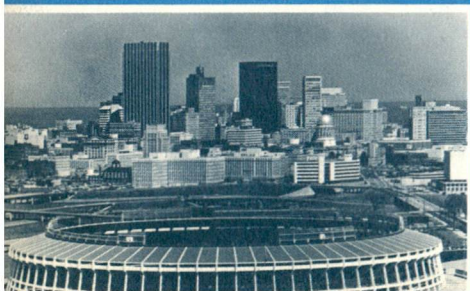
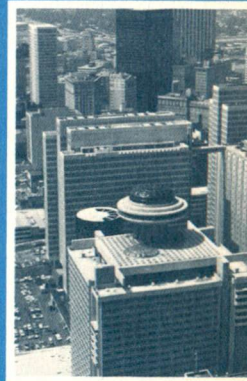
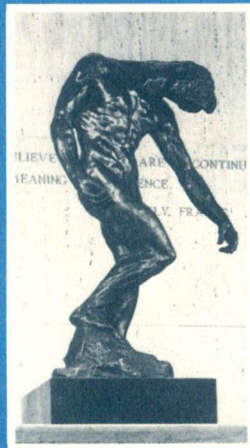
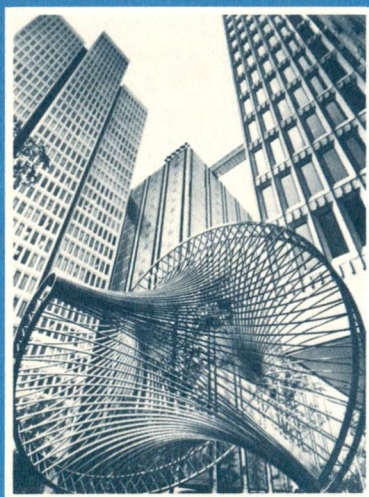
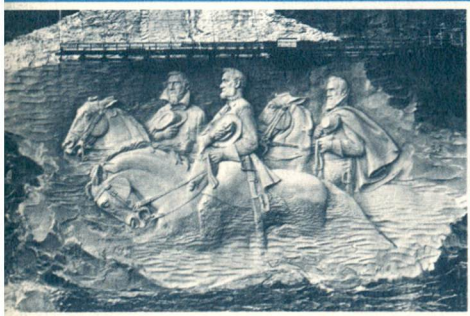


# The Toastmaster

DECEMBER 1972



ATLANTA, GEORGIA  
TOASTMASTERS TOWN



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**TOASTMASTERS INTERNATIONAL** is a non-profit, non-partisan, non-sectarian, educational organization of Toastmasters clubs throughout the free world.

Toastmasters programs prepare you for today's communication and leadership demands and put you up front in your occupation and in your community. You participate in programs designed to develop your ability to communicate effectively and improve your leadership capabilities through participation and fellowship of a Toastmasters club.

Each club is a member of Toastmasters International. The club and its members receive services, supplies, and continuing guidance from the World Headquarters, Santa Ana, California, U.S.A. 92711.

DECEMBER 1972

**PAUL TAYLOR**  
Editor

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Managing Editor

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Art Director

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**The Toastmaster**

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# Featured in This Issue

Richard H. Stancliff, D.O., tells of his beginnings in Toastmasters from a special vantage point in **FIRST YEAR—FIRST EXPERIENCES**. Page 8.

**MAKE THOSE FIRST 60 SECONDS COUNT!** — Able Toastmaster Barney Kingston shows how you can count on a good opening to bring life and audience attention to your speech. Page 12.

**1972 INDEX** — Here's your chance to catch up on all the good ideas you missed in this past year's magazine. Page 20.

William Gutgesell gives us a principle of gentle criticism and uses it to show **HOW TO CONSTRUCTIVELY EVALUATE A SPEECH**. Page 22.

If your club meetings are beginning to drag, Charles W. Day gives some pep-up suggestions in **TIRED TABLE TOPICS?!** Page 30.

October was Anniversary Month for Toastmasters, and the **48TH ANNIVERSARY PROCLAMATIONS** around the country prove it. Page 36.

**TOASTMASTERS EXHIBIT AT STATE FAIRS** — and your club can too! Page 38.

## THOUGHTS FOR THE HOLIDAYS

Your Toastmasters International Board of Directors and officers, together with the World Headquarters staff, extend to you the warmest greetings for this Holiday Season and also wish you the best for 1973.

Hopefully, during this festive time, you will take time to reflect on your accomplishments and activities for this past year. As all of us look back, there will be opportunities lost and commitments bypassed, or perhaps overlooked. With the New Year as a point to start anew, perhaps we all can make 1973 the year of personal commitment and involvement. Why not resolve to make just one new contribution to your personal growth or your community's growth?

There are many opportunities available and the Toastmasters program provides a host of choices. For yourself, complete the Communication and Leadership Manual or become an ATM; for the community, sponsor a Youth Leadership course, co-ordinate a Speechcraft class, promote a debate on local issues, judge a youth speech contest, or speak for the Cancer Fund or another worthy cause. There are a multitude of choices. Try just one. Remember, setting a specific goal is the first and most important step toward attaining that goal. Try just one new Toastmasters project in 1973, for success is — Members in acTion.

Donald W. Paape, DTM  
International President





**NEW**

**MANAGING**

**EDITOR**



Toastmasters International has appointed Bruce L. Anderson as your new managing editor. The announcement was made by Executive Director Robert T. Buck Engle.

As managing editor, Mr. Anderson will have chief responsibility for THE TOASTMASTER, TIPS, and BULLETIN BOARD, as well as various pamphlets, booklets, and other projects.

Living in Los Angeles, Mr. Anderson received his Bachelor's degree in political science from UCLA and later earned a Master's degree while in the service; he comes to World Headquarters from a position in television news. At the present time, he devotes his weekends to flying and is working toward a commercial pilot's license. Former managing editor Jon Finch left publishing to return to teaching.

**RALPH C. SMEDLEY MEMORIAL FUND**

Toastmasters needs \$4000 to create an evaluation research program, assisted by professionals in speech communication, which will lead to a new Member Manual on "how to provide effective evaluation." The Ralph C. Smedley Memorial Fund was set up for just such a purpose, and your contribution will help get this project under way, as well as honoring our founder, Dr. Smedley.

Additional contributors:

Irving Deihl  
Hope Moffet  
John M. Ereth  
Howard R. Elms  
Midland Club 1532-31

Send in the coupon on page 26 with your contribution. How about today?

**TOASTMASTERS**

**TOWN of the MONTH**

**ATLANTA**



Rising from the ashes of the Civil War to become the symbol of the New South, Atlanta has expanded from capital of Georgia to the financial and commercial capital of the southeast. Nearly all national concerns have a regional headquarters or distribution center in the city, because of its strategic location as the hub of a far-reaching transportation and communications system. Atlanta is also an important medical and educational center for the South and its regional headquarters for most Federal activities.

Incorporated in 1845, Atlanta owes

its early growth primarily to the railroad, since it lies on no major river or lake. It was largely rebuilt after 1864 and has experienced phenomenal growth since World War II, due in part to the arrival of non-Southerners with the business and government regional offices.

The "Gate City of the South" features an impressive downtown section, mostly built in the last decade, a large art museum, a symphony orchestra, and the world's largest carving at nearby Stone Mountain, honoring Confederate heroes. Atlanta also boasts of twenty-four Toastmasters clubs, where meetings can be found six days a week. A salute to all the citizens of the Toastmasters Town of the Month!



# CLUBS

## in acTion



**ANNUAL SPEAK-OUT** — Members and guests of the **Tamal Cavaliers Club** 171-57, San Quentin State Prison, Calif., appear at their annual Speak-Out. The welcoming address was given by Warden L. S. Nelson, himself a Toastmaster.

