

NOVEMBER, 1959



THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING

OKLAHOMA CITY—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.

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

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

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The TOASTMASTER

For Better Thinking—Speaking—Listening

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Ideas communicated are . . .

Keys to Civilization

By THE HON. WILLIAM HAMILTON
Postmaster General of Canada

The Honorable William Hamilton, B.Sc. (Comm.), P.C., M.P., Postmaster General of Canada, is a native of Montreal who entered federal politics in 1953, as Progressive Conservative candidate for Parliament for Notre Dame-de-Grace, Montreal, and was re-elected on the two subsequent general elections in 1957 and 1958. He was appointed to the Cabinet as Postmaster General in June, 1957.

As Postmaster General he heads the second largest department of government, whose 50,000 employees and 12,000 post offices handle over 10 million pieces of mail each day.



THE FUNDAMENTAL FORCE in society is the communication of ideas. All the progress we have known, all the benefits we now enjoy, all the ideas we develop, all that is past and all that is future are but the reflection of the ability of the human brain to marshal ideas and convey them to others. For unless we do convey our ideas among ourselves, each adding, correcting, changing, adapting and varying, there is no progress; we are static.

If progress were measured only by the number of words flung into space, we would be a progressive age indeed. For at no time in history has the volume of words in circulation been greater than it is today. Television, radio, newspapers, magazines, books and just plain human chatter flood forth upon us all in immeasurably greater volume of words than ever before, since civilization began.

But size and volume alone are not the measure of quality. A wrong idea or a useless comment does not become right and useful merely because it is repeated a million times and enters every home in the nation; it remains wrong and useless just the same and will ultimately perish or ignobly wither away.

So we must measure the value of our communications by the quality of ideas which are communicated. Indeed, I might go further and say our modern improved communications damage us—damage us to the extent that useless and erroneous ideas are conveyed, moral stand-

ards are lowered, and strife, dissension and misunderstanding are fostered through them.

Toastmasters devote a large portion of their lives to improve their ability to speak in public and to communicate to other people that which is in their minds. Toastmasters do this voluntarily and freely because they know and believe that this training is important to their own personal progress and to the progress of the society in which they live. This is indubitably true.

Not many of us will have the experience of some of the major political figures of our era, in addressing a live audience of thousands and a television and radio audience of millions, but we realize that this is not important so far as the true purpose of the training is concerned. What is important, and the only thing which is important, is that we are developing the ability to convey thoughts and ideas to others.

For as long as an idea dwells only within one person's mind it is of little significance. The poet Thomas Grey, in his famous *Elegy in a Country Churchyard*, makes reference to the "mute, inglorious Milton" who might lie buried there, and reflects that "Full many a gem of purest ray serene/the dark, unfathomed caves of ocean bear." Such is the destiny of ideas, as well as of men and women, who cannot communicate that which is in their minds.

Ideas uncommunicated are like the great treasures of energy which lay locked within the earth for un-

told centuries—until the genius of man released them. Once released, that energy, in the form of coal and oil and gas, flung man forward into a far richer and more abundant life than he had ever known. Equally as forceful is the effect of ideas when their possessor has the ability to present them to others in an understandable and persuasive manner.

But let me reiterate: facility and ability alone are not enough; one must also have something to communicate which is worthwhile. True, few of us have the sort of intelligence, imagination and genius which may contribute a major breakthrough of an idea which may benefit all mankind. But all of us can decide for ourselves that which we believe to be good and helpful for our fellow men to know, and we can dedicate our skill and training in communications to making them aware of our thoughts.

Let's take an example, even though it has been used so frequently that for a moment it might seem to be a bit hackneyed. Nevertheless, although much has been said on the subject, not nearly enough people have what the old-time Quakers would call a "conviction" about it.

I refer to *personal freedom*. Our country and the other free nations of the world enjoy that freedom as the right of each citizen; Russia and its communist satellites do not. Now, in a vague and general way, each one of us is devoted to a concept of personal freedom. Yet what do we really know about its advan-

tages to us, the benefits it brings, the philosophy behind it, and all the other facets of the subject which convince those who think about it that freedom is the foundation of all else which contributes to our well-being?

It has been said that one fact which we have not thoroughly comprehended in more than forty years of rising Communist strength is that this Godless Communism has no respect whatever for the human being, which it regards solely as matter in motion. The communistic ideology knows that it will survive if it can conquer the world, and it means to do so; it asserts that truth, honor, dignity, self-respect, decency, faith and all other such qualities are to be perverted and used to deceive and destroy gullible people.

