval Air Station, Memphis, Tenn., held a demonstration Toastmasters meeting at the regular monthly luncheon at the Naval Air Technical Training Center. In the photograph are the 90 officers who attended the luncheon and "sat in" on a Toastmasters meeting.

ASK WORLD HEADQUARTERS



World Headquarters receives many questions from Toastmasters concerning the operation of clubs, areas, districts and International. Each month we will answer several of them in this column. Send your questions to Ask World Headquarters, 2200 N. Grand Ave., Santa Ana, Calif.

- Q. How is the \$10 annual per capita fee allocated?**
- A. The annual \$10 per capita fee submitted by each Toastmaster is allocated as follows: \$1.50 for an annual subscription to The Toastmaster Magazine; \$2 to the Toastmaster's district for reimbursement of district expenses; \$1 to the Toastmasters Building Fund; \$5.50 for World Headquarters administrative expenses, travel of International and district officers, convention expenses, purchase of printing supplies, and many other items.
- Q. We are trying to plan a membership drive. Does World Headquarters have any ideas, information, or literature that can help us in our drive?**
- A. Yes. You can send for the Membership Building Program, Code 1159, which contains a membership building checklist to help you evaluate your present membership building practices. The kit also contains, among other things, information on how to conduct a successful membership contest, a special guest night, Speechcraft, and how to organize a "Flying Squad." The ideas contained in this kit can help you solve your membership problems.
- Q. What must we do to have our club bulletin judged in the International Club Bulletin Contest?**
- A. Winners are selected from bulletins received at World Headquarters. If your club is not sending its bulletin to WHQ, please do so. The Publications Department will also evaluate your club bulletin upon request and offer suggestions for improvement. Send at least three different issues of your bulletin when making such a request. A brochure, "Your Club Bulletin," Code 1156, is available from WHQ. It explains the value of a good club bulletin, the necessary ingredients, and format.
- Q. Can my club open a charge account for the purchase of club supplies and educational materials?**
- A. Every Toastmasters club in good standing may purchase on open account as long as it complies with TMI credit terms of payment with 30 days of invoice date.
- Q. May club banners be displayed at the district fall and spring conferences?**
- A. Yes. District 12 does this and has found that it not only makes the conference more colorful, but it shows which clubs are participating.

FINANCIAL REPORT
STATEMENT OF ASSETS OF ALL FUNDS
JUNE 30, 1965

GENERAL FUND

UNRESTRICTED:	
CASH ON HAND, DEMAND DEPOSITS AND SAVINGS ACCOUNTS	\$148,128.73
CASH, SAVINGS ACCOUNTS IN FOREIGN DEPOSITARIES	2,552.58
ACCOUNTS RECEIVABLE	27,815.83
REFUNDABLE DEPOSITS AND PREPAID POSTAGE	7,550.00
DUE FROM INVESTMENT (ENDOWMENT) FUND, CONTRA	13.95
TOTAL	<u>\$186,061.09</u>
RESTRICTED:	
CASH - DEMAND DEPOSITS	\$ 42,184.75
CASH IN SAVINGS ACCOUNTS	7,500.00

49,684.75	
TOTAL	<u>\$235,745.84</u>
INVESTMENT (ENDOWMENT) FUND	
BONDS AND COMMON STOCKS, AT COST	\$ 75,005.07
U. S. TREASURY BONDS, AT COST	5,789.80
TOTAL	<u>\$ 80,794.87</u>

PROPERTY FUND

CASH - DEMAND DEPOSITS	\$ 35,265.64
CASH - DEMAND DEPOSITS - BUILDING FUND	5,006.50
PROPERTY, BUILDING AND EQUIPMENT, AT COST, PARTIALLY PLEDGED:	
LAND	\$ 47,220.54
BUILDING	604,090.89
FURNITURE AND EQUIPMENT	95,384.56
TOTAL PROPERTY, BUILDING AND EQUIPMENT	<u>746,695.99</u>
TOTAL	<u>\$786,968.13</u>

BOARD OF DIRECTORS
TOASTMASTERS INTERNATIONAL

WE HAVE EXAMINED THE STATEMENTS OF ASSETS AND LIABILITIES OF TOASTMASTERS INTERNATIONAL AS AT JUNE 30, 1965 AND THE RELATED STATEMENTS OF FUND BALANCES AND INCOME AND EXPENDITURES FOR THE YEAR THEN ENDED. OUR EXAMINATION WAS MADE IN ACCORDANCE WITH GENERALLY ACCEPTED AUDITING STANDARDS AND ACCORDINGLY INCLUDED SUCH TESTS OF THE ACCOUNTING RECORDS AND OTHER AUDITING PROCEDURES AS WE CONSIDERED NECESSARY IN THE CIRCUMSTANCES.

