



JULY, 1961

THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING



SEATTLE

TOASTMASTER TOWN OF THE MONTH

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

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"As a man speaks, so is he."—Publilius Syrus, 43 B.C.

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The TOASTMASTER

For Better Listening—Thinking—Speaking

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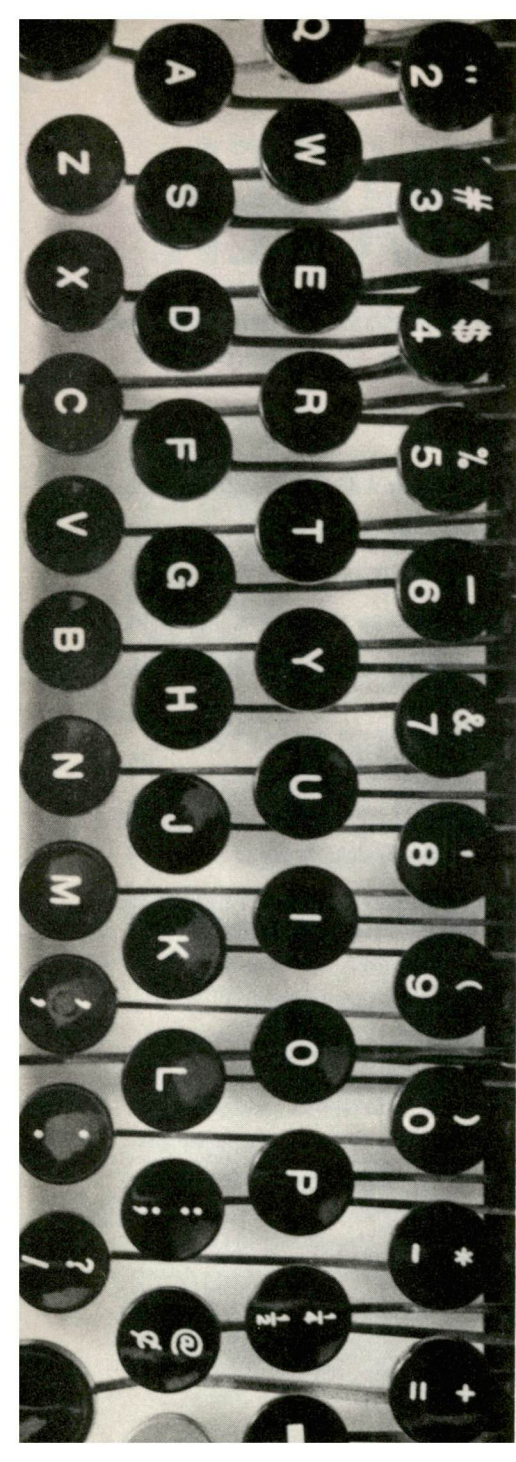
Address All Communications



136 The Toastmaster, Santa Ana, California

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*Practice of good
communication is
essential when you're...*

Writing the Business Letter

By WILLIAM C. HIMSTREET

WHY IS IT that the busy executive can meet a business friend on the street and after greeting him say, "Bob, the ABC contract was approved;" yet when he writes the same friend, the same message is transmitted something like this: "This is to advise you that all details relative to the ABC contract were approved."?

The natural vocal expression in our example is concise and clear; the written example is stilted and wordy—and its writer is probably accused of being a stuffed shirt.

THE TOASTMASTER

The relationship between quality of spoken and written communications should be a close one. Unfortunately, it often isn't. No doubt, one or more of the following factors causes awkward, stilted writing that leads to miscommunication:

1. Lack of understanding of subject matter to be communicated.
2. Lack of facility in the use of language.
3. Lack of understanding of human nature.
4. Lack of understanding of letter planning.

Assuming that most people know what they are writing about, let's take a look at some of the basic principles of letter writing. Three elements—effective use of tone (human nature), effective use of language, and effective letter planning—assist in the creation of really communicative letters.

Tuning Up for Tone

Tone describes the "sound" of writing. In other words, tone implies that "It's not so much *what* you say but *how* you say it." Probably the first element in tone can be described as the ability to write from the reader's point of view. It's no secret that almost everyone in business is there to make money. We only kid ourselves when we attempt to write letters that say "All I have is yours; I want nothing from you." Thus, the good writer attempts to write with an attitude that places both him and the reader on the same level. The letter is the great equalizer. When the letter goes from a clerk in one business to the executive in another, the busi-

ness transaction is the important content—not the relative status of the writer and reader.

But beyond this basic attitude, there are several cautions for the writer to keep in mind. Good tone is more often a matter of avoiding wording that is offensive than of incorporating wording that is not offensive. For example, here are some of the common destroyers of good tone.

First, avoid if possible negative words such as *unable*, *not*, *regret*, *unfortunate*, and *impossible*. They create a negative attitude on the part of the reader. For instance, why say "We cannot appraise the property at more than \$15,000" when a positive statement such as "We can appraise the property as high as \$15,000" does the same job and avoids the negative? And instead of "We cannot complete the job before November 18" say "We can complete the job by November 18." We all have had the experience of receiving a letter that begins "We regret to inform you that unfortunately we are unable . . ." What a negative disposition that writer must have had! Could he have ever said something like that as the opening statement in a face-to-face conversation?

Second, don't preach, don't use unflattering implications and don't accuse. No man likes to be told how to run his affairs, nor does he relish having his short-sightedness illuminated. Such phrases as "now is the time for you to . . .," "you should do . . ." or "the thing for you to do is . . ." sound bossy. Be impersonal in these situations. Leave the "you" out. Say "now is

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a good time to . . ." and your message sounds suggestive rather than preachy.

Here are some rather unflattering phrases; *as you may not know, as you may not realize, you are perhaps unaware.* If you use these, you must be very certain that the following statement is profound and about something no one knows! Otherwise, you run the risk of having the reader say, "The fathead doesn't even give me credit for knowing that!" Instead, use "as you know." Then you'll be practicing a bit of subtle flattery by giving the reader credit for knowing something that may be entirely new to him.

Accusations occur in writing when the pronoun "you" is coupled with an accusing verb as in these examples: *you neglected, you overlooked, you forgot.* A reader can imply his own forgetfulness from an impersonal message. But he deeply resents our telling him about it. So instead of returning a form for a forgotten signature with "You forgot to sign on the line marked X" say, "We'll be happy to complete processing your application just as soon as the enclosed form is returned with your signature on the line marked X." The reader will conclude that he forgot to sign.

Third, avoid the trite expression which marks you as old-fashioned and a bit pompous. "Pet" phrases seem to linger on in our writing long after they have ceased to be

fresh and convincing. On the left are a few worn-out expressions with their modern equivalents on the right:

<i>in connection with</i>	<i>about</i>
<i>in regard to</i>	<i>about</i>
<i>with reference to</i>	<i>about</i>
<i>attached hereto</i>	<i>attached</i>
<i>enclosed herein</i>	<i>enclosed</i>
<i>enclosed herewith</i>	<i>enclosed</i>
<i>pursuant to your request</i>	<i>as you asked</i>
<i>enclosed please find</i>	<i>enclosed is</i>
<i>in the amount of</i>	<i>of/for</i>
<i>please do not</i>	
<i>hesitate</i>	<i>please</i>
<i>kindly advise the writer</i>	<i>please let me know</i>
<i>thanking you in advance, I remain</i>	<i>thank you</i>
<i>(and all its related "ing" endings)</i>	

Let's refine a simple trite beginning sentence. For example: "Enclosed herewith please find a check in the amount of \$100." If the check is enclosed, it's herewith. Because the writer didn't hide the check, why challenge him to find it with "please find." And because nearly everyone recognizes \$100 as an amount, why define it by saying "in the amount of." Now we can rewrite the sentence in plain English: "Enclosed is a check for \$100." How simple.

Along with the trite expression, we have incorporated many redundant words and phrases in our language. "Whether or not" and "in order to" are two examples.



The single word "whether" really says "whether or not" as in "Will you let me know whether you can attend?" And "to" says "in order to" as in "The catalog is being sent to assist you in your selection."

Planning for Reader Reaction

Although we have pointed to tone as being primarily a matter of good word selection and an understanding of human nature, tone is also created simply by the sequence in which we arrange our message thoughts. Probably the most accepted approach to letter planning is that which uses the expected reader reaction as the basis. What effect will the letter create on the part of the reader? It can be one of four things. It can please him. It can disappoint him. It can persuade him. It can have a neutral effect.

When the letter will elicit a favorable reader reaction — please him—put the pleasing news in the very first sentence. An opening sentence that says "We are pleased to enclose a check for \$100" is almost sure to get a favorable reception. And as a result, the reader reads the remainder of the letter in a receptive mood. If the letter will have a neutral effect, probably because it carries routine business information, put the major message in the very first sentence. The reader will be happy to see the message early—and he'll look forward to a short letter. Therefore, don't beat around the bush when you have good news or neutral information to send. After your fast opening, fill in the necessary details, and then end the

letter with some forward-looking thought or a suggestion for the reader's next step.

But when the letter carries a disappointing message, be careful. Don't start fast with the negative ideas. Attempt to get the reader to agree with you in some way. Simply thank him for writing. He can't disagree with that. Psychologically, this is similar to the "yes, but" technique in argumentation. It sets the stage for the reader to listen to your side—after all, he agreed with you on the first point. Now, explain the situation before you give the disappointing news. And once you have given the disappointing information, forget about it—only say it once. End the letter by talking about something else. So the disappointing letter embodies these four steps in its plan: (1) Obtain agreement. (2) Explain as logically as possible. (3) Give the disappointing news, remembering that you explained first. (4) Get off the subject with your ending. The disappointing letter is the most difficult to write. It takes practice. But don't fall into the old pitfall of beginning with "I regret to inform you." No one likes telegrams from the War Department.

Because "You can only sell John Smith what John Smith buys when you sell John Smith through John Smith's eyes," the persuasive letter must *sell* before it requests action. This favor-seeking letter must convince the reader that there is something for him in the deal. Talk YOU in capital letters and eliminate the *I* and *we* talk as much as possible.

Writing for Clarity

The third essential in effective letter writing is a good writing style. Interestingly, today's businessman generally handles grammar and usage better than he gives himself credit for. His problem is that he tightens up when faced with a writing task and thus loses his English facility.

Good writing makes the letter interesting and clear. Beyond talking about something of interest to the reader, the letter develops interest when it uses active verbs and natural sentence construction. But sentence patter must vary. Try beginning occasional sentences with "ing" words, prepositions, and even conjunctions. Too often our sentences begin subject-verb, subject-verb, subject-verb.

Rudolph Flesch measures interest using personal pronouns as a basis. About 3-8 in 100 words is good. Other rules of thumb that have value stress an average sentence length of 16-22 words and paragraph length of 4-6 lines. Three-word sentences and 40-word sentences are often necessary. So are one-line paragraphs and ten-line paragraphs. But the average is the important thing.