It is strange that such a situation can exist amidst all our wonderful technical means of communication. It can do so only because not enough people have had enough worthwhile and convincing things to say on the subject of personal freedom.

If you feel that a challenge such as this is not for you, that it is too big and too complicated a matter for ordinary individuals like ourselves to be expected to influence others for good to any measurable degree, let me remind you of the Apostles. Recently I heard a sermon in which the minister quite bluntly called many of them stupid, obtuse and cowardly, and spoke of the human frailties they had in large degree. Yet, with the passing of Christ, these same weak

men became strong through the gospel they preached. Carrying the message of Christ, and communicating it from one to another, they laid the foundation of the Christian civilization which rapidly spread throughout the world. We are told they spoke with *authority*.

Firm in the mind of everyone who desires to influence others through the power of his words, or by whatever means of communication which is available to him,

should be the words of Milton in *Paradise Lost*:

"Good, the more communicated, more abundant grows."

There is much good in the world; it is the privilege of Toastmasters everywhere, through the work being done in the organization and through the training, to bring that good to others and to make it known to them. Nothing is more important in the world today.



The critical sense is so far from frequent that it is absolutely rare, and the possession of the cluster of qualities that minister to it is one of the highest distinctions. In this light one sees the critic as the real helper of the artist, a torchbearing outrider, the interpreter, the brother . . . Just in proportion as he is sentient and restless, just in proportion as he reacts and reciprocates and penetrates, is the critic a valuable instrument.

—Henry James

We are born to inquire after truth; it belongs to a greater power to possess it. It is not, as Democritus said, hid in the bottom of the deeps, but rather elevated to an infinite height in the divine knowledge.

—Montaigne

Born with a speech defect . . .

I hated four words!

By HARRY Z. ROCH

I GAVE A SPEECH! And not once during or after my speech did the audience ask me, in words, with their eyes, or with wrinkled foreheads, "What did you say?"

This was for me a profound experience. Strangely enough, it is an experience which has been repeated more and more frequently in the past few years. Yet each time it leaves me with the same overwhelming emotions of satisfaction, gratitude, and humility.

"What did you say?" might have been the story of my life. I was born with a cleft lip and cleft palate, and I have lived through the long anxious years that only a child with a severe speech handicap can experience. Today, these four words—*what did you say*—carry the same sharp ring they did in my childhood; they carry the same

meaning, the same implications, the same emotions. I am now a prosthodontist, a member of a Cleft Palate Team, and my work brings me continually within earshot of those same words.

A cleft palate person with poor speech articulation learns to expect each new speech experience to bring the inevitable reply, "What did you say?" You become habituated to it. You learn to make your statement twice. Usually on the second try the average person will understand your repeated words. He makes the necessary acoustic effort in order to understand. Many listeners have a disturbing manner of watching your lips as they attempt to read your words. You can see them using their own lips to form the words you are trying to say.

Every cleft palate person is directed toward a primary goal—to express himself so that others will understand what he is saying. After my many years of frustrating speech experiences it is a joy and a thrill to be understood.

As a child I lived among friends, within a normal family circle of father, mother, three brothers and one sister. I felt "accepted." This accepted feeling was a blessing, but in one respect, it caused me to err. I was deceived into believing that my speech was normal and the same as that of my family and friends. I enjoyed talking and assumed that others enjoyed listening to me as much as I enjoyed listening to them.

My first awareness that something was "wrong" occurred in the third grade. It was not my speaking I questioned, but the fact that I was not called on to recite as were my classmates, though I was eager and always one of the first to raise my hand. I had overlooked this previously, because I belonged to a group and could hit a ball as hard and run as fast as the others.

But here, too, the fortress was crumbling. As the group grew older, some of the less imaginative members would turn to me to provide entertainment, and the rest would join in the fun. I began to be mimicked and nicknamed "Lippy." Doubts formed. Was I really "accepted"? What was wrong with me?

The process of shattering my ego was completed in the sixth grade. A music teacher directed me not to sing with the rest of a 35-pupil group. My years of silence began,

and continued throughout successive school years. I would not embarrass my teachers by asking to recite. It was tacitly assumed that I would not be called upon. I did not attempt to cultivate new friends because I felt that my first words would be a deterrent to future relationship. I knew I could not speak clearly. I learned to dread the words, "What did you say?" It was easier to avoid friends by crossing the street than it was to speak to them. Those silent years were long and frustrating.