DURING THE PRIOR YEAR TOASTMASTERS INTERNATIONAL REVISED ITS POLICY OF WRITING -OFF ALL EQUIPMENT AT THE END OF THE FIFTH YEAR AFTER THE YEAR WITHIN WHICH IT WAS PURCHASED AND IT NOW RECORDS ALL FIXED ASSETS ACTUALLY IN USE ON ITS BOOKS AT COST WITHOUT ANY ESTIMATED RESERVE FOR DEPRECIATION. ACCORDINGLY NO ALLOWANCE HAS BEEN MADE FOR DEPRECIATION, HOWEVER, AN APPROPRIATION HAS BEEN MADE IN THE

FINANCIAL REPORT
STATEMENT OF LIABILITIES OF ALL FUNDS
JUNE 30, 1965

GENERAL FUND

UNRESTRICTED:	
ACCOUNTS PAYABLE	\$ 18,150.92
SALES AND FEDERAL EXCISE TAXES PAYABLE	580.30
TOTAL	<u>\$ 18,731.22</u>

UNRESTRICTED - GENERAL FUND

BALANCE	167,329.87
TOTAL	<u>\$186,061.09</u>
RESTRICTED:	
GRANTS FROM TOASTMASTERS INTERNATIONAL FOUNDATION AND OTHER	\$ 2,345.92
DISTRICT RESERVE FUND BALANCES	47,338.83
TOTAL	<u>49,684.75</u>

TOTAL	<u>\$235,745.84</u>
INVESTMENT (ENDOWMENT) FUND	
DUE TO GENERAL FUND, CONTRA INVESTMENT FUND BALANCES	\$ 13.95
TOTAL	<u>80,780.92</u>
TOTAL	<u>\$ 80,794.87</u>

PROPERTY FUND

PROPERTY FUND RESERVE BALANCE	\$ 35,265.64
NOTE PAYABLE, FIRST WESTERN BANK AND TRUST COMPANY	163,361.69
PROPERTY FUND INVESTED BALANCE	588,340.80

TOTAL \$786,968.13

GENERAL FUND FOR THE REPLACEMENT AND ADDITIONS TO EQUIPMENT AND FURNITURE. IT IS THE POLICY OF TOASTMASTERS INTERNATIONAL TO EXCLUDE THE INVENTORY OF LITERATURE AND SUPPLIES FROM ITS FINANCIAL STATEMENTS.

IN OUR OPINION THE ACCOMPANYING STATEMENTS PRESENT FAIRLY THE ASSETS AND LIABILITIES OF TOASTMASTERS INTERNATIONAL AS AT JUNE 30, 1965 AND THE CHANGES IN THE FUND BALANCES AND INCOME AND EXPENDITURES FOR THE YEAR THEN ENDED IN CONFORMITY WITH GENERALLY ACCEPTED ACCOUNTING PROCEDURES FOR NON - PROFIT EDUCATIONAL ORGANIZATIONS, APPLIED ON A BASIS CONSISTENT WITH THAT OF THE PRECEDING YEAR.

JULY 23, 1965

FRAZER AND TORBET
CERTIFIED PUBLIC ACCOUNTANTS

GENERAL FUND - UNRESTRICTED
STATEMENT OF INCOME AND EXPENDITURES
 FOR THE YEAR ENDED JUNE 30, 1965

INCOME:		
MEMBERSHIP CHARGES:		
ANNUAL MEMBERSHIP FEES	\$376,692.46	
MAGAZINE SUBSCRIPTIONS	101,607.44	
NEW MEMBER SERVICE CHARGES	70,449.00	
TOTAL MEMBERSHIP CHARGES		\$548,748.90
CLUB CHARGES:		
CHARTER FEES	\$ 12,760.00	
CLUB EQUIPMENT, SUPPLIES AND INSIGNIA	70,266.62	
TOTAL CLUB CHARGES		83,026.62
CHARGES FOR OPTIONAL EDUCATIONAL MATERIALS AND SUPPLIES	85,122.50	
OTHER INCOME	6,126.85	
TOTAL INCOME		\$723,024.87
OPERATING EXPENSES:		
ADMINISTRATIVE - GENERAL	\$127,369.52	
ADMINISTRATIVE - DISTRICT	51,214.22	
MEMBERSHIP SERVICE	54,979.39	
PUBLIC RELATIONS	19,750.40	
MAGAZINE	83,880.29	
EDUCATIONAL RESEARCH	11,883.89	
EDUCATIONAL MATERIALS	109,049.52	
ORGANIZED ACTIVITIES	12,189.20	
CLUB SUPPLIES, EQUIPMENT AND INSIGNIA PURCHASES	47,356.48	
EMPLOYEE BENEFITS	22,759.51	
GENERAL EXPENSES	93,068.19	
MAINTENANCE AND OPERATION OF PROPERTY	32,871.99	
BUILDING DEBT EXPENSE	13,573.44	
TOTAL OPERATING EXPENSES		679,946.04
EXCESS OF INCOME OVER OPERATING EXPENSES		\$ 43,078.83
OTHER EXPENDITURES:		
PAYMENT ON MORTGAGE (PRINCIPAL ONLY)	\$ 22,883.04	
PROVISION FOR REPLACEMENT AND ADDITIONS TO PROPERTY	18,000.00	
TOTAL OTHER EXPENDITURES		40,883.04
EXCESS OF INCOME OVER EXPENDITURES		\$ 2,195.79

NOTES:

1. THE ENCLOSED FINANCIAL STATEMENTS WERE PREPARED ON THE FUND ACCOUNTING METHOD IN COMPLIANCE WITH THE POLICY ADOPTED BY TOASTMASTERS INTERNATIONAL THAT BEGINNING WITH THE FISCAL YEAR ENDED JUNE 30, 1963 THE FINANCIAL ACCOUNTING BE MAINTAINED AND REPORTS BE PREPARED IN ACCORDANCE WITH GENERALLY RECOGNIZED ACCOUNTING PRINCIPLES FOR NON - PROFIT ORGANIZATIONS.