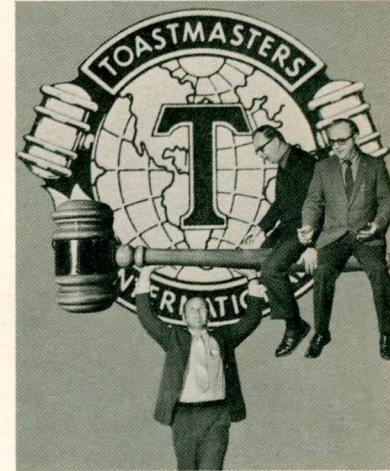
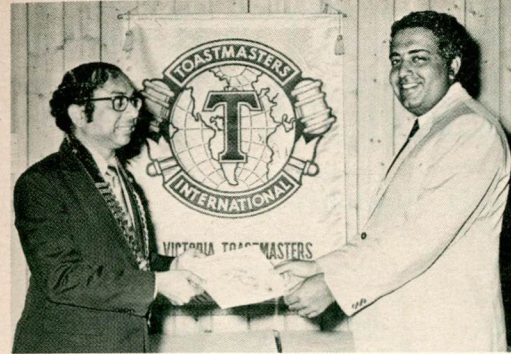
**INTERNATIONAL NOTE** — Syed Hasan (left), new president of **Victoria Club** 2787-U in Hong Kong, awards Certificate of Honorary Membership to Past President Lachu K. Khemlyani.

**WINDBAG AWARD** — Toby Mark Berman (left) of **Torrejon Club**, Madrid, Spain, presents a windbag award similar to the one used by his club to R. John Vallieres of the **Travelers Club** 1389 in Hartford, Conn., as District 53 Governor Richard L. Hilliard looks on.

**SECOND OXY CLUB PLANNED** — Immediate Past President **Dr. Russ Heron** meets with (from left) Occidental Life of California President **Meno Lakes**, Club 613-1 President **Dr. Larry Jones**, and District One Governor **Norb Schmidt** to discuss plans for a second Los Angeles Occidental club.

**CONFERENCE HOSTS** — Pekin, Ill., **Club 2702-54** officers Ernie Ertmoed (right) and Jack Langie get a bird's-eye view of the District 54 Spring Conference hosted by their club, with a lift from Conference Chairman Bob Lutz.

**TM's on TV** — International Director **Thomas M. Marchant III, DTM**, (left) and District 58 Governor **William R. Calamas, ATM**, (center) put their Toastmasters training to work as WIS-TV's Joe Pinner springs a surprise Table Topic on them. The appearance, in Columbia, S.C., honored South Carolina's selection as President's Distinguished District.





# FIRST YEAR— FIRST EXPERIENCES

by Dr. Richard H. Stancliff



On a warm July afternoon two years ago, while reading The Talking Book edition of *Changing Times*, an article was read about Toastmasters International. Although my profession as an Osteopathic Physician is basically communication on a person-to-person level, my communication on the group level had really not been developed or used much. Toastmasters sounded like the ideal way to develop speech and leadership techniques.

Local inquiries resulted in very little information concerning local clubs. A letter to Toastmasters International in Santa Ana brought an immediate reply with specific information. I made contact with the local Eriez Toastmasters Club and a most interesting and informative year of learning with fellowship was the result.

## The First Meeting

My first meeting was a time of some apprehension; this would be a new group for me and a new experience for most of the club members: I travel using a white cane. I was quite occupied during the meal with the logistics of orientation, locating the meat, salad, and rolls,

passing the salad dressing and bits of conversation, and receiving occasional bits of information from the lectern, when suddenly the time came for Table Topics. I was brought up short with the friendly question, "We always ask our guests to take part in Table Topics; would you like to participate, Dr. Stancliff?" "Yes sir," I replied.

"Will you give us your opinion on Socialized Medicine?" came the question.

Now, if there is anybody who should have an opinion on that particular subject, it should be a practicing physician. Yes, I do have some definite opinions — but I had no idea what they were that evening. Nevertheless, I did stand up and speak for about two minutes.

My initial discovery at Toastmasters was to realize how little I heard that evening. I had an overload in my chief channel of information-gathering, but I did get the message: listening is important. The first meeting was most enjoyable and I was on my way to becoming a Toastmaster.

## The Ice-Breaker

Several meetings later came my first major assignment. "Here, with his ice-breaker



speech, is Dr. Stancliff. His subject: 'Popollution.'

"Thank you, Mr. Toastmaster. Popollution is pollution by population. It took until 1830 to reach the first billion people. The next one-hundred years produced the second billion, and a mere thirty years later the third billion arrived. The population will again double to seven billion by the year 2000. . . . Thank you, Mr. Toastmaster."

Now for evaluation of this speech.

Too didactic for a general information talk.

Use of too many statistics.

No point was made concerning any possible program to aid in the solution of the population problem.

And never say "thank you" at the end of a speech.

Never say "thank you"? After all those years of not saying it enough? "Do not thank the audience for listening to your speech; instead, they should thank you for giving the talk. And remember the three B's of a good speech: Be brief, be right and be gone."

### Toastmaster

The next major assignment: Toastmaster. Toastmaster seems to be a very easy job — while I am sitting at the dinner table. Standing on my feet at

the lectern and running the entire meeting presents an entirely different outlook on the situation. Aside from the finer points of introducing speakers and keeping the meeting flowing smoothly, the most important lessons I learned my first time as Toastmaster were:

Never leave the lectern unoccupied.

As Toastmaster you lead the applause.

Do not apologize for the absence of one of the speakers. After all, your audience may not even know of his absence unless you point it out to them. This is another one of those learned characteristics that must be dispensed with in public speaking: never apologize.

### Laughmaster

My next assignment also proved to be interesting — Laughmaster. A Swedish friend of mine is one of my chief sources of humor, and he is always telling stories about two dumb Swedes. Since Toastmasters are constantly concerned with how long every part of a meeting will be, one of his stories seemed appropriate . . .

Two dumb Swedes drove up to the lumber company store. One entered.

"Give me a four-by-two."

"I think you mean a two-by-four."

"Well, whatever you call it, I want one."

"Of what length. How long do you want it?"

"I don't know. Wait until I ask my brother out in the car."

"My brother says we're going to use it in our new house and want it for quite a while."

The evaluation: never tell a story using dialect unless you are exceptionally good at it.

Do not use conversation until you have had a lot of experience in public speaking.

There are many other aspects to a Toastmasters meeting, but these are the outstanding first-experience memories which

were so helpful to me. My reason for wishing to share them with some of my fellow Toastmasters is to express my appreciation for all the help of the members of the Eriez Club, THE TOASTMASTER magazine and all the publications of Toastmasters International. In sharing experiences with other Toastmasters, I have learned a great deal. These men have observed that I am not a *blind* man, but a *man*, subject to all the pressures, pleasures and problems of every man, but who happens to lack eyesight. I can only hope that our shared experiences in Toastmasters will continue for many years.

---

*Dr. Richard H. Stancliff is a practicing Osteopathic Physician in Erie, Pennsylvania. His hobby is amateur radio, with license K3AXS. He is a member of Eriez Club 2705-13.*

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# MAKE THOSE FIRST 60 SECONDS COUNT!

by Barney Kingston, ATM

**I**t doesn't make any difference how long your speech is: unless you tune in your audience in the first 60-seconds, chances are they will tune you out.