My silence was the path of least resistance. "Suppressed expression" meant that I controlled my words, my expressions, my outbursts. As a small child, when I pinched my finger, I would yell "Ouch!" With suppressed expression, I became conditioned and learned to control all expression, even an outcry of pain. This was the penalty for suspecting, fearing, and finally *knowing* that I was different.

Still I did not fully understand why or how I was different. No one through 12 years of school had explained it to me. My friends felt that they were helping me by not telling me the facts; or perhaps they did not know how to tell me. There were no professional people to assist me. My ears were still deceiving me. My voice was still a pleasant sound to myself; why wasn't it so to others?

In 1941 my family moved to a large city. Compelled by a desire to improve my speech, I selected at random a "speech person." This was my first experience with speech training. It was a failure.

My instructor taught me according to the book. Speech was described as a series of air chambers with controlling valves. I was told that so many pounds oral pressure were needed for clear tones, intelligent speech being possible only when sufficient air pressure was present in each air chamber. A book was given to me to show how the air was to be controlled. It was explained to me that I was using "sound substitutions," "additions," "omissions," and "distortions." I was assigned reading lessons and told that I had a problem to solve. No attempt was made to understand or explain the problem to me. I was handed an aid without a handle, and as a result began to feel that my speech problem was even more serious than I had suspected.

After my discharge from the army I enrolled in college. Here I was directed to a Speech and Hearing Center. This was my second experience with speech training, and it proved a most rewarding one. Here my speech therapist looked at me, talked with me and listened to me before any formal lessons were started. Here, too, I was introduced to a tape recorder.

The greatest disappointment of my life occurred when I heard my own voice for the very first time. I realized then why teachers, friends and classmates acted as they did. To assume that you have been making such sounds as *s*, *z*, *th*, *k*, *g* for years and then to discover that they are totally missing is a rude awakening. All the bewilderments and frustrations of years fell into place.

The desire to correct my speech defect and to understand the speech process was created in me. As I learned about speech I found myself becoming interested in cleft palate rehabilitation so I started in on a dental career. While in dental school I spent a large share of my spare time viewing cleft palate surgery and visiting Speech and Hearing Centers.

Speech therapy is a vital part of cleft palate rehabilitation. Three important, often overlooked factors are necessary to successful speech rehabilitation. They are: (1) *interest*, (2) *ability* and (3) *motivation*. Desire and motive are necessary in order to spend the long empty hours alone, repeating words to yourself time and time again in order to develop a new speech pattern, to become so familiar with a new speech process it will become a natural habit.

Speaking ability, which many people take for granted and assume as a naturally given right, came to me through a deliberate effort. Speech correction is long, hard work, requiring hundreds of hours of trial and error, hours often filled with feelings of discouragement and frustration. Trauma in surgery is soon forgotten. Surgery scars are accepted far sooner than is unintelligible speech. Although it takes but a relatively short time to learn new tongue positions, the task requires practice, practice and still more practice with that invaluable aid, the mirror. Practice of exercises and reading aloud with continued repetitions are necessary.

With articulation corrected and communication restored through

speech therapy, I felt the need of training in talking to people, of practice in the communication of ideas—training and practice in which I was far behind others of my age! I joined the First Montana Toastmasters Club 220-17. Toastmasters training has given me confidence in my ability to face an audience and to conduct meetings. It has given me the experience of an audience and of being exposed to speaking situations. It has given me the opportunity to face people.

As a Toastmaster I learned that people will take the time and make the necessary effort to listen to me when I am sincere in what I have to say. I have gained confidence through the knowledge that I can express my thoughts adequately, in suitable words.

My Toastmasters club has given me the opportunity to vary my speaking attempts to discover how best I could express myself. Through modifications and variations in my speeches I have learned the type of delivery most suitable for me. I have learned to use words more effectively and to enunciate more clearly. Table topics has been invaluable in making me aware of my choice of words and proper emphasis.

As a club officer I was given my first opportunity to handle a meeting. Committee meetings are a valuable experience. I have since served as chairman of other organizations; Toastmasters gave me the experience I needed to gain the self-confidence necessary to accept these assignments.