TOASTMASTERS INTERNATIONAL NO LONGER FOLLOWS THE POLICY OF WRITING - OFF ALL EQUIPMENT PURCHASED IN THE FIFTH PRECEDING YEAR AND IT NOW MAINTAINS ALL FIXED ASSETS IN USE ON ITS BOOKS AT COST WITHOUT ANY ESTIMATED RESERVE FOR DEPRECIATION. ACCORD - INGLY NO PROVISION HAS BEEN MADE FOR DEPRECIATION ALLOWANCES, HOWEVER, AN APPROPRIATION HAS BEEN MADE IN THE GENERAL FUND FOR THE REPLACEMENT AND ADDITIONS TO EQUIPMENT AND FURNITURE.

2. **INVENTORY**

IN 1955 THE BOARD OF DIRECTORS RESOLVED TO RETURN TO TOASTMASTERS' PREVIOUS POLICY OF NOT INCLUDING INVENTORIES IN ITS BALANCE SHEET. THE INVENTORY AT JUNE 30, 1965 AND 1964 WAS \$73,753 AND \$68,094 RESPECTIVELY, STATED ON THE BASIS OF COST (FIRST - IN, FIRST - OUT) OR MARKET WHICHEVER IS LOWER. EXCLUSION OF THE INVENTORY FROM THE BOOKS RESULTED IN AN UNDERSTATEMENT OF UNRESTRICTED GENERAL FUND BALANCE OF \$73,753 AND \$68,094 AT JUNE 30, 1965 AND 1964 RESPECTIVELY.

STATEMENT OF CHANGES IN FUND BALANCES
 FOR THE YEAR ENDED JUNE 30, 1965

GENERAL FUND - UNRESTRICTED			
BALANCE, JULY 1, 1964		\$165,134.08	
ADD EXCESS OF INCOME OVER EXPENDITURES		2,195.79	
BALANCE, JUNE 30, 1965		<u>\$167,329.87</u>	
GENERAL FUND - RESTRICTED			
	DISTRICT RESERVE FUND		GRANTS
BALANCE, JULY 1, 1964	\$ 45,327.33		\$ 2,432.42
ADDITIONS:			
MEMBERSHIP CHARGES	128,465.05		
TOTAL	<u>\$173,792.38</u>		<u>\$ 2,432.42</u>
DEDUCTIONS:			
WITHDRAWALS BY DISTRICTS	\$126,453.55		\$
PAYMENT OF FEES FOR OVERSEAS CLUBS			86.50
TOTAL DEDUCTIONS	<u>\$126,453.55</u>		<u>\$ 86.50</u>
BALANCE, JUNE 30, 1965	<u>\$ 47,338.83</u>		<u>\$ 2,345.92</u>
INVESTMENT (ENDOWMENT) FUND			
BALANCE, JULY 1, 1964			\$ 80,359.97
ADD GAIN ON SALE OF STOCKS AND BONDS			420.95
BALANCE, JUNE 30, 1965			<u>\$ 80,780.92</u>
PROPERTY FUND			
	RESERVE BALANCE		INVESTED BALANCE
BALANCE, JULY 1, 1964	\$ 40,969.76		\$467,155.14
MEMBERSHIP CHARGES - BUILDING FUND, SEE NOTE 5			74,598.50
TRANSFER FROM OTHER FUNDS:			
GENERAL FUND:			
PROVISION FOR REPLACEMENTS AND ADDITIONS	18,000.00		
PAYMENTS ON BUILDING MORTGAGE, (PRINCIPAL ONLY)			22,883.04
PAYMENTS ON EQUIPMENT CONTRACT, (PRINCIPAL ONLY)	(22,313.60)		22,313.60
PURCHASE OF PROPERTY DURING THE YEAR: FURNITURE AND EQUIPMENT	(1,390.52)		1,390.52
BALANCE, JUNE 30, 1965	<u>\$ 35,265.64</u>		<u>\$588,340.80</u>

3. **DISTRICT RESERVE FUNDS - UNDISTRICTED CLUBS**

THE AMENDED BY - LAWS ADOPTED AT THE ANNUAL CONVENTION AUGUST 22, 1963, NO LONGER CONTAIN THE PROVISION THAT PER CAPITA PAYMENTS MADE BY CLUBS THAT ARE NOT LOCATED WITHIN AN ESTAB - LISHED DISTRICT SHALL BE HELD IN A SEPARATE ACCOUNT. IN AC - CORDANCE WITH THIS CHANGE, THE ACCUMULATED BALANCE OF \$25,725.02 IN THE DISTRICT RESERVE FUND - UNDISTRICTED CLUBS WAS TRANSFERRED TO THE GENERAL FUND - UNRESTRICTED.

4. **RETIREMENT RESERVE FUND**

THE BOARD OF DIRECTORS IN ITS MEETING OF NOVEMBER 16, 1963 AUTHORIZED THE TRANSFER OF THE \$7,500.00 DEPOSIT IN SAVINGS ACCOUNT FROM THE RESTRICTED FUNDS INTO UNRESTRICTED FUNDS. THIS RESERVE IS NO LONGER REQUIRED SINCE THE PREVIOUS RETIREMENT CONTRACT OF THE FOUNDER WAS REPLACED WITH A GUARANTEED SALARY FOR LIFE OF \$9,000.00 ANNUALLY AND A GUARANTEED INCOME FOR LIFE OF \$4,500.00 AN - NUALLY TO THE WIFE OF THE FOUNDER IF SHE SHOULD SURVIVE HIM.