A helpful suggestion is to limit a sentence to one idea. One of the causes of lack of clarity is the lengthy multi-purpose sentence with incorrect punctuation. Reading ease can be achieved through the use of short sentences. Reading ease is also obtained by using occasional contractions. And because not everyone is in the same business, use words the reader will understand. The simple word is preferred to the difficult one, particularly when the same word may mean different things to different people. While long words are not always the difficult ones, their overuse tends to cloud the message.

A Formula for Improvement

How can we improve letter writing? First, we can become conscious of the principles of good writing. Second, we can apply them. Take ten minutes each morning to critique and rewrite a piece of the previous day's correspondence. This one-rewrite-a-day technique is effective. The improvement will be noticeable after only a few days. Third, become a critic. Your own critical analysis is the most important step in self-improvement. ❖

Developing Self-Confidence

By AUSTIN E. MILLS

I WOULDN'T have any respect for an actor who didn't have stage fright, and I wouldn't give a dime for a speaker who wasn't scared before he began. Show me an athlete who doesn't have the jitters before a contest and I'll show you a poor competitor. The tension, the pounding pulses, are the catalysts which can make a good speech of a mediocre one, a great runner of a plodder. It's simply a matter of bending this nervous tension to your own advantage.

Turning the liability of nervous tension into an asset takes practice. If you fear traveling by air the cure is to travel by air. If you fear the water the cure is to plunge in. So it is with public speaking.

The way to develop self-confidence in public speaking is simply by speaking in public.

This is true in so many other activities that it is almost too trite to mention. Sam Snead became a great golfer by practice. Jose Iturbi became a great pianist by practice. The same in public speaking.

You may say it's all very well to talk about being self-confident but how does one speak the first time—

how does one break the ice? Now here is a method for developing self-confidence.

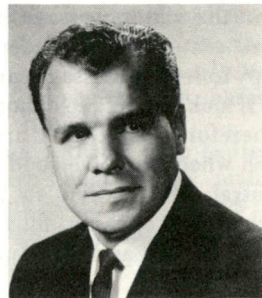
First we should remember that public speaking as most of us practice it is nothing more than "formalized conversation." We are poised and self-assured in normal conversation. Then what evil magic is it that transforms a fluent conversationalist into a stuttering idiot when he is called on to make a *speech*?

I think we can agree that it's simply a mental hazard—the problem of bridging a gap. The audience is enlarged; it is neatly arranged in rows. Suddenly we realize that all mouths are closed and every eye and ear is giving us full attention. At that instant we panic.

How we can bridge this gap between conversation and "formal" speaking?

The first rule for a fledgling speaker is to choose a subject which is very near and dear, something with which he is thoroughly familiar. Or a subject on which he has deep-seated convictions — something on which he would like to influence others to his way of thinking. Examples of this might be:

Dr. William C. Himstreet, Chairman, Department of Business Communications, School of Business Administration, University of Southern California, is the author of three books and a number of articles. His most recent book is "Business Communications: Principles and Methods," Wadsworth Pub. Co., Belmont, Calif. He is communications consultant to several Southern California business firms, and an after-dinner speaker in frequent demand.



“high taxes,” “prohibition,” “working mothers,” “equalization of representation,” “capital punishment,” “soil conservation,” “shouting TV commercials”—the list is endless. In Toastmasters Basic Training we use familiar subjects first by making our first speech an “Icebreaker” in which we tell about ourselves. The second speech we like to refer to as “Be in Earnest.” Familiarity makes us fluent, deep convictions give us eloquence we might not otherwise display.

We have now chosen our subject. The next step is to organize our thoughts as interestingly and logically as possible and write the speech. The speech should be written and rewritten, polished and repolished, cut, revised, and edited to the point that it appears we’ve ruined it. Writing a speech is a painful business but remember—this is the way we gain confidence in delivery. By the time we’ve thoroughly edited our speech we know exactly what’s in it—and we can pull some of those pretty phrases and purple passages back in on delivery if the situation warrants it.

The next step is *rehearsal*. Read the speech aloud several times. Let’s test the sound of the words and become accustomed to the sound of our own voice. Then imagine the actual speaking situation and deliver your talk again—not once but several times. Don’t worry about gestures now, they’ll come later.

By the time the date of delivery has arrived we will have our speech well in mind. Prepare whatever notes will be needed. Skill in devel-

oping notes will come later, too. Remember, the first steps in developing self-confidence have been taken—we know our subject and we feel strongly about it.

Let’s suppose we are to speak at a dinner meeting of our club. We have the speech well in mind. The notes are prepared. We should size up the meeting place when we enter, then check with the master of ceremonies or chairman as to our place on the program, and other arrangements. Let’s find out if we will speak from a lectern or from our seat—any master of ceremonies worthy of the name will insure that you are briefed but there are exceptions. Don’t be shy about mechanical arrangements and details—remember that small holes can sink a big ship. We should be

sure the master of ceremonies has our correct speech subject. Discuss with him how the introduction will be made. Then we can sit down and enjoy the meal—but let’s eat lightly because an overfull stomach maketh a dull speaker.

After dinner we may wish to look over the speaking position again, mentally rehearse the advance to the lectern. Also, now is the time to straighten ties and button coats. When the master of ceremonies or toastmaster starts to introduce us, let’s just wait him out, meantime taking a few deep breaths. The extra oxygen will do us good. When our name is called let’s step quickly but not hurriedly to the lectern. Exude confidence—let’s bluff a little if necessary and make the audience think we know



what we’re doing even though we may not be sure. (Do remember however not to let this get out of control as we develop the practice.) Now that we are at the lectern, let’s pause, arrange our notes, and calmly look over the audience. Too big a hurry at this point is fatal for we may drop the notes, get one foot tangled with the other and fall on our face. And now is the time to heed one last instruction. Let’s imagine, if you please, as we look over the audience that the whole crowd, to a man, is sitting there looking at us in their underwear. This will make you smile pleasantly for you’ll feel so superior to them in your neat buttoned coat that you can’t fail. *You’d be surprised how many times the members of my Toastmasters club have attended meetings in their underwear.* If our knees are still knocking after trying this little confidence device, *we must simply control them.*

Now we are ready to speak. Let’s address the chairman and the audience and get on with it. Let’s simply forget ourselves and deliver the message, for remember, we have one. Also, remember too that this

is nothing but conversation and we are talking about something on which we are better informed than anyone in the audience. And lastly, remember this important point: Most audiences are friendly and want the speaker to make a good speech. If it will help any, find a friend in the audience, one who knows you and is rooting for you—and address your remarks mentally to him.

When the speech is over we may be exhausted. We may have forgotten to say many things and we may have said some things badly but if we had a strong beginning and a good “bang-up” ending, the audience will forget the drag in the middle.

Let’s sum up on developing self-confidence: Self-confidence is the product of:

Knowledge, Conviction, Self-Control and above all, *Practice*. Faith, Hope and Love—and the greatest of these is Love. And in developing self-confidence in speaking the important things are *Knowledge, Conviction, Self-Control, Practice—and the greatest of these is Practice.* ❖

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Selecting the Story

By RALPH C. SMEDLEY

STORYTELLING is one of man's most ancient accomplishments. Even before he knew how to write, primitive man had learned to weave history and fable into verse and story with which to entertain his fellows. No small part of ancient lore would have been lost to us without this early oral record.

Teachers of philosophy and morals made free use of stories both before and after the days of Aesop and his fables. Even today we borrow their stories to point up our modern teachings.

In the time when these were put into use, they served as a means of livelihood for the clever minstrel. In at least one instance, according to the tale, good stories were a lifesaver for the teller.

You remember the *Arabian Nights* and how Sharazad (the spelling is Burton's), by her use of the serial story, was able to frus-

trate a cruel law which had been proclaimed by King Shahryar, and to save both herself and other women from death.

You will find an abundance of illustrations, including jokes and witticisms and even puns, in the literature of Greece and Rome. Plato and Socrates condescended to rather ponderous humor. Plutarch, solemn and stilted as his writings are in most parts, has some amusing tales to relate, although his style is not laughter-provoking.

Aesop's fables are simplified wisdom, presented in a form which can be appreciated by the least learned person, but with appeal to the most intellectual. His stories are not always jokes in the ordinary sense of the word, but they have amusing implications which help to reinforce the serious meaning.

The Bible is a treasury of good stories, which may well be studied

as models of brevity, appropriateness and clarity. Take the story of the Lost Sheep or of the Lost Coin, or of the Good Samaritan, and consider how much is clearly given in a few words. Turn to the Book of Acts and read, in the seventh chapter, the sketch of Jewish history given by Stephen, or read Paul's speech at Athens, in the seventeenth chapter. For examples of much in a few words, almost the ultimate in condensation, these are profitable studies, both for precedent and for technique.

Read and Listen

Another source for good material is in your conversation and in your reading.

Your favorite magazine or newspaper may carry some item in fine print in an obscure corner which is just what you need. The book you are reading contains a story or an illustration or a clever phrase which appeals to you. Make a note of it and try it out for a place in your collection.

For example, here is a little story which I discovered in an unimportant newspaper. There are times when it can be used, when you need something with a surprise ending.

The telephone rang in the office of a theatrical agent.

"Hello," said a voice, "I want a job. I can sing and juggle and dance."

"So can a thousand other people—and they're all out of work," the agent snapped.

"Just a minute—don't hang up. I can play the piano, walk the tight-rope, and recite 'Hamlet' backwards."

"So can all the others," said the weary agent. "You're wasting my time. Good-bye!"

"Just a moment!" pleaded the other voice. "There's one other thing. I'm a dog!"

This is another, picked up in conversation. A friend told us this one, which is especially useful in pointing out how easy it is to misunderstand what other people say:

When we visited Quebec for the first time, we were much interested in the use of the French language for signs on the streets. Our attention was attracted to one which appeared in almost every block. We asked our daughter, fresh from her study of French at school, to interpret it for us.

After careful study, she said, "I think it says, 'Do not harm the little birds,' but I don't see any birds to be harmed."

We met a policeman farther down the street and stopped to ask him to explain the sign, just to check up on the young lady's French.

"The sign?" said the officer, politely, "yes, Madame, the sign it say, 'Do not spit on the sidewalk'."

Then there was the time when we called upon some friends who had recently moved into a new house. We were shown all its fine features, and we spoke all the proper words of admiration.

As we were leaving, one of us said, "You have a beautiful place, and I know you are going to enjoy it, but it does look a little barren on the outside."

"Oh, yes," the host explained, "that's because the shrubbery and trees are so young. I hope they will

be grown to a good size before you come again."

Sometimes, as you read a book, you run into a case of what may be called double borrowing, which has good possibilities. It reminds us of the importance of remembering what we read and hear. This is a good example of what I mean:

In Agnes Repplier's very readable book, *In Pursuit of Laughter*, she writes: "There is something novel and refreshing in Bill Nye's description of his father's farm in Wisconsin — 'A hundred and sixty acres of beautiful ferns and bright young rattlesnakes'."