Take the fellow who opens with: "On my way over to the club tonight I ran into a bum who asked me for \$49.50 for a cup of coffee. I told him he'd do much better if he asked for a quarter. He said, 'Do you think I'm going into the Ritz in these clothes?'" We know his opening purpose; to win his audience over with humor. He has them laughing. But his bit of humor has no connection with his speech, "The Democrats' Dilemma". He has his audience laughing at the wrong time, insofar as making points for his cause. Once you have an audience laughing it's hard to get them to switch to an entirely different wave of thought. Let me be among the first to say there's nothing wrong with humor in a speech, any place you want to use it, as long as it has something to do with the purpose of the speech. To open a speech with humor, *just to be entertaining*, invites an almost sure "turnoff" for the remainder of the talk.

#### **More Irrelevant Openings**

You've surely heard this kind of opening many times. "Tom called me," the speaker begins, "to remind me I'm scheduled to speak next Monday. I asked him



what subject he would like me to talk on. We discussed various ideas for half an hour and what came out of that discussion is what I'll be talking about tonight. I hope you like it." Again, this opening is completely irrelevant to the topic, "Let's ban pantyhose!" The speaker should have started off with, "I watched the girls go up the conveyor stairway in the John Hancock lobby and I was startled by what I saw. Can you stand a shock?" You can be sure his all-male audience is ready for all kinds of shocks!

#### Attention-Getting

Then there's the speaker who has been told you've got to get the attention of the audience right away or you've lost them; they'll be hearing but they won't be listening. So, after being introduced he pulls out a pistol and fires three shots at the audience! (Fortunately they were blanks.) He also adds the words, "Nobody's gonna sleep during my speech!" Yes, he got attention all right, but did he get the audience's *interest*? As a member of that audience I almost had a heart attack; you can be sure I called him, mentally, just about every name in the book. The attention-getting pistol shoot-out backfired; he not only irritated his audience but tuned

them out for his subject, "Why I'm still a bachelor."

#### Promise Benefits

Advertising experts know if the headline doesn't stop the reader he won't read the rest of the ad. Take a few examples from a current issue of LIFE Magazine. "America's favorite cigarette break"—for Benson & Hedges 100's. "Taste Canada's smoothest whiskey"—for Windsor Canadian. "After a point you're not buying any more car. You're just spending more money"—for Ford LTD. These ad headlines have something in common: They talk to an audience with a promise of benefits, so you read on to find out how to get them. Watch those TV commercials and you'll see that the best ones are those whose first words promise you a benefit of the product—or by association with the product. For example, is there any reader who doesn't know what TV product is associated with the words, "I ate the whole thing?" Or with the benefit inherent in that product?

I think it is clear by now if you want to get your audience's attention you must do it right at the start; you do it by promising them a benefit, saying something to their self-interest, arousing their curiosity enough so they will want to hear more.

The fellow who starts his speech (title: "Cigarettes Can Kill You") with, "Fellows, let me give you ten reasons why you should stop smoking cigarettes," is tuning out his audience and in fact irritating the smokers. They all know cigarettes are dangerous; they *want* to stop smoking but can't. They'd welcome any sensible plan or idea that would help them stop smoking. Compare this one with the one you've often read: "Fellows, I stopped smoking in 15 days; I did it by sucking a piece of candy a couple times a day and it was a pleasure; let me help you stop killing yourself." Every smoker will be galvanized to attention for this speaker!

#### Building Bridges

Many members have organizational difficulties; they have trouble weaving a logical thread through the fabric of their talk; they don't know how to "build bridges" from one example to another. If you have such a problem one of the best ways to not only open a talk, but to insure you will have good organization, is to start with a "by the numbers" opening. Say you are speaking on the subject: "You can outfox your wife". Try this opening: "Fellows, if you will follow the '7-Way Kingston Plan' I guarantee you will outwit your wife at every turn."

“

**If you want to get your audience's attention you must do it right at the start ...promising them a benefit, saying something to their self-interest...**

”



Note the '7-Way Kingston Plan'. You simply hold up one finger and say, "Our first rule for survival is . . ." and so on until you've gone through the "seven rules" and the ending, giving you a sure-fire organizational plan.

### Friends' Reunion

Some members make an opening sound like a reunion of old friends. For instance, like this: "Mr. Toastmaster, it's a real pleasure to be here tonight, after a month sojourning in the Bahamas. It's good to see old friends like Bill, Tom, Jerry, Fred and Ed in attendance; I was afraid when they knew I'd be speaking tonight they'd find something important to do elsewhere." This fellow was supposed to give a 7-minute talk on "Land is the Best Investment"; he spent the first 2½-minutes fraternizing with old friends before he got into his talk. He went over his time by three minutes; but more important, he lost his audience right at the start. Greet old friends before or after the meeting; don't waste the most important part of your speech on something irrelevant to the subject matter.

If you want to read a speech, use copious notes, or refer to exhibits, the one time you should not do any of these things is at the start of a speech! If you

have to, memorize your opening — particularly the first minute. As with a salesman's opening words, your audience must be sold on *you*, to a considerable degree, before they'll buy what you're selling. If you start your speech by having your face down in your notes or pointing to an exhibit, you are losing the essential eye contact you must have in the beginning; *you sell yourself* as well as your message in the first 60-seconds! So look your audience in the eye (some friendly face in the front and center to start with) and give them the opening; you can refer to notes or exhibits later on.

### Mental Pictures

Try to use openings that "picture" people, places or things; it is difficult to "picture" an inanimate object as having any life. Suppose you were speaking on the subject, "A House Divided", and you were looking for a vivid, dramatic opening. You would not start off with: "In our country today, we see tensions everywhere; the old against the young, labor battling industry, government fighting everybody, a house divided against itself. From border to border, coast to coast we see a never-ending battle of one group after another asserting its rights, with no thought of its responsibilities." It's a good bet

this kind of opening will "tune out" most of your audience; the mind thinks in terms of mental pictures. When you force your audience to paint their own pictures they will do just that: paint pictures having nothing to do with your talk. Let's try another opening that gets across our point: "Ever since history began dictators have dreamed of world conquest. Attila, Genghis Kahn, Alexander, Julius Caesar, Napoleon Bonaparte and Adolph Hitler all came within an eyelash of making their dream come true. But these men all had one thing in common. They sought conquest on the battlefield; now, you can see a battlefield, you can see the planes, the tanks, the guns. But there's another kind of conquest not so easy to see." As you rattle off these giants of history, each creates an immediate and forceful picture; your audience knows exactly the point you

want to make in your opening and they want to hear your solution to "A House Divided."

Another thing to remember when you plan your talk is the title. Remember, your title is as much a part of the opening as the first words. That too should paint an easy-to-grasp picture. Take the title of this article, "Make those first 60-seconds count!" Can't you just picture somebody holding a stopwatch? So you want to avoid an opening like "Watch that opening" because it doesn't paint any picture you can retain.

A good way to be sure you have the right kind of opening is to write it out and then ask yourself this question, "Is the purpose loud and clear?" If it is, go ahead with the rest of the draft; if it isn't, throw it away and start over. Unless you *make those first 60-seconds count* you'll be talking mostly to yourself.

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*Barney Kingston, ATM, is a member of Speakers Forum Club 371-30 in Chicago, Ill., and is a magazine merchandising director.*

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With Semiannual Report...

## FIRST IN THEIR DISTRICT

These "acTlon" clubs were the first in their district to submit semiannual reports to World Headquarters. Their promptness indicates a high standard of excellence in club management.