5. **BUILDING FUND**

THE REVISED BY - LAWS ADOPTED AT THE ANNUAL CONVENTION AUGUST 22, 1963, PROVIDE FOR AN ASSESSMENT OF \$1.00 PER YEAR PER MEMBER, COMMENCING IN OCTOBER 1963 AND CONTINUING FOR THE FOUR YEAR PERIOD ENDING ON SEPTEMBER 30, 1967, TO BE USED EXCLUSIVELY FOR THE EARLY AMORTIZATION OF THE WORLD HEADQUARTERS BUILDING ENCUMBRANCE. THE FUNDS COLLECTED FROM THIS ASSESSMENT ARE CREDITED DIRECTLY TO THE PROPERTY FUND AND ARE NOT INCLUDED IN THE RECEIPTS OF THE GENERAL FUND.

The Timid Toastmaster

By FREDERICK W. MIKKO

THE PLACE WAS the Crystal Room of the Naval Gun Factory in Washington, D. C. The occasion was a joint meeting of the four Toastmasters clubs functioning in the Veterans Administration complex in Washington—the *Communicators* Club 2902-36, *Gaveliers* Club 2920-36, *Topicmasters* Club 3273-36, and *Lamplighters* Club 3275-36. There were 200 people in the audience, including the district governor and lieutenant governor. While waiting to speak, I tried to remember how I had gotten into this predicament.

The *Lamplighters*, my club, was in its early infancy at the time we received the invitation to participate in the joint meeting. We had had the ecstasy (or the agony) of hearing but five of our members deliver their Icebreaker speeches. In all candor, I must report that our performance up to that time, speech-wise and evaluation-wise, while adequate, did not add an inordinate

amount of lustre to the ideals of Toastmasters.

I was one of the five who had delivered an Icebreaker and a few days thereafter our educational vice-president, Donald Marr, came to my office with a note of urgency in his voice. "Mikko, he said, "the *Lamplighters* Toastmasters Club has been invited to a joint meeting of the Veterans Administration Toastmasters clubs at the Naval Gun Factory and one of our members must give a speech."

"I'm pleased to hear it," I replied, "and I trust our esteemed president will give a good account of himself and reflect great credit upon himself and the club."

"I'm afraid you don't understand," he explained. "The speech must be made by a Toastmaster who has already delivered an official speech."

I did begin to understand then and a clammy feeling began to come over me.

"Your Icebreaker was the best

of our speeches," he went on suavely, "and the other officers and I, and most of the members, feel that you should be carrying the silks of the *Lamplighters*."

It was during one of those moments in life when we are all temporarily bereft of our senses that I gave my assent. After I got home that evening and recovered the use of my brain, I asked myself over and over again, "Why did you let yourself get talked into it?"

For the record, let me say that public-speaking-wise, public-platform-wise, microphone-wise, or talking-to-more-than-four-or-five-persons-wise, I was somewhat shy. No, let me be honest; not shy, just an out-and-out cowardly, despicable creature in the form of a man, the kind that would hide behind a woman's skirts if it would keep him away from the podium.

The die was cast, however, and there was no honorable alternative to polishing my shoes, putting on a clean shirt and a



newly-pressed suit, and proceeding to make a laughing stock of myself in public. I had five days in which to reflect upon my fate and to prepare for what I knew was to be my own funeral oration.

As I look back now, two or three years later, I recall that several unworthy thoughts presented themselves as possible avenues of escape.

First among these was the old, time-honored alibi of illness. But I was anything but ill. I was eating like a horse, sleeping like a log, and, all in all, feeling great. Ten seconds after the thought made its appearance I knew I couldn't practice deceit upon myself, so I summarily rejected the personal illness idea.

Second among the ancient alibis which suggested itself to me was the sudden and unexpected illness of a beloved relative residing in one of the distant states. However, the Phoenix, Arizona, branch of the family had just reported in, stating that all the personnel at that station were enjoying perfect health and that if I were smart I'd pull up stakes and head for the Southwest to join them. The Minnesota branch of the family reported the same and wondered why I didn't repair forthwith to God's country

and really begin to live for the first time in my life. Just as I couldn't practice deceit upon myself, I couldn't involve others in such action, so I abandoned the sick relative idea, too.

The third of the unworthy thoughts suggested flight. I supposed I could disappear from



my circle of friends like Judge Crater, but it seemed pretty drastic. I could imagine an item in one of our local papers reading: "Former U. S. Aide discovered washing dishes in Walla Walla, Wash., restaurant.

He claims he left the nation's capital 23 years ago to avoid making a speech at a Toastmasters meeting. 'I fooled them,' he cackled. 'I just slipped out of sight and no one knew where I went.'"

Short of a bona fide illness or accident, I concluded that there was no alternative to honoring my commitment and preparing myself to "face the music."

"Face the music" is an expression well known to juvenile delinquents, defalcating fiduciaries, military and naval personnel who have taken French leave, cowardly speechmakers, and assorted citizens of low moral fiber. It has been described in some circles as one of the cruel and unusual punishments proscribed by Article VIII of the

American Constitution and I, for one, go along with it.

I can well understand how an errant G. I. or gob who, in error, determined that his attendance at private pursuits in town outweighed the exigencies of the service, could look forward with no joy to the succession of events which would transpire when he returned to the fold.