That is a phrase worthy of some present-day humorist. My introduction of it at this point may have two valuable results for you. First it may lead you to read for yourself this entertaining book by Agnes Repplier; and second, it may stimulate you to look up some of the things written by Bill Nye, whose full name was Edgar Wilson Nye, and who wrote some very good humorous material, along with some that was inferior. He is not much read nowadays, which gives you a chance to get hold of something not known by every talker.

It is a very good plan to keep with you a small notebook when you read or when you listen to a speaker, so that you may make a record of things which strike you at the time as having possible value for you. Many of these will be discarded when you review them, but it is surprising how many will turn

out to be worth preserving. If you do not make a note at the time, you are almost certain to forget the item, and then it is really lost to you.

Story Collection

In addition to your experience and your listening—or reading—you may take advantage of the multitude of "joke" books which bring you collections of all kinds of stories under a great many classifications. In any good bookstore or public library you will find such collections, from which you may select at will.

The trouble with these anthologies of anecdotes is that everyone else can have them, as well as you, so that stories chosen from them will not have any claim to originality or novelty. Also, these books overlap and duplicate so that when you have one of the more compendious ones, you have about all there is.

You may find help in these classified collections, but it will not be so good or of so wide a variety as you can obtain by keeping a notebook at hand when you read biography or fiction, making notes of good stories and illustrations which turn up in every worth-while book. You will observe that many of the anecdotes used in this book are borrowed from other books, not necessarily of humorous nature. I strongly recommend the plan of keeping your own notes on your reading, to build up your stock of quotable material for your personal use.



The able storyteller does not choose his stories at random, or by chance; he selects the ones which fit.

He makes each story carry its own part of the responsibility for the success of the speech. With a good storyteller, there is a definite reason for every tale he tells. He knows that it is good, that it has a real point, and that it fits the place where he uses it. He instinctively follows the advice of H. A. Overstreet, who remarked: "Never bring in a joke on a wheelbarrow."

One reason why the stories told by Lincoln have become almost an American tradition, remembered and quoted everywhere, is that they were so exactly suited to the circumstances in which he used them. He employed the anecdote not only to relieve the tension and restore good humor, but to put his meaning into clearer, more forceful terms. A Lincoln story had to enliven, illuminate and impress.

For instance, there is the one

about a deputation which visited the President one day and urged him to proclaim emancipation of the slaves at a time when he believed that it was not wise to do so. He argued that it would be impossible for him to enforce it at present, even if he did make the announcement. To illustrate the fallacy, he asked them:

"How many legs will a sheep have if you call the tail a leg?"

"Five!" was their unanimous reply.

"You are mistaken," said Mr. Lincoln. "Calling a tail a leg doesn't make it so."

If you would be a successful storyteller, or even a successful speaker, your stories, anecdotes, jokes, illustrations must serve a real purpose. If they do not illuminate, they are not good, unless your purpose definitely is to get a laugh from the audience, without other results. ♦

This is the third in a series of articles on humor by Dr. Ralph C. Smedley.

A quotation, like a pun, should come unsought, and then be welcomed only for some propriety or felicity justifying the intrusion.

—Robert William Chapman

The sense of humor is the just balance of all the faculties of man, the best security against the pride of knowledge and the conceits of the imagination, the strongest indictment to submit with a wise and pious patience to the vicissitudes of human existence.

—Monckton Miles

Toastmasters: *A Good Therapy*

By THOMAS F. LUHE

THE DOCTORS SAID it was impossible for me to continue living with so much damage to the brain. After I had spent seven months in the hospital, they decided I would continue living physically, but would be barred from any intelligent existence for many, many years. To the doctors, it was a miracle I was alive and able to exist at all. To me, the worst thing was that I had lost the ability to think and talk.

Other men have come to Toastmasters clubs because they wanted help in many ways—in speaking, organizing their thoughts, overcoming stage fright, or for a variety of other personal needs. My own need went deeper. Literally, I turned to Toastmasters because I wanted to become an accepted human being.

Up to about five years ago, my life had been successful and happy, moving along normal routes. After my World War II service in Africa and Europe with the 82nd Airborne Division, I was honorably discharged with the rank of major, and entered the University of Nebraska College of Law, graduating in 1948 with the degree of LLB. After a few years as attorney with

the Nebraska Insurance Department and the First Trust Company of Lincoln as a municipal bond buyer, I joined Boettcher and Co. of Denver, an investment banking firm, in the same type of position. It was shortly after this that the automobile accident occurred.

When Toastmasters say they join a club to learn how to talk, they don't mean it in quite the same way I did. I finally did learn to talk again while still in the hospital, but my speech consisted of unrelated unintelligible sounds and noises. Sometimes they sounded a little like words, but not always. I couldn't make these sounds into sensible phrases for a long, long time, even after I was finally discharged from the hospital.

Nevertheless, I refused to accept a vegetable existence. I was determined to become more than the medical oddity doctors considered me. I realized that I needed to get outside into the world again, to try hard to become accepted as a normal human being. But how?

About this time one of the members of Acacia Toastmasters 1357-26 of Denver learned of my condition and came to see me. He was

quick to see the potential value the organization held for me in my long road toward self-improvement. He explained Toastmasters to me and invited me to a club meeting. I felt immediately that the club could provide a wonderful "dose of medicine," a personal therapy which I needed, through the training, the friendships and the good-fellowship demonstrated there. I attended a few club meetings as a guest, then applied for membership.

Of course I couldn't help wondering whether I was indulging in wishful thinking. I realized that I was an odd-ball, a deviation from the normal. But after a year and a half of experiencing the helpful attention, the kindly and constructive criticism, the wonderful friendliness of my fellow Toastmasters, I have concluded that not only is Toastmasters a wonderful personal therapy, but that I have merely scratched the surface of its potential advantages. I have now finished my No. 12 speech in Basic Training, and am looking forward to work in Beyond Basic Training.

Not only has Toastmasters been a wonderful therapy for me in learning to talk intelligently again, it has been of great assistance to me

in learning how to meet people, strangers, and to make a reasonably good impression on them. One of the strongest indications that I am achieving my goal of personal improvement, one that means very much to me, is that my fellow members have entrusted several club offices to me. This year I am the club's educational vice president. I like to think that I have been doing a satisfactory job, and since no one has expressed a critical evaluation, I think I have been.

The experience of Toastmasters has certainly lived up to my expectations, and more. Although I am still "retired" from carrying on a business by doctor's orders, and probably will continue to be for a few years, I am a part of the world again. I use the word "retired" rather than the "totally disabled" term the doctors use, for I refuse to accept that idea, especially since I have learned in Toastmasters that no man need stop in his progress toward self-improvement.

The benefits of Toastmasters training are available to all. The ability to stand up before a crowd, think on your feet and deliver a sensible talk is a wonderful therapy—for everyone. It has made me, once again, a human being. ❖



Thomas F. Luhe is educational vice president of Acacia Club 1357-26, of Denver, Colo. Born in Seward, Nebr., he obtained his AB degree from the University of Nebraska, and after military service, his LLB from Nebraska College of Law. He is married and has three daughters.

The Invocation and Benediction

By HUBERT D. HEDGES

THE ASSIGNMENT of giving the invocation and the benediction at a Toastmasters club meeting is one that frequently seems to induce a bit of trepidation, a touch of nervousness on the part of the member so designated. This seems to be true even for members experienced in other forms of speech presentation.

It is not necessary to inquire into the reasons for this hesitancy, for undoubtedly they are many and varied, different for each person. But think: If you find your name listed on the advance club program for the invocation or benediction and you become at all nervous or agitated, imagine what it would be like if you were to be called on extemporaneously to perform either act? This might easily happen to you, if you are going into public speaking to any extent.

There is only one way in which nervousness and trepidation can be overcome and completely eliminated. This is to develop a concrete comprehension of what is involved.

Let's look at it this way: If we believe in God, and I am sure we all do, then we should be able to talk to Him under any circumstances, at any time. In other words, all that

is necessary is having a speaking acquaintance with the Creator.

This can be brought about by constantly taking advantage of opportunities to talk with Him, whether it be while going to and from work; or at work, engaged in routine duties; in a crowd, by yourself, or merely asking the blessing before meals in your own home.

I can speak from experience on this subject, for I have been called upon to offer prayer in a number of different situations. Except for such an assignment on a Toastmasters club program, these have all been on short notice.

May I say at this point that I have never failed to ask God's help when about to face a large gathering, and by the same token have never failed to express to Him my thanks after the task has been completed.

The Bible says that when you pray, you should go into your secret room or closet and pray to the Father in secret. I do not believe this means literally to be alone when you pray. What it does mean is that when you address your heavenly Father and speak to Him from your heart you are, for all intents

and purposes, alone with Him. It is a matter between you and your Heavenly Father. All the rest of the world is shut out—if you are sincere.

What if you do stumble? Suppose the words do not come easily? This is one speech situation where you are not speaking for an audience to hear you. The main thing is to be sincere. To be sincere, you need only realize that a great honor has been bestowed on you when you are asked to lift the prayers of the entire assemblage.

I shall never forget a safety meeting I addressed a few years ago. It was in one of our large railroad shops. Some 150 employees were gathered around where I was standing on a trestle so I could be heard above the din of the machinery. I opened by saying something to the effect that we were gathered together in a safety meeting, and since prayer had been offered at the opening of the World's Series the day before and had not been considered out of place, it was certainly in order at a safety meeting. Furthermore, that I did not know their various religious convictions,

whether Catholic, Protestant, Jewish, Moslem or agnostic, but I was certain that they knew the Lord's Prayer, and that I would lead them in repeating it.

I began, "Our Father, which art in heaven," and there was one man with me. I finished the prayer alone. The one man who had started with me was too embarrassed to go on.

Yet after the meeting, a number of employees came to me and said this had been one safety meeting they would never forget—and they were ashamed they could not accompany me in the prayer. Their embarrassment was evident.

There is no reason to feel embarrassment when asked to pronounce the invocation or the benediction at a meeting. There should be no feeling that this is something which should be done only by the clergy. Any man has the right and the privilege of speaking to God. Thank God for the opportunity to do it, and be sincere. Forget that anyone else is present, speak from your heart, and what you say from the heart will be acceptable. ♦



Hubert D. Hedges is general safety supervisor for the Baltimore and Ohio Railroad, and a member of Parkway Toastmasters 102-40 of Cincinnati, Ohio.