### District and Club

- F Pasadena Club 6-F
- Paul Revere Club 602-F
- 1 Harbor View Club 143-1
- Torrance Club 695-1
- 2 Burien Breakfast Club 2543-2
- 3 Wiharu Club 350-3
- 4 Los Gallos Dela Bahi Club 3400-4
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- 72 Otakou Club 2139-72
- U Roosevelt Roads Club 3015-U

## PROJECT FUN-73

**Project Fun** was created to involve Toastmasters in hosting guests at their club meeting, to show excellent Toastmasters programs in action; and improving club programming, so the guests and members would stay. The Sponsor, Key Man and Mr. Salesman awards recognized outstanding efforts toward this goal.

**Project Fun — 72** met the goal of increased new members. We've had more guests than ever before, and had fun bringing them. Because of this success, next month will open a shiny new **Project Fun — 73**, with more chrome and more fun, but the same well-proven chassis.

We had more guests in 1972—but only 3 out of 10 joined. So in '73, the emphasis will be on EXCELLENCE! We want to make the club meetings so interesting—so exciting!—that guests will *have* to join and present members *want* to stay!

**Project Fun — 73** will kick-off in January with a series of magazine articles on "How to" improve club programs and build membership.

—A new Speechcraft Action brochure to show you how others found Speechcraft is the way to go.

—A new look to President's 40 Clubs.

—New ideas for April Invitation Month and October Anniversary Month.

—A new edition of *Patterns in Programming*.

—Focus on excellence at the Fall District Conferences.

—Ideas on building your club during the summer.

AND...

A whole new year to be a Sponsor, Key Man, or Mr. Salesman! More recognition! Bigger awards! Watch for full details in the January issue of THE TOASTMASTER.

Now is the time to get with...

## PROJECT FUN-73



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# HOW TO CONSTRUCTIVELY EVALUATE A SPEECH



by W. H. Gutgesell

The factor that distinguishes Toastmasters clubs from all other civic and service organizations is individual evaluation. However, the evaluation process is at best a delicate matter, so care and discretion must be exercised or the results could be undesirable. The purpose of evaluation is to point out the speaker's weaknesses and *help* him become a better speaker by suggesting ways he can improve. But too often an evaluator will unintentionally cause club problems by delivering a poor evaluation that is anything but helpful.

## Poor Evaluation

On a matter unrelated to Toastmasters, have you ever been told bluntly that you were wrong? It made you feel upset, didn't it? At one of your club meetings, have you ever heard the "verbal butcher" evaluate a speech? His evaluation generally goes like this:

"Your opening was weak, you didn't use enough hand gestures, I had a hard time following the point of your speech, your eye contact was weak, your conclusion was poor and you didn't

finish on time; but work on it and you will improve, etc. . . ."

Perhaps you have also heard the "entertainer" give an evaluation of a speaker at one of your club meetings. (Too often this character reflects the club's inadequacy by winning the "Best Evaluator" award for the meeting.) His evaluations generally go along these lines:

"For some unexplained reason you appeared nervous giving this speech. What's the matter? Did your wife yell at you this morning? Don't be afraid of us. Your hand gestures were poor. Are your hands tied together? Or are you too weak to lift them? Perhaps you need a shot of B-12 or a brace to hold your arms up, ha ha!" etc.

Despite well-meant intentions, the speaker cannot help but have hurt feelings, and if he is a relatively new member he may lose interest and drop out of the club. An inexperienced speaker would feel, "Boy, I must really be bad, although I did the best I could. But what's the use? I can't get as good as the rest of these fellows." On the other hand, a better than average speaker would most likely think, "What's the matter with this jerk? My speech had a lot of merit; he probably didn't even understand the important points. This is a waste of time. I have more important things to do." It is an added ironic point



that without subjects to prey upon, some evaluators of this type eventually drop out of the club too, since they feel that their performances are not fully appreciated. Essentially, it is not the *fact* that the errors are brought to light, but the *way* they are brought to light that is upsetting.

### Use This Principle

A college friend of mine from India described a symbolic procedure to use whenever you had to tell a person something unpleasant: First you bow and touch his toes, a gesture of humbling yourself before him. This puts him in a good mood. Next, you stand up and subtly knock off his turban, which is the hurtful expression of insult. But, before the person realizes what happened, you bow and touch his toes again before departing. This last gesture makes him forget the insult and leaves the person with less hostile feelings. The individual in this example knows that he has been criticized but also that he is still held in esteem by the person who just criticized him.

### Good Evaluation

When you have the assignment of evaluating a speaker in your club, this "Indian" method may be something to consider. After the member has delivered his speech and you have been

called on to give an evaluation, the first thing you should say (after acknowledgements, of course) is something *nice!* In this way you are symbolically touching the speaker's toes. Every speech has some positive aspects; no speech was ever delivered where everything was wrong. For example, mention that his voice was pleasant or that the subject matter was timely and fit the occasion. Naturally, the speaker is going to want to listen to whatever else you are going to say.

In your subsequent evaluations, the "knocking off the turban" phase, select no more than three errors or faults for comment. Focusing on the speaker's errors will be more effective if expressed positively instead of negatively. For instance, if your wife or girl friend asked you how she looked in a ridiculous dress, you do not say, "You look terrible." True or not, if you answered in this manner you would have to cook your own supper and eat it by yourself. But, if you answered, "You look much better in solid colors," or "you compliment the dress, but the dress does not compliment you," you will have said essentially the same thing without hurting the lady's feelings.

Similarly, when you evaluate your subject's errors:

---

### Do Not Say

"Your voice was weak,"  
"Your eye contact was poor,"  
"You didn't use gestures,"  
"Your conclusion was weak,"  
"You were unprepared,"  
"You were overtime,"  
"You were obviously nervous."

### Say Instead

"Speak louder,"  
"Look at us more,"  
"Use more gestures,"  
"Begin your conclusion sooner and develop it more thoroughly,"  
"Practice your speech one more time."  
"Finish at the requested time,"  
"Show more confidence,"

---

In this manner you are telling him what to do to improve his speech and not merely pointing out his errors (of which he is probably already aware).

Be sure to show by example how each flaw can be remedied. Remember, too, that an evaluation should have an opening, a body and a conclusion and should conform to the club's time limitation. Be sure that the evaluation is delivered using correct techniques; otherwise you will be defeating your own purpose.

Wind up your evaluation with the symbolic "touching of his toes" before leaving. Tell him how he can take advantage of his strong points. Conclude by exhorting him to continue working on the Toastmasters self-improvement program. When the meeting is over, the speaker (turban intact) will respect you and appreciate your comments.

### It Helps You Too

Good evaluation has yet another positive advantage. The good evaluator, because of the



example he sets, will in turn receive more constructive evaluations of *his* speeches. Furthermore, when a person becomes known for his ability to aid improvement in others, his leadership attributes are recognized. This usually means selection as an officer at the club level or promotion in his employment, thereby making the Toastmasters program work for him.

Compare constructive evalu-

ation, which improves speeches and creates good will and a desire to improve, with just plain criticism that tears apart a speech and causes hard feelings and club dissension. Give some thought to how *you* will handle the situation next time you are called upon to give an evaluation. A thoughtful, constructive evaluation will not only help the member giving the speech and the club but, most importantly, it will help *you*.