However, at least he could expect a sharp, direct, and succinct appraisal of his conduct delivered by his commanding officer in basic English, plus a severe restriction upon his mobility for 10 days. At the worst, he could look forward to a Summary Court Martial, followed by two weeks or 30 days in the brig, but he would return, like the prodigal son, to the loving arms of his chief or first sergeant.

Delinquents, both juvenile and adult, are aware of their transgressions and can look forward with a kind of resignation to the unfolding of the courtroom drama to which they are committed.

Cowardly speechmakers and their ilk, however, die a thousand deaths, for hanging over their heads like a sword of Damocles is the fear of the unknown and the uncertainty of their fate.

Liking to believe that I was a rational, though cowardly, animal, I tried to anticipate what could befall me at worst. These horrors I listed as follows:

1. I would lay my notes down on the lectern, turn and say, "Mr. Toastmaster, ladies and gentlemen," and then my mind would go blank and I would get so nervous I would forget my notes, or be unable to read them. Turning to the Toastmaster, I would mumble, "Sir, it seems that I have forgotten what to say, so, with your leave, I'll retire."

2. I would arrive at the lectern but find myself overwhelmed, whereupon I would say, "Mr. Toastmaster, I feel faint and I'm afraid I can't go on. Please excuse me." I would then head for the nearest exit.

3. I would approach the lectern, look at the sea of faces in front of me, and swoon, hoping that someone would catch me.

4. As I was approaching the lectern I would trip and fall, whereupon the audience would go into a paroxysm of laughter.

5. I would approach the lectern, place my notes before me, turn to the Toastmaster, and discover I had lost the use of my vocal cords. In desperation, I would point to my throat and then run from the hall.

6. As I approached the lectern, the Toastmaster would take me by the arm, lead me away and say, "Mikko, this is all a practical joke—no one here really expects you to make a speech."

7. After beginning to speak, the Toastmaster would interrupt

and say, "Mr. Mikko, your voice is quavering so much and sounds so cracked that no one can understand you. I must ask you to take your seat."

8. After I had been speaking for about a minute, the district governor would interrupt and tell the audience that I, and my speech, were not representative of Toastmasters and that, while he was willing to hear me out, he wanted his position clearly understood.

Of course none of these things happen outside of Edgar Allan Poe, so I tried to assure myself that my fears were utterly groundless. I say I tried to assure myself because the gnawing, unreasoning fear was still there. I made one observation, however, that afforded me a measure of comfort: man is the only living creature who will, or can, rationalize his fears and still proceed with his planned course of action. Animals, I knew, ran away from their fears and I was determined to act like a man and not like an animal.

By acknowledging my fears and resigning myself to live

with them, but determining to go ahead with my speech, I had won half the battle.

When my zero hour approached, I tried to calm myself by loosening my belt; breathing through my mouth; sipping ice water; and beating a slow tempo with my toes. Alas, none of these devices worked or, if they did, the results were imperceptible.

When I started to speak I was conscious of one thing only, and that was to get off to a good start. I had memorized my speech so the launching was smooth. After speaking for some thirty seconds, I knew I was over the hump and could make it through to the end.

To all speechmakers — especially beginners — I say this: admit your fears, resign yourself to them, but determine to go ahead no matter what the result. You might make a spectacle of yourself, but I don't think you will. I am certain that the odds will be 100 to 1, or greater, that you will make out O. K. I know, because I went through it.



Frederick W. Mikko is a past president of Lamplighters Club 3275-36, Washington, D.C. An attorney reviewer in the Veterans Benefits Office, he is a member of the Bar of the District of Columbia, the Federal Bar Association, and a founder-member of the National Lawyers Club.

The Speaker's Page

POINT OF EMPHASIS

"Speech Construction" is the Point of Emphasis for January. Schedule at least two educational talks on speech construction. Basic Training Projects 3, 6, and 11 provide good source materials. Schedule Project No. 3, "Effective Speech Outlines," for a member in *The Advanced Speaker* program.

Encourage each speaker during the month to submit a written outline to his evaluator before his talk. Chapter 21 of the Toastmasters manual, *Club Program Planning* (Code 1314), provides additional ideas for this Point of Emphasis.

SPEECH SUGGESTIONS FOR JANUARY

January is a month of historical import to countries of the free world. On January 10, 1946, the first General Assembly of the United Nations convened in London, with 51 nations represented. The most notable previous attempt at international unity, the League of Nations, came into being when the Treaty of Versailles went into effect on January 10, 1920.

This month also marks the anniversary of the cessation of hostilities in the Revolutionary War in 1783 (20th); and the first national election in the United States in 1789, in which the presidential electors cast all 69 votes for George Washington, with John Adams chosen vice-president (7th). John Hancock, colonial patriot and first signer of the Declaration of Independence, was born in 1737 (23rd); President Abraham Lincoln signed the Emancipation Proclamation in 1863 (1st); and General Andrew Jackson defeated the British at the Battle of New Orleans in 1815 after the War of 1812 was actually ended, a fact unknown to Jackson (8th).

Notable firsts this month include the first regular postal route, from Boston to New York City, established in 1773, with a round trip made each month (22nd); first cable across the Pacific Ocean opened for service in 1903 (5th); and the first Boy Scout troop was organized in England by Sir Robert Baden-Powell in 1908 (24th).

Two birth dates of significance to Toastmasters both fall on January 18th — Peter Mark Roget, English lexicographer and physician and author of "Thesaurus of English Words and Phrases" (1779); and Daniel Webster, American orator and statesman, onetime Secretary of State (1782).