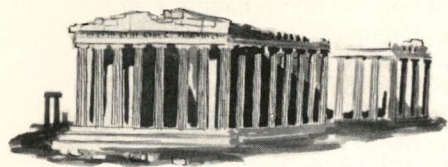
The evaluations of my talks have been of tremendous help to me. They have evaluated the content of my speeches and the misuse of individual words. For the most part I have found that my evaluators tend deliberately to overlook any nasality or mis-articulations. For these, my best evaluator has been the tape recorder, which we have used at several of our meetings. The tape recorder told me my errors definitely, and set me a goal to be attained through correction and practice.

People have often asked me why it was so necessary that I improve my speech. My only answer is, "It was important to me." I had the great desire to correct my speech defect, and was willing to work, work, work to that end.

It was in Toastmasters that I learned a new motto: "*As a man speaks, so is he.*" (Publilius Syrus, 43 B.C.) ♦

Dr. Harry Z. Roch is engaged in private dental practice in Great Falls, Montana, and serves as prosthodontist for the Great Falls Cleft Palate Team. He is a member of the American Association for Cleft Palate Rehabilitation. A member of the First Montana Toastmasters, he has held all club offices, including the presidency.





The Greeks had a Word for it!

By BARNEY KINGSTON

IT TOOK ME SIX MONTHS to induce a friend of mine, an advertising manager of a trade publication, to come to a meeting of our Toastmasters club as my guest. My thought was that when he saw a club in action he would want to join. But after the meeting was over he said to me, "I liked the speeches. But I can't see how your evaluations help much. You fellows place greater stress on the acrobatics of public speaking than on the message itself."

"Explain what you mean," I said.

"Well," he began, "the evaluators talked about such things as eye contact, gestures, voice, diction, or head movements which they felt could be improved. What I'm interested in is how to make better talks. In other words, while I agree that these outward calisthenics or acrobatics do help make a good speech more effective, I think you Toastmasters emphasize the relatively unimportant aspects of public speaking. After all, what difference does it make whether the speaker has perfect gestures and eye contact if what he has to say hasn't any real purpose, or isn't worth saying?"

I'm inclined to agree. Over the last five years I've attended at least

25 Toastmasters club meetings as a guest. There is no doubt in my mind that many—I almost said *most*—evaluators tend to stress what my friend calls "the acrobatics of public speaking."

My friend's illustration reminds me of a bit of ancient history. Back around 500 B.C., one of the favorite sports of the Greeks was wrestling. Tens of thousands of spectators filled the amphitheatre to watch the bouts. The matches were as popular as the present-day bullfights of Spain and Mexico, or the American heavyweight title fights.

But wrestling in those days was not conducted according to rules. The matches were brutal affairs. Wrestlers could kick, butt, gouge, even cripple their opponents if this was the only way to win. Many participants actually were killed in such bouts. Greek wrestling required skill, stamina, courage and the ability to stand up to the most vicious punishment. Under the circumstances, even though the rewards to the victors were great, not very many wrestlers could measure up to such taxing ordeals.

Rather than give exhibitions requiring courage, skill and bravery, a great number of alleged wrestlers put on performances designed to catch the eye. Where the object of

a bona-fide wrestling bout was to put a man flat on his back, more dead than alive, the object of these "akrobatos," as the Greeks termed them, was to entertain by "walking on tiptoe" or "climbing aloft," the literal translation of the Greek word "akrobatos." This, of course, is the root from which we derive the words "acrobats" and "acrobatics." The Greeks laughed in derision at the "akrobatos" and accused them of lacking all the manly virtues.

It seems to me that many Toastmasters clubs tend to put a premium on the "calisthenics of public speaking" and do not pay enough attention to the message itself.

I recall a "reading a speech" assignment, about a year or so ago. The speaker was endeavoring to simulate a radio broadcast. He wrote an original adventure-suspense story especially for the occasion. To provide the proper atmosphere, he had the lights turned out in the room, and read his speech by the light of a small lantern.

What do you think his evaluator criticized him on? "The speaker," said the evaluator of this radio reading talk, "had fine organization, but I felt he had poor eye contact." Eye contact, forsooth! Just

how a radio speaker is expected to have eye contact is a mystery I still haven't been able to fathom!

A good evaluator keeps in mind first of all the basic, the primary question: "What was the purpose of this talk?" The next questions are logically, "Did the speaker achieve his purpose? Why did he succeed or how did he fail?"

I am sure that most of you can, without much memory-searching, recall many sham evaluations—the kind a fellow gives when he has nothing else to say. When an evaluator knows he has to state the purpose of the speech and give his opinion as to whether the goal was achieved or not, he discovers the necessity of wholehearted *listening*. He can't just go through the motions and come up with a push-button type of evaluation.