---

*William Gutgesell is past president of Arrowhead Club 788-F and City Planner in San Bernardino, California.*

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*Ralph C. Smedley Memorial Fund*  
 Toastmasters International  
 Santa Ana, Calif. 92711

It is my pleasure to contribute \_\_\_\_\_ (indicate amount) to the Ralph C. Smedley Memorial Fund for use in educational research.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

CLUB NR. \_\_\_\_\_

## CLUB ANNIVERSARIES—DECEMBER 1972

### 35 YEARS

**YMCA Club 91-6**  
 Albert Lea, Minnesota

**F. E. Balmer Club 95-9**  
 Pullman, Washington

**Noventa Club 90-12**  
 Santa Barbara, California

**Reedley Club 93-27**  
 Reedley, California

### 30 YEARS

**Gaveliers Club 238-9**  
 Spokane, Washington

### 25 YEARS

**Chamber Club 540-2**  
 Seattle, Washington

**Gas & Electric Company Club 545-5**  
 San Diego, California

**Carthage Club 533-22**  
 Carthage, Missouri

**Philadelphia's First Club 541-38**  
 Philadelphia, Pennsylvania

**Franklin Club 524-40**  
 Columbus, Ohio

**Megacity Club 533-40**  
 Dayton Kettering, Ohio

**Niagara Falls Club 543-65**  
 Niagara Falls, New York

### 20 YEARS

**Kay Cee Club 638-1**  
 Los Angeles, California

**Portland Builders Club 1175-7**  
 Portland, Oregon

**Forest City Club 1185-10**  
 Cleveland, Ohio

**Paso Del Norte Club 1163-23**  
 El Paso, Texas

**Carlsbad Club 1182-23**  
 Carlsbad, New Mexico

**Sterling Club 1184-26**  
 Sterling, Colorado

**Racine Club 481-35**  
 Racine, Wisconsin

**Valley Forge Club 1128-38**  
 Norristown, Pennsylvania

**Pierre Club 1195-41**  
 Pierre, South Dakota

**Maryville Alcoa Club 1186-63**  
 Maryville, Tennessee

**Dewitt Club 1143-65**  
 Syracuse, New York

**Tamaraw Club 1164-U**  
 Manila Luzon, Philippines

### 15 YEARS

**North Hennepin Club 2464-6**  
 Minneapolis, Minnesota

**U.S. Bureau of Mines Club 2598-7**  
 Albany, Oregon

**West Side Club 2606-10**  
 Cleveland, Ohio

**New Castle's First Club 2292-13**  
 New Castle, Pennsylvania

**Hawthorne Club 2574-30**  
 Chicago, Illinois

**Ballston Speakeasy Club 2608-36**  
 Arlington, Virginia

**Salem County Club 2588-38**  
 Salem, New Jersey

**Tazewell Club 2702-54**  
 Pekin, Illinois

**Frankfurt Club 2617-U**  
 Frankfurt, Germany

### 10 YEARS

**San Francisco Regional Office Club 3534-4**  
 San Francisco, California

**WIIS Club 3548-4**  
 San Francisco, California

**Les Pic Bois Club 3525-61**  
 La Tuque, Quebec, Canada

**Keira Club 3558-70**  
 Wollongong, N.S.W., Australia





# HALL of FAME

## DISTINGUISHED TOASTMASTERS (DTM)

Toastmasters International highest member recognition, the Distinguished Toastmaster award, has been presented to the following:

**Jack D. Howard**

Wedgewood Club 1137-2

**Joseph L. Eden**

Quannapowitt Club 849-31  
T.N.T. Club 2924-31

**Sherley Ray Dunn**

Arlington Club 892-47  
Saturday Morning Club 2840-47  
Jacksonville Club 3238-47

**Laurie C. Erwin**

Broadview Club 1569-60  
Beaver Club 1744-60

## ABLE TOASTMASTERS (ATM) Certificate of Achievement

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

**Dalbert Rychter**

Temple Club 3380-2

**Jerald E. Green**

Superstition Club 73-3

**Elliott Chern**

Globe Club 2197-3

**Robert K. Munsil**

Globe Club 2197-3

**Theodore W. Taub**

Orbiters Club 2943-4

**George B. Bradshaw**

Pacific Beach Club 54-5

**Dewey Brokofsky**

Speakeasy Club 1789-6

**Carlton H. Perry**

Broadway Club 789-7

**John A. Johnson**

Lake Greenwood Club 1521-11

**Carl W. Young**

Del Ray Club 2665-11

**Bobby D. Pearce**

Tinker Club 1362-16

**W. D. Barnes, Jr.**

Black Gold Club 2599-16

**Earl J. Schmidt**

Bissonet-Maned Downs Club 2941-19

**Gordon F. Gibson**

Plus Two Club 349-25

**John King Myrick**

The Big D Club 713-25

**Kay L. Cornelius**

Reveille Club 2971-25

**Dr. Andrew W. Decora**

Laramie Club 2546-26

**Carl O. Granzin**

Electronics Supply Club 3105-30

**Roy C. Miller**

Fort Lewis Club 690-32  
Double Rocker Club 2882-32

**Tony Bucaloy**

El Dorado Club 1945-32

**Miles M. Gilbert**

VA Gaveliers Club 2920-36

**Karl F. Hilt**

Aquinas Club 2159-40

**Arthur F. Prosper**

Spearfish Club 3781-41

**David R. Francis**

Plains Club 3144-42

**Clarence F. Stovall**

Pop-Up Club 3165-44

**Michael G. Bohunicky**

Navy Brunswick Club 2156-45

**Myron M. Rosenthal**

Kearfott Club 3156-46

**Ulrich M. Geissler**

Fort Lauderdale Club 2004-47

**Burt Kleinman**

South Miami Club 2216-47

**Eugene Kremisdorf**

North Valley Club 2715-52

**Fred T. Blaydes**

Lincoln Douglas Club 1196-54

**Floyd R. Kisner**

Rockford Club 1752-54

**Wayne H. Frederick**

Texas Talkers Club 3731-56

**Harold L. Hoffman**

Texas Talkers Club 3731-56

**Max Pruzan**

West Knoxville Club 3117-63

**Frank Randall Marrs**

West End Club 2661-66

## Changing Your Address?

If you're planning to move, let us know your new address eight weeks prior to the scheduled move. Be sure to complete all the necessary information. This will insure uninterrupted delivery to you of **The Toastmaster** magazine and other TI materials. **Send to: Toastmasters International, P.O. Box 10400, Santa Ana, California, U.S.A. 92711.**

Name \_\_\_\_\_ Club No. \_\_\_\_\_ District No. \_\_\_\_\_

Present address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Country \_\_\_\_\_ Zip Code \_\_\_\_\_

NEW ADDRESS \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Country \_\_\_\_\_ Zip Code \_\_\_\_\_

If you are a club, area, division, or district officer, indicate your complete title: \_\_\_\_\_



# EDUCATIONAL HAPPENINGS

by Charles W. Day

## TIRED TABLE

## TOPICS??



Dr. Samuel Johnson used them, Ernest Hemingway reveled in them, and witty New Yorkers made them fashionable at the Algonquin: old-fashioned, garden-variety Table Topics.

Despite their heritage and value, however, some Toastmasters clubs find that Table Topics, like anemic humans, suffer from tired blood. The spontaneous part of the meeting, the lively and often humorous part, sometimes becomes bogged down by lack of imaginative subjects, indifferent procedure, and underkeyed participants.

Table Topics is the essential beginning to a good program; sparkling Topics may assure a successful meeting, while listless performances are difficult to overcome and even good speeches lose much of their effect. Furthermore, Table Topics gives a Toastmaster a bit of real world experience. In your lifetime, you probably will use your Table Topics training many times over; you will be called upon for impromptu speaking hundreds of times more often than you will be asked to deliver a 30-minute banquet address.

How, then, can you give your Table Topics sessions a shot in the arm? Try some new approaches. Here are three of the most popular used by Capitol Hill Club in the Nation's Capital:

**Chinese Table Topics:** The Table Topics Master gives a Chinese fortune cookie to each Toastmaster. When called upon, the Toastmaster stands, addresses the chair, and opens his cookie. He reads the message, something like "Honor and Power will come to you soon," and expands on it.