TO BUILD YOUR VOCABULARY

CAPTIOUS: from Latin *cap*, *capt*, meaning to seize or catch; therefore, eager to catch others at mistakes. A *captious critic* is faultfinding to a fault, *carping* or *caviling*.

SPEECH STARTERS

Man is not the creature of circumstances; circumstances are the creatures of men. We are free agents, and man is more powerful than matter.

— *Disraeli*
A man that exercises a right that he will not give to others is a barbarian.
— *Abraham Lincoln*

TOASTscripts



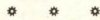
George Brenyo, president of McKeesport (Pa.) Club 901-13, received the annual award for the "Handicapped Pennsylvanian of the Year." He was selected by the Governor's Committee on Employment of the Handicapped.

Brenyo lost his left arm following an industrial accident in 1942 but he made a remarkable adjustment, according to the committee report, to improve his education and to prepare for suitable work because of his handicap. He took correspondence courses in mathematics and industrial engineering, and studied blueprint reading and mechanical drawing.

From 1948 through 1951, he received the U.S. Steel Evening School Scholarship to Carnegie Institute of Technology and studied industrial management and engineering.

He is presently a dispatcher in the accounting department at U.S. Steel's Clairton Works in McKeesport and is vice-president of Local 3018, Salaried Workers of America.

By being selected in Pennsylvania, Brenyo is now that state's nominee for the President's Trophy, which is awarded annually to the "Handicapped American of the Year."



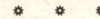
District 59 presented a memorial plaque and tree to World Headquarters in memory of Founder Dr. Ralph C. Smedley. In the left hand photo Tom Diehl, right, shakes hands with District 59 Governor John Peffley before boarding a plane in Reno, Nev., for Santa Ana. Looking on are Corky Lingenfelter and Adin Earl, district lieutenant governors. In the right hand photo Diehl presents the plaque and tree to Executive Director Maurice Forley on behalf of District 59. The photograph was taken in the second floor atrium at WHQ. United Airlines made travel arrangements for the trip. Diehl, a United Airlines employee, is a member of Reno Club 178-59.



Executive Director Maurice Forley was host at World Headquarters to Mrs. Grace Knoll, center, executive director of International Toastmistress Clubs; and Mrs. Vera Bennett, president of the woman's organization. In the photograph Forley explains the Toastmasters Reading Plan to the visitors.

Paris S. Jackson, immediate past president of Toastmasters International, is the author of an article, "Speaking Out About Figures," in the September, 1965, issue of The National Public Accountant. Jackson has his own public accounting firm in Temple City, Calif.

Another article by Toastmasters appeared in the Summer, 1965, issue of E & E, company publication of Ernst & Ernst. **Robert Isham and LaVaughn Davis**, members of Oil Men's Club 1383-25 in Fort Worth, Tex., authored the article entitled "Mr. Chairman, I . . . er . . . that is, I . . . uh." E & E is distributed to employees in 107 United States offices and 78 offices in 41 other countries.



CONGRATULATIONS: **Louis Rich** celebrated his 101st birthday October 29. He is a member of Realtors Club 1363-52 in Los Angeles, Calif. . . . **George J. Mucey**,

Toastmasters International president in 1960-61, has been included in the 1964-65 edition of "Leading Men in the United States of America". . . **F. H. Taylor**, educational vice-president of Cavalier Club 3322-23 in El Paso, Tex., wrote an article for the *El Paso Herald Post* on the benefits to be derived from Toastmasters training. . . **Dr. Ralph S. Lloyd**, member of Suburban Maryland Club 2082-36, Silver Spring, Md., has been awarded the Public Health Service Commissioned Corps Distinguished Service Medal for his "distinguished and dedicated career in which he has provided dynamic leadership, unique creativity and exceptional professional competence in the advancement of dental health in the nation and throughout the world." Dr. Lloyd is chief dental officer and assistant surgeon general of the U.S. Public Health Service . . .

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JUST IN JEST

"Thanks for the mouth organ you gave me for Christmas," the little boy said to his uncle the first time he saw him after the holidays. "It's the best Christmas present I ever got."

"That's great," said his uncle. "Do you know how to play it?"

"Oh, I don't play it," the little fellow said. "My mother gives me a dime a day not to play it during the day and my father gives my fifty cents a week not to play it at night."

Sign in department store: "Five Santa Clauses. No Waiting."

As to the use of the word "whom," there are three classes: those who use it correctly; those who think it is a misprint of "who;" and those who reword the sentence.

-Bulletin of Verdugo Hills Club 434-52

Of course money is the Christmas gift everyone would appreciate most — but the trouble is, you can't charge it.

"The little girl's aunt was visiting for the holidays and was talking about Christmas. "What are you going to give your little brother for Christmas?" she asked.

"I don't know," the little girl said. "Well," asked her aunt, "what did you give him for Christmas last year?"

"The whooping cough," said the little girl.

A holiday is a day off that's generally followed by an off day.

One butcher observes that he'd much rather wait on newlyweds—they don't remember what prices used to be.

-Supervision

REMEMBER: To keep *The Toastmaster* magazine coming regularly, notify World Headquarters immediately of any change of address. Please give old address, new address, club and district number and Zip Code. If possible, include a mailing sticker from a previous magazine. Allow 30 days after notification for processing of change.