The building of true character is no small achievement. It is in fact one of the greatest of all human accomplishments.
—William T. McElroy



SEATTLE—

Toastmaster Town of the Month

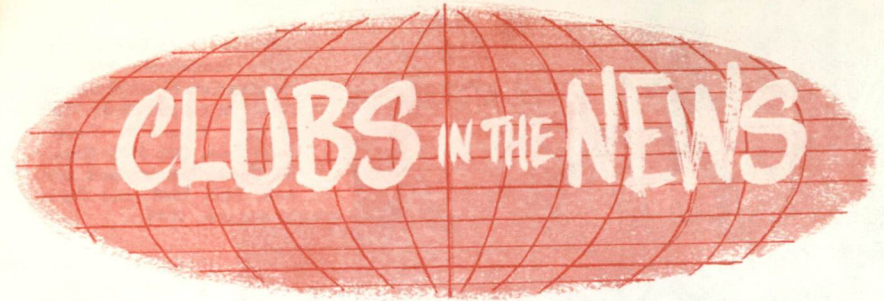
AT ITS FEET are the waters of Puget Sound, a collection of channels and inlets adding up to 2,000 square miles of salt water. Behind it stretches a cyclorama of snow-rimmed mountains, dominated by lofty Ranier, the mountain the Indians called "God." The city, one of the youngest of major American cities, is called Seattle. It's the 1961 convention city for Toastmasters International.

Settled in 1850, Seattle grew rapidly as the outfitting center for the gold fields of Alaska. Today the bearded miners, colorful dance hall girls and blanketed Indians have been replaced by tourists, attracted by the beauty of sea, forest and mountains, in such numbers that they comprise the third largest industry. Timber, once the lifeblood of the area and still a major support of many Seattle-based businesses, now takes second place to heavy industry, attracted by the abundance of lakes and rivers and extensive hydroelectric system. Seattle's Boeing Airplane Company at peak production employs over 30 per cent of the state's factory workers. Resource-oriented industries based on the area's forest products, farms and fisheries are other major economic factors, and Seattle ranks eighth in standing among U. S. ports.

Seattle works hard and plays hard, and in summer has almost 16 hours of daylight in which to do both. Boating is the principal sport, and the city is the pleasure boat capital of the nation. The annual Seafair Week, whose 1961 dates coincide with the TMI convention, is a colorful maritime Mardi Gras famous throughout the country.

Toastmasters came early to Seattle; the first club organized outside Southern California and the 10th club to be chartered was Seattle Number One, founded in 1932. From this start, Toastmasters clubs have spread throughout the entire Evergreen Empire of the Pacific Northwest. Seattle clubs have provided three International Speech Contest winners and three International presidents: the late Raymond J. Huff, 1935-6; Franklin McCrillis, 1945-6, and Nick Jorgensen, 1953-4.

This month will be the second time Seattle Toastmasters have played host to the International convention, and Toastmasters not only in Seattle, but in surrounding districts and British Columbia, have been working together to make July 27-29, 1961, memorable dates in the history of Toastmasters International.



Announce Parade

Members of the Milton-Freewater Club 929-33 were asked for the second year to announce the Pea Festival Parade held at Milton-Freewater, known as the "Pea Capital of the World." Eight amplifiers were placed along the parade route, each manned by a Toastmaster who described the floats, announced the winners, and gave out general information.

Prior to the parade, the club held a practice meeting with amplifiers, and each member underwent some training in how to set volume and test, and other do's and don't's of handling the mike. An educational talk was given, with suggestions of what to say during the parade.

**Milton-Freewater Club 929-33
Milton-Freewater, Oregon**

* * *

Past Presidents Present Program

Nine active past presidents of the Civil Service Commission Club 1847-36 presented the program at the club's recent "Past Presidents and Installation of Officers Night." Joseph LeMasurier, Edward D. Colleran, La Verne Brugger, Lawrence H. Clark and John E. Shea were speakers, chief evaluator was Marion W. Hazel, Asa M. McCain was toastmaster of the evening, while District 36 Governor Maurice L. Ezzell conducted the installation of new officers with Area 1 Governor Wallace B. Oliver assisting.

CSC Club keeps the interest of its Beyond Basic Training members and past presidents by giving them challenging assignments, using their experience and talents and showing them they are recognized and appreciated. The plan of full utilization benefits both the experienced members and the rest of the club membership.

**Civil Service Commission
Club 1847-36
Washington, D. C.**

* * *

Club Has Radio Program

Through the cooperation of station manager John Powell of KHAS, the Hastings Club now has a 15-minute weekly program called "The Toastmasters Edition of Views and Reviews." This is a public service program, and every member who desires may take his turn as moderator. The moderator develops his own segment of the program, including writing the material, lining up the guests, and seeing that the timing is right.

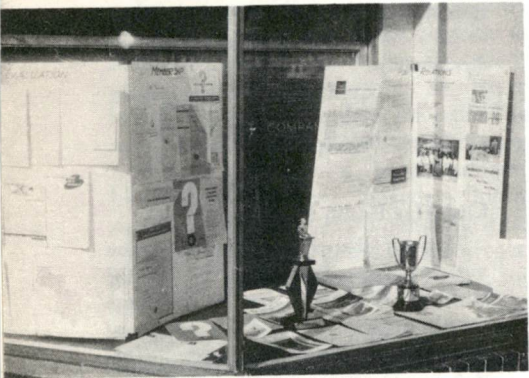
"The educational and public relations value of a program such as this to the Hastings club is unlimited," according to Administrative Vice President Jim Warden, "and we feel that this project has done more to insure the success of the club than any other we have undertaken."

**Hastings Club 1617-24
Hastings, Nebr.**



Governor Price Daniel proclaims Toastmasters Week in Texas as Convention of Dist. 56 is held at Corpus Christi. Left to right: Richard H. Fortenberry, pres. Club 2593; Governor Daniel; Bob Williams, past pres. Club 2048, and Travis Eckert, pres. 2048.

Frank Thomas (right) introduces Sambie, cartoon character he created for club achievement promotion, to Maxwell Nathan, president, Club 405-40. Thomas is club achievement chairman, Dist. 40; Sambie was theme of Dist. 40 Conference in Cincinnati.



Window display at Watertown (New York) Club 2248-34 attracted much attention, favorable publicity in club's recent membership drive. Exhibit appeared in window of Northern New York Trust Co., Public Square.

District 49 Governor Joseph Blackburn and President Isamu Wakashige hold the George J. Mucey trophy recently donated to Maui Toastmasters 910. Trophy will be presented to

"most outstanding" club member, will remain his property for a year. Selection of winner will be by point system. Maui Club recently increased membership 42%.



Ladies' Night at Blue Flame Club 2719-F (Santa Ana, Calif.) features hat contest; ladies made hats, husbands of winners made speeches on hats.



Recent Ladies' Night program of Victoria Club 38-21 had as special guest Queens Representative in British Columbia, Lieut. Gov. Hon. George R. Pearkes, V.C., D.S.O. with bar. Left to right, Mrs. Henry Jackh, Lt. Gov. Pearkes, Mrs. Pearkes, Club Pres. Henry Jackh.

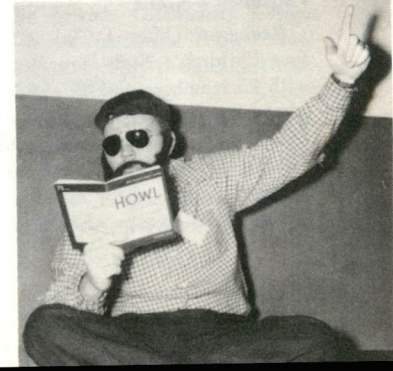


Left: TMI Past President Emil H. Nelson is guest of Edinburgh Toastmasters during recent visit to Scotland. Left to right: H. Halley, territorial organizer for Great Britain; A. W. Robertson, Edinburgh area governor; Nelson; Ian F. Brack, territorial governor.

Below: Two Toastmasters Clubs chartered at joint ceremony in Matamoros. Left to right: Ovia Koski, president, Southmost Toastmasters Club of Brownsville, Texas; Dave Horgar, Jr., governor, District 56; Sr. Raul Morales Gonzalez, president, Toastmasters de Matamoros, Matamoros, Tamaulipas, Mexico.



Beatnik Night for Arlington Heights (Ill.) Club 1087-30 found Stan Wauberg gesturing grandiloquently as he reads "beat" poetry to club. Members dressed, acted, talked like beatniks, winning speech was "Beatniks, Beware," by Warren Lattof.





Guest speaker the Rt. Hon. Louis St. Laurent (3rd from left) poses with officials at Dist. 61 conference. Left to right: Roland Turgeon, Lt. gov.; Noel Savoie, Dist. 61 gov.; Mr. St. Laurent; Charles Maheux, president, host club 1838-61.

Distinguished Guest Speaker

The Right Honorable Louis St. Laurent, former Prime Minister of Canada and world statesman who assisted in the development of the original charter and formation of the United Nations, was guest speaker at the banquet which closed the spring conference of District 61 at Lake Beauport, Quebec.

In his remarks, Mr. St. Laurent stressed that in a democracy all citizens have the responsibility of interesting themselves in problems of public interest because "the nation's business is the business of all of us." He lauded Toastmasters International for its role in training and developing its members to become better citizens.

Mr. St. Laurent was presented with a certificate of membership as the first honorary member of Quebec Club 1838, host club for the conference.

Quebec Club 1838-61
Quebec, P.Q., Canada

* * *

Children's Night

Rochester (Minn.) Club 271 held its first Children's Night program recently with 25 members and 15 children ranging in ages from five to 16. Fun-master Bill Fleming presented a program entertaining to the varied age group yet planned to give them an idea of what Toastmasters means. Each father not

otherwise assigned spoke on topics prepared by Ringmaster Jake Faulkner, slanted toward the interests of the young guests, and the main speakers also chose topics appealing to the younger generation.

Special menu for the occasion featured hamburgers, french fries and chocolate sundaes.

Rochester Toastmasters plan to make the occasion an annual affair.

Rochester Club 271-6
Rochester, Minn.

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Milestone Reached

With the induction of its 40th member, Mt. Clemens Club 2887-28 feels that a milestone has been reached in its steady progress from the original 20 members on the roster when the club was chartered in 1959. The club now has a full membership, four inactive members and a waiting list.

The 40th member of the club is interesting in his own right. He is James Whitcomb Riley, grand-nephew and namesake of the famous Hoosier poet. A former night club entertainer, Riley now has his own private detective agency in Mt. Clemens.

Mt. Clemens Club 2887-28
Mt. Clemens, Mich.

* * *

Anniversary Celebrated

Club 323 of the Minneapolis Chapter, American Institute of Banking, recently celebrated the 10th anniversary of its founding with a banquet held in the executive dining room of the First National Bank, Minneapolis, Minn. Club President Dale Broholm, Second Northwestern National Bank, was toastmaster. Orv. Crosby, First National Bank, was chairman of the event.

A.I.B. Toastmasters, chartered in 1951 through the efforts of a small group of A.I.B. members, is believed to be the only Toastmasters club in the country directly affiliated with a chapter of the A.I.B.

A.I.B. Club 323-6
Minneapolis, Minn.