**Yo-Yo Table Topics:** "Yo-Yo" Table Topics means one speaker unwinds, and another winds up. The Table Topics Master asks one man to begin a subject, perhaps, "If I were President . . ." Then, randomly, he raps the gavel, signalling the end of the speech. The speaker must sit down immediately, ending in mid-sentence. The next speaker stands and, without addressing the chair, picks up the sentence and completes it.

**Listening Table Topics:** The Table Topics Master notes that the Toastmasters International credo is "Listening, Thinking, and Speaking for the Action



“

Chinese Table Topics

Yo-Yo Table Topics

Objects Topics

No-No Non-Sequitur

Turnip Squeeze

Phantom Phrase

”

People,” then introduces Listening Table Topics. He asks all speakers to stand, then asks them to repeat after him in turn: “One hen.” All speakers do. He continues, “One hen, two ducks . . .” Perhaps several speakers falter. Those who falter sit down, until only one is standing. Then he says, “One hen, two ducks, three squawking geese . . .” The full list of phrases is: “One hen; two ducks; three squawking geese; four corporeal porpoises; five limerick oysters; six pairs of Donald Foncil-Toncil’s famous tweezers; seven-hundred Macedonian warriors all decked out in full battle array; eight brass monkeys from the ancient sacred, secret crypts of Egypt; nine apathetic, diabetic, paralytic old men on crutches; ten spherical, lyrical Elyae from the Elyae-nasium jack.

Other Table Topics you can use include *Objects Topics* (give each speaker a pin, lifesaver, or paper-clip and ask him to describe it); *Turn-the-Table Topics* (ask one speaker to comment, then ask the next to rebut it); *The Great Debate* (assign one side of the room a topic and the other side the opposite position); *Fantasy Impromptu* (giving speakers several minutes to prepare their speeches);

*Excruciating Extempore* (giving speakers no time to prepare their speeches); *Hi Ball-Low Ball*, sometimes called the *No-No Non-Sequitur* (start a man thinking about one subject, then ask him to speak on another. Example: “There’s lots of talk about air bags these days; do you feel Hubert Humphrey

stands a chance to be President?”); *The Rob Job* (ask a speaker to start, then interrupt him).

There are others such as *The Irish Jig*, *The Turnip Squeeze*, *Pass the Buck*, *The Wooden Nickel*, *The Phantom Phrase*, and *The Nervous Nellie*.

Try ’em and have fun!

---

**Irish Jig:** One speaker sits, speaking on a subject that calls for descriptions; the second speaker stands beside or behind him, and provides the gestures. **Turnip Squeeze:** Referring to squeezing blood from a turnip, this routine requires the speaker to use his full time—one or two minutes. **Pass the Buck:** Speakers are given an assignment, then asked to turn it into some other subject with which they are familiar. **Wooden Nickel:** This requires the technique of saying something

about nothing. It’s an exercise in buying time to assemble one’s thoughts before addressing oneself to the initial question. **Phantom Phrase:** This is similar to incomplete sentence Table Topics. Give speakers the beginning of the sentence, then ask them to complete it and elaborate.

**Nervous Nellie:** Topicmaster provides speakers with subjects beforehand, then announces that you are changing assignments. This improves impromptu speaking.

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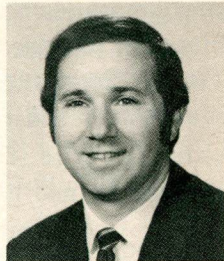
*Charles W. Day is president of Capitol Hill Club, Washington, D.C. He is a representative of Ford Motor Company’s Washington Staff.*





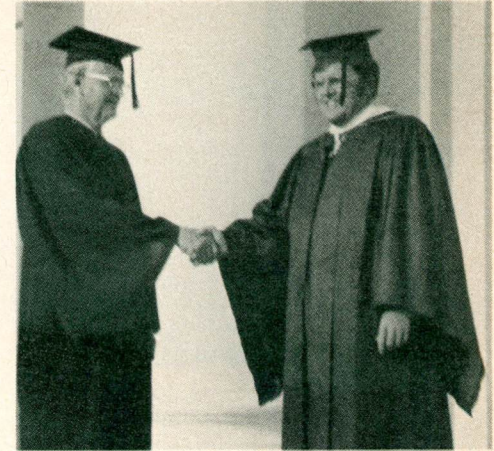
ABLE TOASTMASTER — **Dr. Ernest B. Cunningham**, Area 11 Governor in District 36, is presented his Able Toastmaster Award Diploma by Admiral A. G. Esch at the Washington Navy Yard, D. C.

NEW LITTLE LEAGUE EXECUTIVE — **Tony Marra**, Past District 38 Governor, has been elected Little League District Administrator in Pennsylvania. There are about 6,000 Little Leaguers in his district.



FIRST COMMUNICATION AND LEADERSHIP AWARD — District 18 Governor Theodor Berenthien (left) presents his district's first Communication and Leadership Award to **Maryland State Controller Louis Goldstein** at the District Annual Convention.

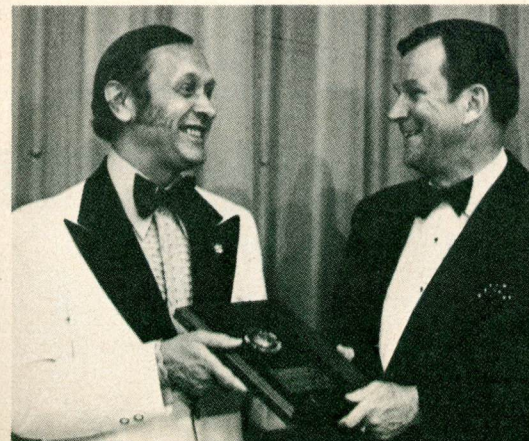
COLLEGE INAUGURATION — **Bill Venable** (right), TI General Manager, represented his alma mater, the University of North Carolina, at the inauguration of the president of Chapman College in Orange, California. At left is Everett Varner, a former Toastmaster, who represented William Jewell College.



YOUTH LEADERSHIP — **Dr. Albert W. Nowak**, Youth Leadership Chairman of Club 3003-47 in Deerfield Beach, Fla., has completed his fifteenth Youth Leadership Class in one year. Dr. Nowak is really a Member in ActIon!

NEW INSURANCE PRESIDENT — **Hal Blair**, past educational vice-president and president of Tape Talkers Club 3648-65, has been named president and general manager of Charles E. Doll, Inc., in Binghamton, New York.

BANK MANAGER — **Eugene M. Hahn, ATM**, District 3 Lt. Governor, has been named manager of the Davis-Monthan Office of the Arizona Bank in Tucson. He is a member of Aztec Club 2531-3.



COMMUNICATION AND LEADERSHIP AWARD — **Vincent J. Thomas** (right) of Norfolk, Virginia, receives the District 66 Communication and Leadership Award for 1972 from Carl Burley, District Governor. Mr. Thomas was honored for his outstanding contribution to public education.



# 48th anniversary proclamations

TORRANCE, CALIF.—Mayor Ken Miller of Torrance, California, signs the proclamation of the month of October as Toastmasters Month. Fred Quigg, Club 280-1 president (left) and Ken Bohney, club administrative v.p., proudly look on.



FORT WAYNE—Ivan A. Lebamoff, Mayor of Fort Wayne, Indiana, proclaimed October Toastmasters Month in his city and commended the twelve Fort Wayne Toastmasters clubs for their contribution to the community.

NEBRASKA—The week of October 29 was designated Toastmasters Week by Nebraska Governor J. J. Exon at the State Capital in Lincoln. District 24 Governor Elmer T. Straube, ATM, and Ralph W. Eaton, ATM, were present at the ceremony.