Send change of address to: World Headquarters, Toastmasters International, Santa Ana, California 92702.

Letters to the Editor

Thank you for a beautiful memorial tribute to an exemplary leader and a treasured friend, Dr. Ralph C. Smedley. All who knew him, I am certain, will cherish as I do the recent issue of *The Toastmaster*, dedicated to him and to the great work which he accomplished.

World Headquarters, and especially the publications staff, are to be complimented on a most appropriate tribute. It is an excellent work—compiled in good taste and successfully achieving historical importance with a poignancy which truly touches the heart.

Your magnificent "Toastmaster" issue is a lasting tribute to a man whose ideals and influence will live forever in the lives of others.

Wilbur Smith
Wilbur Smith Advertising
Agency
Santa Ana, California

I read the October issue of *The Toastmaster* from cover to cover. It is a very fine issue. And, I might add, a little more personal than most issues since this was the convention issue and I had attended the convention.

My guests at the convention were Mr. and Mrs. J. J. McKeithen, Sr., the parents of the governor of Louisiana. They were not familiar with Toastmasters, but after attending the convention, became very enthusiastic about our organization.

Col. Ivy B. Sorrells
President, Shreveport Club 718-25
Shreveport, La.

I am writing to thank you for the pictures you sent to Thomas O'Brien, executive director of Big Brothers of America. (Ed. note: a photograph of Toastmasters International Executive Director Maurice Forley with Orange County, Calif., Big Brothers Executive Director Ralph Holdberg, looking

at the Big Brothers poster displayed at the TMI convention in New York City.)

I plan to use one of them in our bulletin which has a circulation of 15,000 and reaches local board members, executive directors, the national board and all Big Brothers.

Big Brothers of America greatly appreciates the cooperation of your membership in giving talks about the work of our organization.

Hugh Pendexter, Jr.
Public Relations Director
Big Brothers of America
Philadelphia, Pa.

Your October issue boasts of six clubs in Johannesburg, South Africa. The population is over 1,225,000.

Portland, Ore., the City of Roses, has 37 clubs with a population of 400,000. It seems to us that Portland, Ore., is the world's champion Toastmasters city. Any challengers?

Ben Medofsky
Beyond Basic Training Club 1360-7
Portland, Ore.

I have been a Toastmaster a relatively short time and as a result did not receive the magazines with the first two installments of the "Short Guide to the History of Public Speaking" series by Fredric Broder. Could you please send them to me.

If possible, I would like also to receive a complete set with the series in it for the head of the English Department at Creighton University who has written a book on modern rhetoric. I am sure he will find the series fascinating.

Daniel D. Kelly
Director of Public
Relations and Advertising
Omaha Public Power District
Omaha, Neb.

New Clubs

(As of October 29, 1965)

- 266-14 MARIETTA, Georgia, *Executive*, Thurs. 7:00 p.m., Marietta Country Club, Marietta, Georgia 436-4325
- 681-11 GREENWOOD, Indiana, *Woodman*, 1st-3rd Thurs. 6:30 p.m., Jerry's Restaurant Basement Dining Room, Greenwood, Indiana TU 1-0428 TU 1-2063
- 1046-U WELLINGTON, New Zealand, *Wellington*, Mon. 5:45 p.m., Wardell's Coffee Lounge, Willis Street, Wellington, New Zealand 34517
- 1076-U HAMILTON, New Zealand, *Eastside*, Mon. 6:00 p.m., Silva Bach Lounge, Hamilton, New Zealand 57234
- 1103-46 SOMERVILLE, New Jersey, *Somerville*, 2nd-4th Tues. 5:15 p.m., Radio Corporation of America, Somerville, New Jersey 722-3200
- 1338-21 NANAIMO, B.C., Canada, *Snenymos*, Wed. 6:15 p.m., The Shoreline Hotel, Nanaimo, B.C., Canada 745-5053
- 1710-TCA BRISBANE, Queensland, Australia, *Legal & General (Old)*, Tues. 5:30 p.m., Masonic Club, Creek Street, Brisbane, Queensland 2-1381
- 1794-12 SOLVANG, California, *Vikings*, Tues. 7:30 p.m., Security First National Bank, Solvang, California 688-5498
- 2505-TCA SYDNEY, N.S.W., Australia, *Miranda R.S.L.*, Alt. Tues. 6:45 p.m., The Miranda R.S.L. Sub-Branch Club, Sydney, N.S.W. 5220852
- 2508-47 FORT LAUDERDALE, Florida, *Sunrise*, Tues. 7:00 a.m., Lauderdale Lakes Country Club, Fort Lauderdale, Florida 587-2587
- 2585-16 OKLAHOMA CITY, Oklahoma, *Speak Easy*, Thurs. 6:00 p.m., Dodson's Cafeteria, 59th & S. Penn., Oklahoma City, Oklahoma MU 5-2317
- 2898-36 ANNAPOLIS, Maryland, *ECAC Town Criers*, Thurs. 11:30 a.m., ECAC, USNMEL, Annapolis, Maryland 268-7711 Ext. 8593
- 3256-6 SAINT PAUL, Minnesota, *First Family*, 1st-3rd Thurs. 5:00 p.m., The First National Bank of Saint Paul, St. Paul, Minnesota 221-9536 774-5746
- 3299-46 WAYNE, New Jersey, *Cy-Wayne*, 1st-3rd Wed. noon, Administrative Headquarters, American Cyanamid Co., Wayne, N.J. 831-1234 Ext. 2433
- 3920-65 NIAGARA FALLS, New York, *Bell*, Mon. 6:00 p.m., Biagio's Restaurant, Niagara Falls, New York 835-4790 Bus.: 716-297-1000 Ext. 514
- 261-U SAN JUAN, Puerto Rico, *San Juan Customs*, alt. Wed. 12:00 noon, La Mallerquina Restaurant, San Juan, Puerto Rico 725-4677
- 364-7 EUGENE, Oregon, *EWEB*, Thurs. 6:00 a.m., The Original Pancake House, Eugene, Oregon 343-1661
- 1162-40 COLUMBUS, Ohio, *Public Roads*, alt. Mon. 5:00 p.m., Conference Room Bureau of Public Roads, 700 Bryden Road, Columbus, Ohio 469-6880
- 1343-U FOUNTAINEBLEAU, France, *Inter-Allied*, Thurs. 12:15 p.m., Fountainebleau Officers Club, Fountainebleau, France 931-3211 Ext. 2220
- 1634-22 KANSAS CITY, Missouri, *Bonzer*, Tues. 7:30 a.m., Holiday Inn, Kansas City, Missouri FL 3-4384
- 2527-8 COLUMBIA, Missouri, *Columbia*, 2nd-4th Mon. 6:00 p.m., Colonial Room in the Tiger Hotel, Columbia, Missouri 442-0072
- 3359-7 LINCOLN CITY, Oregon, *Twenty Miracle Miles*, Thurs. 7:00 a.m., The Coo-Coo Clock Restaurant, Lincoln City, Oregon 994-2069
- 3528-U KUALA LUMPUR, Malaysia, *Kuala Lumpur*, 1st-3rd Mon. 8:30 p.m., Shell Theatre, Kuala Lumpur, Malaysia
- 3870-61 TRAY, Quebec, Canada, *Club Toastmasters Saphir*, Wed. 6:15 p.m., Le Pavillon Tracy, Tracy, Quebec, Canada RI 3-5313
- 3875-64 KENORA, Ontario, Canada, *Kenora*, Thurs. 6:00 p.m., Kenwood Hotel, Kenora, Ontario, Canada