* * *

Joint Meeting by Radio

Although 25 miles apart, Pearl Harbor Club 1882 and Kaneohe Bay Club 1703, Hawaii, recently held a joint meeting via ham radio. The meeting was the result of an idea of Lt. Col. Edward M. Hudak, U.S. Army, past president of Club 1882 and governor of Area 2, District 49. Amplifiers and technical facilities were provided by the Military Affiliate Radio Service.

Co-chairmen of the meeting were Don Bowman of Club 1703 and Navy Commander Robert R. Hale of Club 1882. Toastmaster of the evening was Navy Lt. (j.g.) George Bernstein, and guest speaker was Pete Taylor, Honolulu disc-jockey of radio station KHVH.

Pearl Harbor Club 1882-49
Kaneohe Bay Club 1703-49
Hawaii

* * *

Publicity Display

Posters and publicity material used in the spring conference of District 27 at Fresno, Calif., have been getting considerable extra mileage, according to Walt Steinhauer, district publicity chairman. A Toastmasters display has been set up in a vacant store window in downtown Fresno, with permission to remain until the store is leased to a new tenant.

Fresno clubs have been featured in spot announcements daily by Radio KYNO.

District 27
California



Joseph Blackburn (center), Dist. 49 gov.; Lt. (j.g.) George Bernstein (left), toastmaster of the evening, and Commander Robert R. Hale, president, Club 1882, show how they held joint meeting with Kaneohe Bay Club.



TMI President George J. Mucey (left) presents trophy to winner of Jewish Community Center Speech Contest for Senior High School students, as Dist. 29 Governor Moses E. Brener (left), contest chairman, approves.

President Presents Trophy

While on a recent visit to clubs of District 29 (Southern Louisiana, Mississippi, Alabama and Northwest Florida), TMI President George J. Mucey attended the Jewish Community Center Speech Contest for Senior High School Students, sponsored by the J.C.C. Toastmasters Club 2846-29 and the Center Toastmistress Club. District 29 Governor Moses E. Brener was chairman of the contest.

J.C.C. Club 2846-29
New Orleans, La.

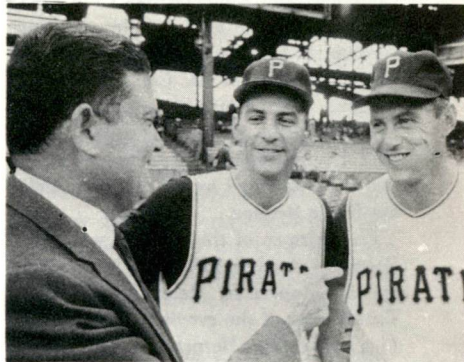
The President Visits . . .

As the number 1 Toastmaster, International President George J. Mucey has traveled thousands of miles during the past year. In hundreds of speeches and through press, radio and television interviews, he has presented the image of Toastmasters. These pictures give some indication of the extent and variety of his travels.



LUBBOCK, TEX.: A quick hop from Amarillo in Beechcraft T34 of Lt. Gov. Dist. 44 William R. Pomeroy, and Pres. Mucey is ready to address 240 members and guests of Lubbock Lions Club. Left to right: Pomeroy, Mucey, Mayor David Casey, C. of C. Pres. John Halsey, Dist. 44 Ed. Chmn. B. R. (Rip) Griffin.

ORLANDO, FLA.: Mayor Robert S. Carr presents key to the city to Pres. Mucey, after proclaiming day of his visit "Toastmasters Day" in Orlando. L. to R.: Dist. 47 Governor Charles Swan, Pres. Mucey, Mayor Carr, Col. Winston Parker, Commander of McCoy Air Force Base, Fla.



PITTSBURGH, PA.: A short stop at the home of World's Champion Pirates. Mucey gives a few tips on speech making to shortstop Dick Groat, voted most valuable player in National League, and Bill Mazeroski, who hit the winning home run in 1960 Series. Mucey, a former professional ballplayer, is a scout for the Pirates.

CLERMONT, FLA.: Visit to Jack Raymond's famous Reptile Garden. Snake charming is not ordinarily a requisite for presidency of TMI, but Pres. Mucey demonstrates that a well-prepared Toastmaster is equipped to handle anything, even a black indigo snake.



Don't ignore . . .

The Experienced Member



By PAUL J. KLEIN

WHAT IS YOUR CLUB'S "Toastmastering experience quotient"? You can get your answer by adding the total number of years each member has been a practicing Toastmaster, and then dividing by the number of members in your club. This may seem like an unimportant and irrelevant point—until you analyze your club membership to find out how many men have been with your club five years or longer.

While there are many clubs of quality in the fold and many different reasons for this quality, there seems to be a correlation between the success of an individual club and the number of experienced Toastmasters who continue to work in it.

Wilson Avenue Toastmasters Club No. 169-30, of Chicago, Ill., encourages sustained membership to keep up its quality. It has

been traditional to stress the need for continual improvement; that a man in order to be successful or enjoy continual success must never consider himself a finished product. Don't we need continual reminders to keep ourselves from becoming too confident of our ability or too flaccid? Don't we need continual exercise to keep our bodies fit? A Toastmaster, no matter how interested or active, never reaches the plateau where Toastmastering will be of no more service to him. He may work hard and may reach what he feels is his peak of efficiency as a speaker. But unless he continues to practice, he will lose his fine edge, just as top-notch athletes must practice, condition and discipline themselves daily in order to remain on top.

This brings up the question of how to keep club members interested over the years. There are many

ways. Encourage them to go into new fields, new endeavors, such as Beyond Basic Training; use them on committees, for club evaluations, or in the guidance of new members. Stress the values and satisfactions involved in helping others. Toastmasters is full of such opportunities.

In the Wilson Avenue Club I can talk to three members and draw from about sixty years of combined Toastmasters experience. One of them, Russ Puzey, is a past president of Toastmasters International. Another, Emmitt Holmes, served as an International director, his term only recently expiring. George Tonn is a past area governor who regularly attends the International Convention. Just these three examples give us a reservoir of experience to tap.

Members such as these can and do get into activity beyond club functions, such as area, district and international work. For instance, our immediate past president, William Mitchell, is the present area governor.

Before you get the impression that we have an "old folks club," let me assure you that we do have a turnover of membership. We continually bring in new members, and find that these newcomers benefit immeasurably from the experience of the long-time member. It is an excellent idea for both new member and old if an experienced man is assigned to guide, counsel and encourage the neophyte, get him

started in the right direction and keep him on the track.

While the experienced men should, naturally, be among the club leaders, care must be taken that they do not control the club. That is, club officers should guard against a tendency to call on them too frequently, to the exclusion of other members, just because they can do the job adequately. Every member should continue to get a place on the program, and the programs should be a judicious mixture of experienced and neophyte. The competition offered by members who have been in the club for years creates additional inspiration and sets new goals for the newcomer. Wouldn't you prepare more diligently if you knew you were competing with an experienced speaker for the club



award for best speaker of the evening? Wouldn't you strive harder for a better evaluation if you were to evaluate one of the older members? And speaking of evaluation, older members should be assigned to evaluate the new member who needs to be handled delicately.

There are other ways to encourage members to stay in the club over the years. One of them is to adhere to the suggestions made by Toastmasters International. Many fertile ideas may be found in the literature which emanates from the Home Office in Santa Ana.

For another idea, take a club poll and discover how many members have gone into Beyond Basic Train-

ing. Let the educational vice president take note of this and program accordingly.

Or, for a new endeavor, encourage the experienced members to start new clubs. The club achievement program is also a worthwhile venture, and the older members can be tactfully reminded that they are in a position to pick up the most points. And club members should be continually reminded of the values of visiting other clubs. One of the members, a traveling man, says that one of the best by-products of Toastmastering is the hospitality it offers when he is away from home, on the road. He can stop in on many

clubs throughout the country for a pleasant and rewarding evening. Obviously, all clubs, especially those of recent formation, do not have older or experienced members in their fold. I suggest to these newer clubs that they not overlook or ignore the possibility that some day they will be an older club, and now is the time to start planning a program which will encourage sustained membership. Plan for the experienced member, and when you get him, hang on to him. He's one of the greatest assets to your club, and one of the best new-member helps you can have.

I know, because I've only been around a few years myself. ♦

I know, because I've only been around a few years myself. ♦

I know, because I've only been around a few years myself. ♦



Paul J. Klein, president of Wilson Avenue Club 169-30, Chicago, Ill., is an attorney, employed in the claim department of the Kemper Insurance Group. He is vice president of Kemper Men's Club, a member of the board of directors of Morton Grove Days Committee and president of the Northern Officials (football and basketball) Ass'n, Waukegan, Ill.

That country is the richest which nourishes the greatest number of noble and happy human beings; that man is the richest who, having perfected the functions of his own life to the utmost, has also the widest helpful influence, both personal, and by means of his possessions, over the lives of others.

—John Ruskin

PERSONALLY SPEAKING

By RALPH C. SMEDLEY, Founder

Now What?

"I have finished my *Basic Training* speeches," says a member of a Toastmasters Club, "so I suppose I have graduated. What comes next, if anything?"

To this man, I would say that he has just started. Suppose he had learned to swim, or to play the piano, or to play golf—what would he do? Naturally, he would begin to go swimming, or to play the piano for enjoyment, or to spend his spare time on the golf course. He would use the skill which he had acquired.

Can you imagine the golfer, having learned how to knock the ball down the fairway, standing back and saying, "What do I do next?" Not a bit of it. Having mastered the rudiments, he would be out on the field playing at every opportunity.

And it should be like that with the speaker. Having learned to speak, he should keep on speaking. After the elementary work has been done, in following through the twelve projects of *Basic Training*, he should use the skill to do more and better speaking. He can apply what he has learned in every speech he makes.

But he needs to keep on improving himself, and he does that by faithfully attending his Toastmas-

ters Club and taking his part in the program. Thus, he gets practice in presenting various subjects in speeches, and in careful listening to other speakers when he serves as evaluator. He gains experience in conducting meetings, as chairman or toastmaster, and he learns about parliamentary procedure by participating in the business of the club. Any man of normal intelligence can carry on his training by the exercise of just a little ingenuity and originality.

The trouble is that so many men think that they must have a "course" or a textbook to follow. They fail to realize that they are quite capable of developing their own "course" of practicing what they have learned, and that they can keep on learning from their fellow Toastmasters.

If this self-styled "graduate" will look in the back part of his *Basic Training* book, he will find suggestions for studies and experiences which will occupy him for a long time to come. Of course he has to decide how to use these studies, in the line of his personal interests.

Many a man has developed subjects of interest to him, and of interest to other people as well, which have resulted in speeches useful before audiences outside the club. Service clubs and other such or-

ganizations are glad to have good speakers available, and thus a man with a worthy speech prepared gets the chance to deliver it repeatedly, a very valuable experience for him. Not only is it good experience, but it broadens his acquaintance and improves his personal "public relations," a very good thing for any business or professional man.