BELLEVUE, NEBRASKA—October was declared Toastmasters Month in the city of Bellevue, Nebraska, by Mayor Robert M. Haworth.

BORGER, TEXAS—Mayor Bob Knight of Borger, Texas, proclaimed October Toastmasters Month and commended Toastmasters for their outstanding contributions to the community.

VIRGINIA BEACH—October has been proclaimed Toastmasters Anniversary Month at Dam Neck, Virginia, by Capt. Alwyn Smith, commanding officer of Fleet Combat Directions Systems Training Center, Atlantic.

JACKSONVILLE, FLA.—October was declared Toastmasters Month in Jacksonville, Florida, by Mayor Hans Tanzler, as witnessed by Northern Division area governor and club presidents.



SAN ANTONIO, TEXAS—The week of October 23 has been designated Toastmasters Week in San Antonio by Mayor John Gatti. The ceremony was attended by area Toastmasters officers.



HARTFORD, CONN.—Toastmasters Month proclamation is handed to Area 5 (District 53) Governor Boyce Batey (right) by Hartford, Connecticut, Mayor George Athanson. Looking on are Richard Hilliard (left), District 53 Governor, and Michael Koplowitz, Division Two Lt. Governor.

GRAND RAPIDS, MICH.—Grand Rapids Mayor Lyman S. Parks proclaims Toastmasters Month in his city. The ceremony was attended by (l. to r.) Tom Crowley, Club 404 president, Bob Hauge, Club 933 president, Art Kraemer, area governor, and Don Jackson, Division Lt. Governor for District 62.





# TOASTMASTERS EXHIBIT AT STATE FAIRS

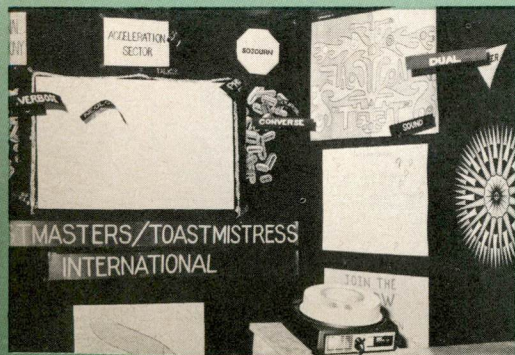


Area Six Governor Rulon Wood, Chairman/Coordinator for Toastmasters District 15 State Fair Project, receives award from Christi Showalter, Miss Utah State Fair, and James Young, a State Board of Expositions member.



UTAH—The Toastmasters program was publicized by District 15 at the Utah State Fair, where they set up an exhibit which featured an eight-minute film on "Toastmasters in Action." The fair was held in Salt Lake City in September and brought 350,000 people. The District 15 exhibit originated with Bacchus Club 3791 and was manned by 39 Toastmasters from eleven clubs in northern Utah. For their efforts, the exhibitors won First Place in the Non-Profit Organization category and made contact with 1,500 interested people.

NORTH ALABAMA — Toastmasters from Area 5, District 48, teamed up with three Toastmistress Clubs to tell the Communication and Leadership story at the North Alabama State Fair, held in Huntsville in September. The booth was brightened by phosphorescent posters surrounding a slide show screen. Over 170,000 people attended the fair and the club members were rewarded with Second Place among Community Showcase Exhibits.



Jane Glenn, representing Toastmistresses, and Robert D. Johnson, Area 5 Governor, representing Toastmasters

# NEW CLUBS

Chartered during October, 1972

- 2977-F ORANGE COUNTY ROADRUNNERS Club — Santa Ana, Calif. — Thurs., 2:30 p.m. Orange County Materials Laboratory, 1152 E. Fruit St., (834-3475). Sponsored by ORANGE COUNTY ROAD DEPARTMENT CLUB 2400-F.
- 2944-11 DOWNTOWNERS Club — Indianapolis, Ind. — Wed., 12:15 p.m. Atkinson Hotel, Illinois at Georgia St., (283-8473).
- 3388-18 DIO Club — Baltimore, Md. — Thurs., 12:00 noon. Belmont Building, 6709 Whitestone Rd., Rm. 124., (594-0074).
- 3079-28 GEAR GASSERS Club — Troy, Mich. — Mon., 11:40 a.m. North American Rockwell Technical Center, Executive Dining Rm., 2445 W. Maple Rd., (576-5441).
- 3040-37 FRIENDLY Club — Greensboro, North Carolina — Mon., 6:00 p.m. Friendly Shopping Center, Tex and Shirley's Family Restaurant, (294-2634). Sponsored by DOWNTOWN CLUB 1386-37.
- 3747-40 BANKER'S BREAKFAST Club — Columbus, Ohio — Thurs., 7:00 a.m. Howard Johnsons North, 999 E. Granville Rd., (462-2519). Sponsored by EYE OPENERS CLUB 3718-40.
- 3837-40 AFTER-THOUGHTS Club — Columbus, Ohio — Thurs., 4:00 p.m. First National Building, 33 N. High St., (462-2143). Sponsored by EYE OPENERS CLUB 3718-40.
- 837-47 STONEWALL Club — Bushnell, Fla. — Thurs., 6:30 p.m. Sumter County Correctional Institution. Sponsored by JOSE GASPAR CLUB 3668-47.
- 1093-52 RAMPART Club — Los Angeles, Calif. — Tues., 6:30 p.m. Sambos Restaurant, 600 S. Vermont Ave., (485-4062). Sponsored by METROPOLITAN CLUB 1570-52.
- 3676-53 G. FOX Club — Hartford, Conn. — Tues., 5:30 p.m. G. Fox & Co., Employee Cafe, 960 Main St., (249-9711). Sponsored by TRAVELERS CLUB 1389-53.
- 1831-65 TNT Club — Rochester, N.Y. — Tues., 6:30 p.m. Midtown Plaza, (546-4500 Ext. 4228).
- 1659-69 STANTHORPE Club — Stanthorpe, Queensland, Aust. — Wed., 7:30 p.m. Civic Centre, (Res: 855, Bus: 618). Sponsored by DARNING DOWNS CLUB 3574-69.
- 1791-69 QUAYMEN Club — Rockhampton, Queensland, Aust. — Tues., 1:00 p.m. Commercial Hotel, William St. Sponsored by ROCKHAMPTON CLUB 3732-69.
- 3473-72 HASTINGS Club — Hastings, N.Z. — Thurs., 7:15 p.m. New Grand Hotel Lounge Rm., East Heretaunga St., (Hastings 78913). Sponsored by Peter Cooper, Area Governor.
- 3682-U POTCHEFSTROOM Club — Potchefstroom, Transvaal, South Africa — Tues., 6:45 p.m. Communal Hall, Lombard St., (6585). Sponsored by PELINDABA CLUB 2444-U.



## PROJECT FUN

72 ...

# Project Fun!

...winds up on December 31. All special awards go to clubs and members for securing new and charter members in calendar 1972. If you need only one or two more new members to earn the "Toastmaster Key Man" or "Toastmaster Sponsor" award, now is the time to get them. See the October magazine insert for further details.

**Eugene Keller, ATM, is still leading in the race for the 1972 "Mr. Salesman" honors, with barely a month to go.**

Congratulations to the following "Key Men", whose names were received through October 20, 1972:

NAME	CLUB	# Key Man Awards Won	NAME	CLUB	# Key Man Awards Won
Marvin Gruden	3425-F	1	Robert F. Happel	2745-30	1
Jack D. Howard, DTM	1137-2	1	Rudolph R. Kostelny	3848-30	1
Larry G. Casebere	3293-11	1	Jim Weede	782-35	1
Richard D. Belnap	1252-15	1	Frederick J. Kirch	5757-39	1
Lee Zimmerman, ATM	3031-16	1	James G. Kalley	599-53	1
Curtis L. Smith	3046-16	1	Ted Lee	97-55	1

COMING SOON...