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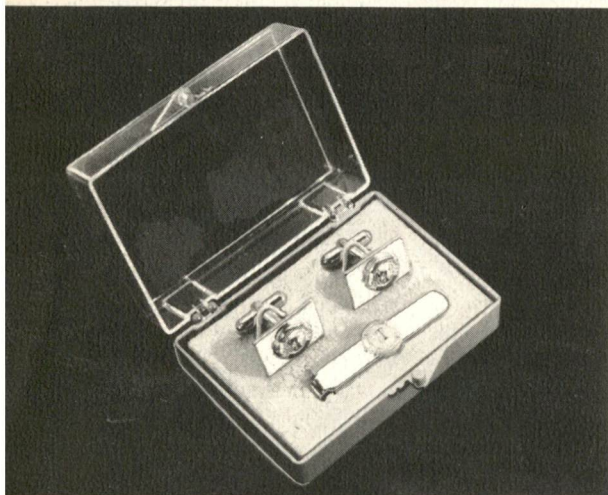
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4. Jim Wu 851 Tantau Ave., San Jose, Calif. 95129
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6. Robert D. Tokar 2528 Murray Ave. N.E., Minneapolis 18, Minn.
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8. Junior Edwards R. R. 2, Belleville, Ill.
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11. Ray Hopfner 108 W. 38th St., Anderson, Ind.
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21. Robert Baird 1310 May St., Victoria, B.C., Can.
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24. R. L. Torczon 1816 N. 75th Ave., Omaha, Neb. 68114
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26. Sam Harper 5765 S. Fox, Littleton, Colo.
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31. David Moffatt Granite St., Medfield, Mass.
32. Anthony Bertocchini 1114 S. 56th, Tacoma, Wash.
33. H. Marr Waddoups 327 McBeth, Othello, Wash.
34. Kenneth C. Thayer R. D., West Branch, N.Y.
35. Everett Watson 2425 S. 95th St., West Allis, Wisc. 53227
36. Robert W. Blakeley 6304 May Blvd., Alexandria, Va.
37. Francis S. Key 176 Ninth St., Cramerton, N. C.
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54. James P. Sullivan 2115 Wellington Dr., Peoria, Ill.
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61. Moe Rudner 787 Powell, Mount Royal, Que., Can.
62. Ahti A. Mackela 2606 Pierce St., Flint, Mich. 48503
63. Tom Graves 309 32nd Ave. S., Nashville, Tenn.
64. Robert H. Drain 1 Deep Dale Blvd., Box 107, Rural Route 1, Winnipeg 1, Man., Can.
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HOLIDAY SUGGESTION

TOASTMASTERS CUFF LINKS AND TIE BAR SET

Delight your Toastmaster on Christmas morning with this handsome and distinctive cuff links and tie bar set... With the Toastmasters emblem . . . Beautifully packaged in lucite box...

	MEMBERS		PAST PRESIDENTS
	Silver	Gold	Gold
Cuff links and tie bar set.....	\$7.25	\$8.00	\$12.00
Items may be purchased separately.			
Cuff links	\$5.25	\$6.00	\$7.00
Tie bar	\$2.00	\$2.00	\$5.00

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(Add 25c each item for packing and shipping • California clubs add 4% sales tax • Include club and district numbers when ordering)