No, my friend, you have not "graduated," nor reached the heights. Just because you have performed the 12 assignments in *Basic Training* is no reason for you to think that you are a finished speaker. Really, you have just learned the alphabet. Now you are ready to go ahead with making use of what you have learned, not to stop your efforts.

One thing is certain. If you stop now, you will soon lose what skill in speech you may have gained. The way to be a good speaker is to keep on speaking. Get out of practice and you will cease to be a good talker.

You have made a good start with "*Basic Training*." Don't stop there. Keep on going.

Wisdom in Quotes

There are many places in the course of a speech where a good quotation can be effectively used, both as a reference to an authoritative source and as a means of clarifying and emphasizing an important point. Here are a few examples.

Dr. Wilma Donahue, psychologist, of the University of Michigan, spoke wise words to an audience of physicians in Los Angeles, when she talked about thinking:

"One of the best ways to keep young is to continue to use your brain. Without using it constantly, brain cells atrophy just as muscle cells do when there is lack of exercise. The lack of thinking means that only ten per cent of this generation are really creative people."

This thought-provoking paragraph is from Dr. H. A. Overstreet's interesting book, "*The Mature Mind*":

"It will mean much to our confused and hostility-ridden world if and when the conviction begins to dawn that the people we call 'bad' are people we should call immature. This conviction would bring us to the realization of what needs to be done if our world is to be rescued from its many defeats. The chief job of our culture is, then, to help all people to grow up."

Thomas H. Huxley spoke a volume in very few words when he said 90 years ago:

"The rung of a ladder was never meant to rest upon, but only to hold a man's foot long enough to enable him to put the other foot somewhat higher."

I like this brief statement from Dr. W. Elmo DeWhitt, a member of the Reno Toastmasters Club of Reno, Nevada:

"Speech is not natural to man. It is an acquired art. You are the artist. Toastmasters should be the best of artists. You are not, unless you continually work to improve your art." ♦

Convention '61

A SALMON BAKE, a parade and a free fishing trip are among the special activities planned for Toastmasters and their families attending the 30th Annual Toastmasters International Convention at Seattle, July 27-29.

Les Bridges, past governor of District 2 and chairman of the Host Committee, said Toastmasters in the Pacific Northwest, including Districts 2, 7, 9, 15, 21, 32 and 33, have been working for nearly a year to insure the success of the 1961 convention.

Bridges said Harvey Gangon and a committee from West Seattle Club 650-2 have arranged the International night salmon bake at Lincoln Park. Representatives from various countries will provide entertainment with an international flavor.

Seafair Week, Seattle's annual maritime Mardi Gras, opens Satur-

day, July 29, with a two-hour parade which will pass the Olympic Hotel, site of the Toastmasters meeting. To permit delegates and their families to witness the colorful spectacle, the convention will adjourn following the Breakfast with the Founder, reconvening at 1 p.m. for the final educational session and International Speech Contest.

Bridges said a free fishing trip will leave at daybreak Sunday for all delegates who want to try their luck at ocean fishing. "Just bring a pair of old pants," he said, "and we'll provide everything else but the fish."

Highlighting the formal convention program will be Eric Johnston, president of the Motion Picture Association of America. Johnston, who has had an outstanding career in business and government, will speak at the President's Banquet

Friday night. Johnston held an unprecedented tenure of four years (1942-1945) as president of the United States Chamber of Commerce. In business he owns and operates electrical retailing, wholesaling and manufacturing firms in Spokane, Wash. Currently, he is a director of a dozen major corporations throughout the country. He also has served the administration of four presidents, including President Kennedy. He is the author of two books and has earned scores of honorary degrees and awards from foreign governments.

Virgil "VIP" Partch, whose cartoons have appeared in many national publications and whose daily cartoon, "Big George," appears in more than 100 newspapers, will speak at the Friday Fellowship Luncheon.

Herman E. Hoche, International first vice president, will preside over the three educational sessions which have been planned around the convention theme, "Building Better Toastmasters." International Director Ralph G. Iverson will be chairman of the Friday morning session on "Building Better Clubs." Chairman for the Friday afternoon session on "Building Better Programs" will be International Director Arthur E. Dracy. The Saturday afternoon session of "Building Better Public Relations" and "Building for Better Living" will be conducted by International Director Robin Dick. Approximately 30 Toastmasters will assist the three International directors in their educational presentations.

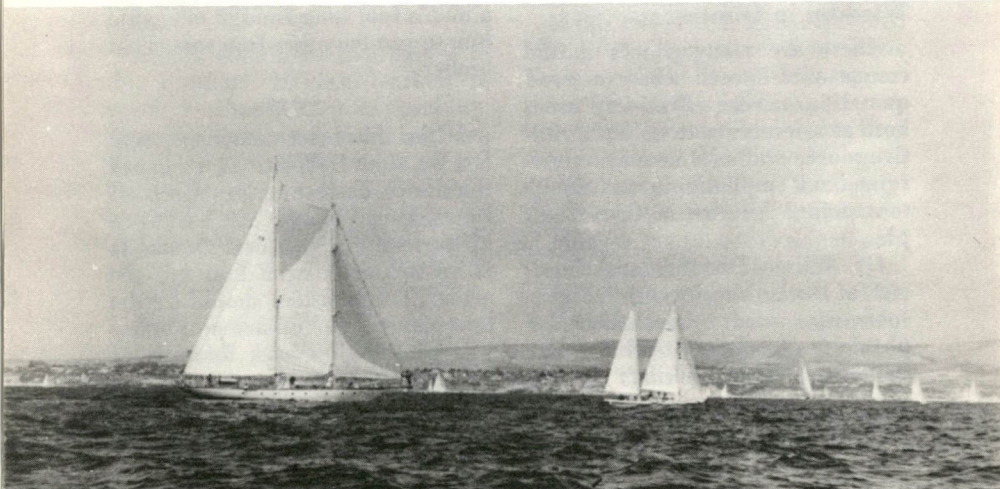
George J. Mucey, International



Eric Johnston, featured speaker at President's Banquet, Friday, July 28.

president, will preside over the convention. Others appearing on the convention program will be Dr. Ralph C. Smedley, founder; Maurice Forley, executive director, and members of the Home Office Staff.

Special post-convention tours have been arranged to Hawaii and British Columbia. Details on the Hawaiian tour appeared in the May issue of THE TOASTMASTER magazine. The tours to British Columbia were described in the June issue. Additional information on the Hawaiian tour may be obtained by writing Bill Wunch, Whately Travel Agency, 621 17th Street, Denver, Colo. Additional information on the trips to Victoria and Vancouver, British Columbia, may be obtained from James W. McEvay, past governor, District 21, 401 Treebank Drive, Victoria, British Columbia.



TOASTscripts

★ ★ ★ ★ ★

The members were still laughing when Meredith C. Riddle sat down following his speech at a meeting of Little Creek Club 1550-36 (Norfolk, Va.). It was 1954, and Riddle, then a Navy lieutenant commander, had recounted his adventures in the South Pacific during World War II.

"You should write that story," Herbert Carlson told him after the meeting. Carlson, a former newspaperman, was on active duty with the Naval Reserve serving under Riddle's command. Toastmasters Riddle and Carlson did write the story and it was later rewritten by Marion Hargrove. Following its publication in *Argosy* magazine, the movies bought it and turned it into the new Jack Lemmon-Ricky Nelson comedy hit, "The Wackiest Ship in the Army."

Carlson, now a newspaperman at Fort Lauderdale, Fla., received screen credit for the original story, but because he is still on active duty, Riddle preferred to remain anonymous. But both men shared in the profits from the screen sale.

"The first half of the picture sticks pretty close to the facts," says Riddle, now a commander attached to Command Staff, Pacific Amphibious Force, San Diego, "after that, it gets a little wild. We didn't lose the ship as Hollywood would have

you believe. We sailed it back to port."

The story concerns the commissioning of an ancient powered sailing ship to land coast watchers in the New Hebrides and Santa Cruz islands to scout Japanese ship movements. Most of the coast watchers were U.S. Army personnel.

"She was raised from the bottom of Wellington, New Zealand harbor," Riddle recalls. "I had, as an ensign, hoped to get at least a minesweeper as a command. The *Echo* was not quite that. She had no generator, hence no electricity; in fact, not much of anything."

"The Wackiest Ship in the Army" is proving to be a hit in theaters across the nation. And to think," says Riddle, "the whole thing started from a little speech I made at my Toastmasters club in Virginia."

* * *

SALUTES to M/Sgt. Charles E. Buchanan, president, Scott Air Force Base (Ill.) club 2575-8, for winning fourth place in the 1960 Freedom Foundation's annual letter writing contest. Sergeant Buchanan, a four-time winner, won the Foundation's first place \$1,000 award in 1957. When Sergeant Buchanan writes of freedom, he writes from the heart. He was one of the survivors of the Bataan death

march in the early days of World War II and spent three years in a Japanese prison camp where only one out of ten prisoners survived. . . . To Capt. Philip B. Phillips, MC USN, president, Wings of Gold Club 1836-29 (Pensacola, Fla.), for winning an all-expense trip for two to Paris for his winning entry in a contest sponsored by the Pensacola News-Journal. . . . To District 30 (Ill.) Toastmasters for volunteering for the third year to evaluate the career conference sponsored by the Chicago Sun Times and Illinois Institute of Technology. . . . To Paul Hoffman, past president, Hollywood (Calif.) Club 58-50, for recording 28 trophy-winning humorous speeches which were later copied by retired citizens on their tape recorders and played to entertain elderly patients in rest homes and hospitals.

* * *

By the time you read this, Toastmaster John A. Vein of Club 2144-25 (Paris, Texas), plans to be walking through North Africa. Vein is probably the walkingest Toastmaster alive. Actually, he doesn't walk if he can help it—he hitchhikes. But the tall, tanned, 35-year-old Texan is no ordinary hitchhiker. He has hitchhiked through 35 foreign countries and 50 states of the United States, including the bordering provinces of Canada.

Last summer, when he walked into the Home Office, he was on his way home from Hawaii via Seattle. Being a Toastmaster, he wanted to visit the headquarters.

Vein, who eventually hopes to

visit every country in the world, operates a motel with his mother at Paris, Texas. He saves during the winter months for his summer travels. He pays for everything except his transportation and his trips average about three months and cost about \$1,000.

Although he could have hitched a boat ride to Hawaii, he felt it would take too long, so he bought a ticket. But he hitchhiked through five of the islands.

While hitchhiking through Nicaragua, he was caught in a revolution. "But I was lucky," he said. "I was given a ride by some people who had a pass to go through and we drove right through the center of the thing."

Vein started hitchhiking back and forth to college during the days of gas rationing. Last year, he hitchhiked to the Toastmasters convention at Atlanta.

The traveling Toastmaster speaks a little Danish, French and German. In an interview with a reporter from the Santa Ana Register, Vein listed Hawaii as the most exciting state, Ireland as the friendliest country, and Switzerland as the most scenic.