## PROJECT FUN-73

Because of great success in '72, a new Project Fun starts on Jan. 1, 1973. Additional prizes will be offered. There will be no overlap: awards for '73 will be for members added in calendar 1973 only. The January issue of *THE TOASTMASTER* will have full details on Project Fun 73.

## DISTRICT GOVERNORS 1972-73

- F. Stephen A. Douglas
  1. Norbert E. Schmidt, ATM
  2. Edgar B. Mercy
  3. James V. Quinn Jr., ATM
  4. Guy V. Ferry, DTM
  5. Guy B. Shackley
  6. Robert J. Simonsen, ATM
  7. Robert L. Jantz
  8. P. J. Hill, ATM
  9. Orville G. Lee, ATM
  10. Donald C. Seager
  11. Wayne L. Henderson, DTM
  12. Norman Young
  13. Lawrence R. Guenin, ATM
  14. Raymond J. Young
  15. Warren C. Reeves
  16. Wayne R. Rogers
  17. Julian J. Fugere Jr.
  18. Harvey N. Aviles, ATM
  19. Gerald B. Winget, ATM
  20. Robert W. Anderson
  21. R. Bernard Searle, ATM
  22. Raymond J. Schaffer
  23. Vicente Fresquez
  24. Elmer T. Straube, ATM
  25. Edward L. Kitchens, ATM
  26. Richard G. Milne, ATM
  27. Bernard A. Dean, ATM
  28. Keith T. Hullinger, ATM
  29. Ralph D. Villeneuve
  30. Kenneth F. Bjorkquist
  31. Eugene E. Keller, ATM
  32. David R. Lewtas
  35. Norman R. Maier
  36. Robert A. Owen, DTM
  37. Oscar L. Olive
  38. James D. Beissel Sr., ATM
  39. Phillip A. Cooke
  40. John E. Pappas
  41. John H. Hirsch, ATM
  42. Robert L. Jones
  43. Woodard W. Pearson, ATM
  44. Robert C. Gleason, ATM
  45. Robert L. McKinley
  46. Clarence L. Roberts, DTM
  47. Charles L. Jones Jr., ATM
  48. James H. Johnson
  49. Harold Wong, ATM
  52. Edward R. Casper, ATM
  53. Richard L. Hilliard, ATM
  54. Floyd R. Kisner
  56. John A. Shults
  57. David A. Roberts, ATM
  58. William R. Calamas, ATM
  60. Al Hodgins
  61. Lionel Masse
  62. Dr. W. Richard Dukelow, DTM
  63. John L. Tolbert Jr., ATM
  64. Eric K. Stuhmueller
  65. Robert R. Borsching Sr., ATM
  66. Thomas F. Waters
  67. George A. Denison, ATM
  68. William C. Siegel
  69. Robert J. Kenworthy
  70. Graeme L. Allen
  71. R. B. Marriott
  72. Raymond L. Morse
- 511 E. Princeton St., Ontario, Calif. 91764  
 219 N. Irena Ave., Redondo Beach, Calif. 90277  
 9832 Rainier Ave. S., Seattle, Wash. 98118  
 3201 W. Gelding Dr., Phoenix, Ariz. 85023  
 P.O. Box 3, Moffett Field, Calif. 94035  
 824 Taft, El Cajon, Calif. 92020  
 4900 17th Ave. S., Minneapolis, Minn. 55417  
 4530 S.E. Roswell St., Portland, Ore. 97206  
 30 Woodside Dr., Belleville, Ill. 62223  
 W. 1505 Fourth, Spokane, Wash. 99204  
 16712 Ernadale Ave., Cleveland, Ohio 44111  
 9011 Bingham Dr., Louisville, Ky. 40222  
 P.O. Box 753, Atascadero, Calif. 93422  
 5022 Clifton Dr., Aliquippa, Pa. 15001  
 P.O. Box 432, Albany, Ga. 31702  
 4999 Burch Creek Dr., Ogden, Utah 84403  
 5887 S. Joplin St., Tulsa, Okla. 74135  
 1514 E. Ames, Glendive, Mont. 59330  
 1238 Knightswood Rd., Baltimore, Md. 21239  
 4239 40th St., Des Moines, Ia. 50310  
 P.O. Box 187, Alexandria, Minn. 56308  
 304-1306 Haro St., Vancouver 5, B.C., Canada  
 4300 W. 74th Ter., Prairie Village, Kans. 66208  
 9217 Roanoke Dr., El Paso, Tex. 79924  
 P.O. Box 1148, Grand Island, Nebr. 68801  
 P.O. Box 1770, Shreveport, La. 71166  
 5751 W. Elmhurst Ave., Littleton, Colo. 80123  
 3408 E. Clinton Ave., Fresno, Calif. 93703  
 8301 16½ Mile Rd., Apt. 230, Sterling Heights, Mich. 48077  
 8030 Pinus Ln., Pensacola, Fla. 32504  
 591 Sunnyside Ave., Elmhurst, Ill. 60126  
 57 Winter St., Chelmsford, Mass. 01824  
 4712 N. Mullen St., Tacoma, Wash. 98407  
 5660 N. Lydell, Whitefish Bay, Wisc. 53217  
 3917 Woodbine St., Chevy Chase, Md. 20015  
 4400 Wedgewood Dr., Raleigh, N.C. 27604  
 1730 Hans Herr Dr., Willow Street, Pa. 17584  
 P.O. Box 1111, Marysville, Calif. 95901  
 5067 Glenmina Dr., Dayton, Ohio 45440  
 2017 Stirling, Rapid City, S.D. 57701  
 1411 24 St. SW, Calgary 4, Alta., Canada T3C-1H9  
 P.O. Box 0850, Jackson, Miss. 39218  
 4517 Princeton, Amarillo, Tex. 79109  
 204 Whitney Ave., Moncton, N.B., Canada  
 10 Village Dr., Huntington, N.Y. 11743  
 124 Lake Otis Rd. S.E., Winter Haven, Fla. 33880  
 3814 Thomas Rd., Apt. 8, Huntsville, Ala. 35805  
 531 Hoomalu St., Pearl City, Hawaii 96782  
 7055 Aldea Ave., Van Nuys, Calif. 91406  
 5 Hillcrest Rd., Glastonbury, Conn. 06033  
 2407 Winnetka Dr., Rockford, Ill. 61108  
 1217 Heights Blvd., Apt. 6, Houston, Tex. 77008  
 225 Clifton St., #213, Oakland, Calif. 94618  
 2910 Rainbow Dr., W. Columbia, S.C. 29169  
 Rural Route 2, Thamesford, Ont., Canada  
 896 De la Colline, Sainte-Foy, Que, Canada  
 3801 Willoughby Rd., Holt, Mich. 48842  
 305 Hamilton Dr., Kingsport, Tenn. 37663  
 168 St. Vital Rd., Winnipeg R2M 1Z9, Man., Canada  
 118 Aberdeen St., Rochester, N.Y. 14619  
 140 W. Gilpin Ave., Norfolk, Va. 23503  
 P.O. Box 190, Soldotna, Alaska 99669  
 9110 Hermitage Pl., New Orleans, La. 70123  
 198 Schmidt St., Frenchville, Rockhampton, Qld., 4701, Australia  
 23 Payten St., Kogarah Bay, N.S.W., 2217, Australia  
 40, Montague Ave., Leigh-on-sea, Essex, England  
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