* * *

Toastmasters International extends its sympathy to the members of Bahrain Club 2875-U. Less than a year ago, the Persian club lost member Shaikh Hamed in an auto accident. In April, Roy Dorsch, founding president of the club, and his wife, Vala, were among the 186 passengers lost when the M. V. Dara caught fire and sank in the Persian Gulf. ♦

Let the Speech Have Meaning

By JOHN B. KING

ONE OF THE ADVANTAGES of membership in a Toastmasters club is the opportunity to hear a variety of viewpoints and to be exposed to information on a wide variety of subjects. In the course of a year we may listen to as many as 100 talks, and because we are asked to evaluate them, we improve in our ability to listen critically.

But there is another side to the coin. While we are improving our ability to present ideas—and while a good deal of the criticism we receive will be concerned with voice, delivery, mannerisms, etc.—we should never forget that content, our ideas, should contribute to the general fund of knowledge of our listeners.

Some speeches will inform, others “sell” a product or idea, others amuse or entertain, some will arouse thoughtful argument and discussion. Whatever your speech purpose, strive to make the subject matter worthwhile. Only in this way can you justify your time in preparation and your audience’s

time in listening. When you develop better speaking techniques through the use of worthwhile material, everyone benefits.

Toastmasters club members are allowed great freedom of choice in selecting speech material. I would suggest, however, that the subject you select be a new one, one that will force you to think and develop new concepts. Don’t simply expound on material which you and everyone else knows. It is important to be familiar with your subject, but it is even more important to be interested in it. An audience will not be interested unless you are.

A stimulating title, an attention-arousing opening and a thought-provoking ending are all extremely important in getting and holding the interest of your audience. Let us examine some of the ways in which writers accomplish this.

One of the current pocket books is called “Toward the Liberally Educated Executive.” This is a

Mentor Book, copyrighted by the Fund for Adult Education. It contains a series of thought-provoking essays. A glance at some of the titles and some of the opening and concluding sentences gives us some starters for our own imagination, as well as an example of how some of our professional writers grasp and hold reader interest.*

For instance, what do you think of these for titles?

*The Inhumane Businessman
Stability in an Era of Change
An Ulcer, Gentlemen, is an Unwritten Poem*

When is Liberal Education?

Here are the openings from several of the essays in the same book:

“Less than five years ago an idea was conceived that has developed into one of the most exciting and stimulating experiences that could happen to a businessman . . .”

(“Liberal Adult Education,” by Wilfred D. Gillen, The Fund for Adult Education.)

“Underlying all the problems that today challenge us . . .”

(“A Businessman Looks at Education Past High School,” Frank W. Abrams.)

“A man is free, or he enjoys liberty, in the proportion to which his life is governed by his own choice. Freedom is not doing as one pleases, but doing as one chooses . . .”

(“Modern Education and Human Values,” Howard F. Lowry et al, University of Pittsburgh Press.)

“I firmly believe that it would be beneficial to all concerned—the college, the student, and the employer—if the hardware, plumbing and wiring in today’s undergraduate engineering curriculum were

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reduced drastically or eliminated altogether . . .”

(“Educating the Individual for a Changing World,” James C. Zeder and the Edison Foundation.)

“The manager has a specific tool: Information. He does not ‘handle’ people; he motivates, guides, organizes people to do their own work. His tool—his only tool—to do all this is the spoken or written word or the language of numbers . . .”

(“The Practice of Management,” by Peter F. Drucker, Harper and Brothers.)

“Let me begin where anyone has to begin—with a tentative definition . . .”

(From “The Journal of General Education,” Oct., 1951. Mortimer J. Adler, the University of Chicago Press.)

“One evening recently my children dragged our dog—aging, fat, philosophical Radish—into what is humorously called Daddy’s study to watch the program ‘Rin-Tin-Tin’ . . .”

(Robert J. Blakely, The Foundation for Adult Education.)

All these openings have one thing in common—they arouse curiosity. The reader is drawn into the article almost in spite of himself. He wants to know what is coming next.

Now let’s look at some of the endings:

“Nowhere is the gulf between the man of property and the man of intellect wider than in the United States. This is a perilous condition.”

(Russell Kirk, “Fortune Magazine,” May, 1957.)

“These are the studies that give him the understanding and motivation that make for a creative life and for creative work. These are two studies that prepare him to make wise and sure decisions.”

("Educating the Individual for a Changing World," James C. Zeder and Edison Foundation.)

"If we can bear to work alongside a man who does or says or thinks unusual things, if we can tolerate or even relish association with those who question some of our assumptions, all of us may learn something."

(Ruby Kidd, "Adult Leadership," May, 1957, Adult Education Ass'n of the U.S.A.)

"The rewards for living worthily transcend anything that human history has known. They will go to those who, by cultivation of the mind and illumination of the spirit, reach the highest level of inner growth."

("The Randall Lectures." By permission of The Fund for Adult Education.)



John B. King is president of Medical Center Toastmasters 1746-30 of Chicago, a club composed of department heads, administrative personnel and doctors of Presbyterian-St. Lukes Hospital. He is director of personnel at the hospital and a lecturer in the evening division of Northwestern University's School of Business.

There is no good in arguing with the inevitable. The only argument available with an east wind is to put on your overcoat.

—James Russell Lowell

Though the Life Force supplies us with its own purpose, it has no other brains to work with than those it has painfully and imperfectly evolved in our heads.

—George Bernard Shaw

All these are good, firm conclusions. They say something definite, and then stop. They do not trail off into wordy nothingness. They put, in effect, the knot at the end of the rope.

This is not to suggest that there may not be other styles of titles, openings and conclusions just as vivid and effective. Other themes might take an entirely different treatment. But we hope they do suggest the importance in every talk of a good title, a good opening, a good ending. Along with a new, fresh idea, your own interest in your theme and your enthusiastic development of it, they will show you how to give your speech a meaning. ♦



JUST IN JEST

A well-adjusted person is one whose intake of pep pills over-balances his consumption of tranquilizers just enough to leave him sufficient energy for a weekly trip to the psychiatrist.

Some bores need never repeat themselves; they always get it trite the first time.

—Imogene Fey, "Quote"

Perfume salesgirl, showing newest brand to a customer: "To tell you the truth, I consider this brand unsportsmanlike—sort of like dynamiting fish."

A man was complaining that he had just bought a prefabricated house, and that it had, in the end, cost him \$50,000. "Fifty thousand," exclaimed one of his friends. "Isn't that an awful lot to pay for a prefab?"

"Yes," said the homeowner. "It wasn't so much to begin with, but I told that factory I wanted it right away, and they sent it to me air mail."

Diplomacy is the art of letting the other fellow have your way.

"That's a pretty dress you have on."
"Yes, I wear it to teas."
"Wnom?"

Girl on phone: "But, operator, it can't be busy. I'm the only one who's still on speaking terms with her."

A returning tourist tells us the surest way to get a bang out of a vacation trip is to take a detour on thin tires.

—Ken Kraft, "Quote"

Who remembers when the fellow who said, "Another day, another dollar" was just boasting?"

—Cy N. Peace, "Quote"

Real Estate Agent: "Now here is a house without a flaw."

South Carolina Belle: "What do y'all walk on?"

A professor says that your posture expresses how you feel. Well, here it is slump-shouldered Monday again.

—Changing Times

A bopster was speeding down the highway in his sports car. He stopped to help a farmer with a model T who was stuck. He pulled the farmer out with a nylon cord and told the farmer to honk when the motor started. Off they went faster and faster. The bopster was going so fast that he could not hear the farmer honk. They sped through a small town and a few moments later an officer phoned his chief and said that he was quitting.

"Why," said the Chief?
"Because," said the officer, "I just saw a sports car drive through here at 100 MPH."

"That's nothing new," said the Chief.
"Yes," said the officer, "but this one had a Model T Ford behind him honking to pass."

Letters to the Editor

(Because of obvious space limitations we often print only pertinent portions of letters received. While only signed letters will be considered for publication, names of writers will be withheld on request.—Editor)

The April issue of *The Toastmaster* carried an article by Ernest S. Wooster entitled "No Vacancies" in which the Spokane Valley Club 308-9 of Dishman, Washington, was one of the progressive clubs using a football game to promote membership. Usually this ends with a lot of new faces within the organization and so often many of the old-timers seem to fade away. This definitely is not so with the Valley Club. Of the 32 members carried on the roster 8 members are past presidents of this club. Two of the 8 past presidents are currently officers in the district and area. Dana Maryott is retiring area governor and Clint Raymond is retiring district secretary and is now district lieutenant governor elect.

We would like to hear from any other club or clubs who can boast of having one-fourth of their membership past presidents. The Spokane Valley Club 308-9 along with all of the clubs in the Pacific Northwest is currently preparing for the forthcoming International Convention to be held at Seattle, Washington, and we are looking forward to meeting Toastmasters who will be visiting the wonderful Pacific Northwest.

Walter Trefry
13222 E. Nixon St.
Spokane, Washington

The article written by Ernest S. Wooster appearing in the April 1961 issue of *The Toastmaster* entitled "No Vacancies" regarding ways to increase club membership and attendance was most interesting to me,

especially since our club seems to be plagued with both problems. Club 1945-29 for one is certainly going to try some of Mr. Wooster's suggestions.

I would also like to congratulate the staff of *The Toastmaster* magazine for the excellent job they are doing in selecting material. I have yet to read one of the magazines without coming across an article that gives me new and different ideas to try in our own club.

Morris H. Beardsley, Pres.
Club 1945-29
Biloxi, Miss.

We all read with great interest the history of the TMI Club in Santa Ana and we, the Toastmasters, in all parts of the world are very thankful for the great services of Dr. Ralph Smedley, its founder. I myself read with great interest the exceptionally interesting article: "Strike a Blow for Freedom" by Mr. Rodney L. Cron (*The Toastmaster*, Jan. 1961) . . . I am very glad to confess that from the educational point of view I found the articles, the information and the remarkable instructions, which were printed in *The Toastmaster* monthly magazine very useful for us—and even in all parts of our wide world! Reading them carefully, members of our Teheran TM Club can listen better, and I think, can speak and also understand better.

Andrew du Vignau
Club 2751-U
Teheran, Persia

Our sales organization includes many former and present Toastmasters. We have, for many years, thought that Toastmasters training is extremely important. We like the characteristics you always find among Toastmasters.

It has occurred to us that maybe among the various Toastmasters organizations there are men who, as yet, have not found their niche and might be interested in a career with Diebold. Although we are over 100 years old, we are among the fastest growing American corporations and are noted as being innovators in Office Equipment and Banking fields.

We would be happy to hear from Toastmasters with successful sales, methods or data processing experience, who might be interested in pursuing possibilities with our company.

May we take this opportunity to send Toastmasters International and *The Toastmaster* magazine our highest regards and our best wishes for better listening, thinking, and speaking.

Robert A. Graham
Director of Sales Education
Diebold, Inc.
Canton 2, Ohio

On behalf of the Board and Officers of this corporation, we sincerely thank you and your department for the excellent article regarding Las Cruces and the advantage of being the Toastmaster Town of the Month in your monthly publication. We feel this is, for our small community, a tremendous honor and we respect the advantage.

Jack King, Manager
Mesilla Valley Chamber
of Commerce
Las Cruces, N. M.

I came to Canada in July, 1957 from East Africa and joined Club 59-21 in the Fall of that year. It is true to say that Toastmastering has been of incalculable value to me in becoming a Canadian and also in my career as a Life Underwriter.

"East is East and West is West and never the twain shall meet," unless you're a Toastmaster that is, for no matter where you go on this great continent of ours you will find a Toastmasters club and a ready welcome. I had enjoyed this experience many times in and around the Vancouver area but I never fully appreciated the tremendous scope and fellowship of Toastmastering until my company transferred me to Ottawa. During the last few weeks I have been welcomed as a working guest at three of the clubs in the area and I am eagerly looking forward to visiting the fourth next week. This month's highlight has undoubtedly been the Charter Night of the recently-formed Eastview Club. I arrived without notice, but no long-lost friend ever received a warmer welcome. I was immediately given an evaluation job to do and it was also made quite clear that I was expected to participate in the topic session. No "heel-taps" in the Eastview Club!

As the evening progressed I was extremely impressed with the enthusiasm of this lusty young club and a great feeling of pride in being a Toastmaster rose within me as I realized that here was I, a member of one of Canada's oldest clubs, Club 59, present and participating in the Charter Night program of one of Canada's newest clubs, Club 32461

Truly, East is East and West is West and never the twain shall meet . . . unless you're a Toastmaster!

Congratulations to you and your staff on the very high quality of *The Toastmaster*; needless to say, I read it from cover to cover each month.

Bert Wickham
Ottawa, Ontario

New Clubs

(As of May 15, 1961)

- 358-2 SEATTLE, Washington, *Uptown*, Wed., 12 noon, Mayflower Hotel.
 379-6 FRIDLEY, Minnesota, *Tri-County*, Mon., 6:15 p.m., Fireside Rice Bowl.
 406-33 RICHLAND, Washington, *Richland*, Mon., 11:45 a.m., Adrian's Fine Foods.
 409-50 MALIBU, California, *Malibu*, alt. Mon., 7 p.m., Malibu Inn.
 433-9 BONNERS FERRY, Idaho, *Bonnors Ferry*, Wed., 6:15 a.m., Don's Cafe Banquet Room.
 1261-62 HASTINGS, Michigan, *Hastings*, 2nd & 4th Wed., 6:30 p.m., Hastings Hotel.
 1613-U USS PROTEUS, *Proteus*, Thurs., 7:30 p.m., Glasgow Hotel, Dunoon, Scotland.
 2214-51 LOS ANGELES, California, *A.F.Q.C.*, 2nd & 4th Tues., 7:30 a.m., 1206 S. Maple Avenue.
 2252-U OSLO, Norway, *Oslo Kjøgemester*, biweekly Wed., 7 p.m., Officers' Mess, Kolsas.
 2433-45 PORTSMOUTH, New Hampshire, *Shipyards*, Mon., 6:45 p.m., Rockingham Hotel
 2462-34 BATH, New York, *Center*, 1st & 3rd Mon., 12 noon, Nurses' Quarters, Veterans Administration Center.
 2496-39 GRASS VALLEY, California, *Timberline*, Mon., 7:30 p.m., Hennessy School.
 2505-55 BIG PINEY, Wyoming, *Sublette*, 1st & 3rd Mon., 7 p.m., Elaine's Cafe.
 2559-24 CENTRAL CITY, Nebraska, *Central City*, Mon., 6:15 p.m., Black Cat Cafe.
 2699-29 NEW ORLEANS, Louisiana, *The Eagle Club*, Thurs., 4:30 p.m., Board Room, National American Bank.
 2973-57 BERKELEY, California, *State Health*, Fri., 12 noon, 2151 Berkeley Way.
 3002-40 COLUMBUS, Ohio, *Knights of Marian*, 2nd & 4th Thurs., 9 p.m., Jewish Center, 1125 College Ave.
 3008-U CAMP DRAKE, Asaka, Japan, *Golden Sphinx*, Wed., 11:30 a.m., NCO Open Mess or Officers' Open Mess.
 3020-3 LAKESIDE, Arizona, *White Mountain*, Mon., 8 p.m., High School Bldg.
 3226-29 MOBILE, Alabama, *Bienville*, Thurs., 7:30 p.m., Government Street Office, American National Bank.
 3245-U MEXICO CITY, Mexico, *Toastmasters Club of Mexico*, alt. Mon. 7:30 p.m., Petroleum Club.
 3281-35 MILWAUKEE, Wisconsin, *Sprechers*, 1st & 3rd Thurs., 5:20 p.m., Phillip's Cafeteria, 629 N. Broadway.
 3285-36 PORTSMOUTH, Virginia, *Tecumseh*, 2nd Thurs., 4th Tues., 5 p.m.—12 noon, Officers Club, Norfolk Naval Shipyards.
 3286-34 MACEDON, New York, *PAL-MAC*, semi-monthly, Mon., 6 p.m., The Farm Restaurant.
 3288-36 WASHINGTON, D. C., *Riverview*, alt. Wed., 11:30 a.m., Main Cafeteria, General Services Administration, Regional Office Bldg., 7th & D Sts. S.W.
 3290-56 BEEVILLE, Texas, *Beeville Gushers*, alt. Tues., 7 p.m., Chief Petty Officers' Club, NAAS Chase Field.
 3291-56 HARLINGEN, AFB, Texas, *Los Sabios*, 1st & 3rd Tues., 6:30 p.m., NCO Club.
 3292-11 KOKOMO, Indiana, *Continental Steel*, 1st & 3rd Tues., 6 p.m., The Cupboard Restaurant, 901 West Jefferson St.
 3293-11 FORT WAYNE, Indiana, *Early Bird*, Mon., 7 a.m., Chamber of Commerce.
 3294-36 WASHINGTON, D.C., *USDA*, alt. Tues., 12 noon, Room 0742, South Agriculture Bldg., U.S. Dept. of Agriculture.
 3295-44 QUANAH, Texas, *Quanah*, 2nd & 4th Mon., 7 p.m., Security National Bank, Community Room.
 3296-42 SASKATOON, Saskatchewan, Canada, *Seven Seas*, Mon., 6:30 p.m., Marigold Cafe.
 3297-18 OXFORD, England, *Oxford*, 2nd & 4th Tues., 7:30 p.m., The Royal Oak.
 3298-11 LEXINGTON, Kentucky, *Southland*, 2nd & 4th Fri., 6:30 p.m., Adam's Restaurant, S. Broadway.
 3300-42 EDMONTON, Alberta, Canada, *Young Giant*, Tues., 6:15 p.m., Isle of Capri.
 3301-60 HAMILTON, Ontario, Canada, *Skyway*, every 2nd Mon., 6:15 p.m., Royal Hamilton Yacht Club.
 3304-30 CHICAGO, Illinois, *Three "I"*, Mon., 12 noon, Insurance Information Institute Board Room, Insurance Exch. Bldg., 175 W. Jackson Blvd.
 3306-22 WICHITA, Kansas, *Wichita Postal*, alt. Mon., 6 p.m., Rm. 320, Post Office Bldg., 401 N. Market.
 3309-26 NORWOOD, Colorado, *Norwood*, Mon., 6:30 a.m., Lone Cone Cafe.
 3310-57 ALBANY, California, *Albany Y*, Mon., 7:30 p.m., Albany YMCA.
 3311-22 FORBES AFB, Topeka, Kansas, *Speakeasy*, Wed., 6:30 p.m., Holiday Inn South, US Highway 75.
 3312-47 VENICE, Florida, *Venice*, 2nd & 4th Mon., 7 p.m., Seeleys Steak House.
 3313-11 GARY, Indiana, *Glen Park*, 2nd & 4th Mon., 7 p.m., Gary Steak House.
 3316-39 CHICO, California, *Ishii*, Thurs., 6:45 a.m., Hotel Oaks.
 3317-39 WILLOWS, California, *Willows*, Mon., 6:30 a.m., Palace Hotel Dining Room.

DISTRICT GOVERNORS

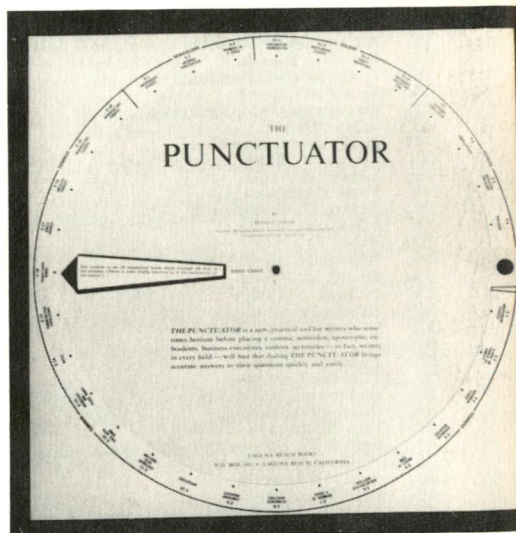
1961-1962

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 5. Donald Contois 1361 Rock Springs Road, Escondido, California
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 15. C. S. (Pete) Bosquet 253 No. Main Street, Pocatello, Idaho
 16. Rex Davenport 708 Stahl, Midwest City, Oklahoma
 17. Dr. Howard E. Hultgren 311 No. 28th Street, Billings, Montana
 18. John Blaney 7 Kyle Park Avenue, Uddingston, Scotland
 19. Jerry Bertramsen 1200 E. Washington Street, Iowa City, Iowa
 20. Harry M. Pippin Hedderich Building, Williston, North Dakota
 21. Lionel Mercier 3302 Barnard Avenue, Vernon, B. C., Canada
 22. Paul E. Kunze 728 West 45th Street, Kansas City 11, Missouri
 23. Roger H. Johnson 10121 Toltec Road NE, Albuquerque, New Mexico
 24. John Nixon, Jr. 432 South 88th Street, Omaha, Nebraska
 25. Fred Beisecker 8643 Chadbourne Road, Dallas, Texas
 26. Raymond McGavin 1545 Dellwood, Boulder, Colorado
 27. David R. Crow 2318 Fountain Way, Fresno, California
 28. Judson Fisher 3164 Merrill, Apt. 205, Royal Oak, Michigan
 29. Edgar Pfeiffer 312 South Palafox Street, Pensacola, Florida
 30. Kenneth Magnuson 1486 Wicke, Des Plaines, Illinois
 31. John P. Gallant Westland Drive, Spencer, Massachusetts
 32. Paul C. Webb P. O. Box 115, Buckley, Washington
 33. Charles Loveless 73 Willis, Richland, Washington
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