Let's have more Greek wrestlers and less "akrobatos," is the way this Toastmaster feels about it. How about you? ♦

Barney Kingston is Merchandising Director of Salesmen's Opportunity Magazine. He is a past president of the Speakers Forum Toastmasters 371-30, Chicago.

Get Charlie OFF THE M.T.A.



Start your speech well—
then be sure you can stop!

By F. G. DAY

"The conductor told him 'One more nickel,' Charlie couldn't get off of that train."

This was the plight of a Boston subway passenger recently made famous in a popular song.* He paid a dime to get on board but found he needed a nickel to get off. Having no nickel, he was doomed to "ride forever 'neath the streets of Boston."

How similar this is to speech preparation—the dime to start and the nickel to stop. The opening of a speech is often the most costly in terms of time and effort required. But the closing—the nickel—is the most essential unless the speech is to ramble on forever.

The most important thing in flying a plane or climbing a tree is not how to get up, but rather how to get down. In preparing a speech the thing to decide *first* is what is to be said *last*.

There are seven sisters of closing a speech. They are:

1. Summary
2. Illustration or analogy
3. Challenge or appeal
4. Humor
5. Quotation
6. Personal intention
7. Grand finale

Let's consider these individually, although they may also be used together in various combinations.

First is the *summary*. This is probably the easiest, clearest, most logical and hence the most often used type of speech closing. It is simply a review of the most important facets of the speech, in chronological order, with the same

* M.T.A., by Bess Hawes and Jacqueline Steiner, Capitol Recording, "The Kingston Trio at Large."

points of emphasis as were presented in the speech itself. The summary is condensed and concise. Its manner of development and the reasons for its use are obvious.

The second sister of closing a speech is the *illustration* or *analogy*. This is telling a story to illustrate the point, or, for the analogy, using a story which will compare two situations. Often when a complicated issue is the topic under discussion, an analogy will be drawn to a very simple and easily understood situation. It is used to explain a principle which in its original context may not be comprehensible. With proper use, the analogy can be extremely pungent.

For example: In discussing world trade and the economic advancement of the United States as opposed to economic isolation, it is desirable to show that trade is the result of natural forces and is needed to develop our civilization fully. This idea may be compared to Robinson Crusoe's reaction when he sees logs drifting in toward his island. For Crusoe to survive and enjoy the benefits of civilization, he must get off the island. The timbers in the surf are his only materials for building a raft.

Now, we may state, it is as ridiculous for a country such as the United States to reject trade as an aid to civilization and a part of its development, as it would be for Mr. Crusoe to rush out onto the beach and try to push the logs back out to sea. He, too, would be fighting natural forces and working contrary to his own best interests. Here we have used an analogy to clarify an idea.

Sister number three is *challenge* or *appeal*. This closing is used primarily to stimulate listeners to action. It is used extensively by religious speakers and evangelists, by politicians and by salesmen. In fact, the use of challenge in a sales talk may sometimes reach the point of becoming a dare. The seller is so sure of the merits of his product or service that he dares the buyer to use it and compare it with that he previously used.

For the challenge or appeal to be successful, the speaker must have complete information on his topic, and must present numerous strong points in its favor immediately prior to the closing.

The fourth sister is *humor*. She is the tomboy of the family. She may be a fabulous success or a miserable failure at different times even under practically the same circumstances. Some speakers can use humor consistently with continuous success. Others seem always to be doomed to failure. The cardinal rule for the use of humor in closing a speech is *compatibility*. Any reasonably good joke which can be adapted and made appropriate to the occasion stands a good chance of succeeding. But even a story extremely funny in its own right may completely ruin a speech if told in connection with completely alien material. Humor must be appropriate.

Quotation is the fifth sister. A phrase, a sentence, or even a paragraph with which your audience is already familiar will often wrap up your speech successfully. Like humor, it too must be appropriate. Such well-known quotes as "All

dressed up with nowhere to go," "We are in the middle of a cold war," and "Figures don't lie, but liars sure can figure," if used in appropriate context could add real punch to the closing.

Quotes used in a speech must be appropriate and correct. Know what was said, and by whom. Don't use quotes with a casual reference such as, "I think So-and-so once said something like such and such." (Incidentally, the quotes used above were said by William Allen White, Bernard Baruch, and Congressman C. H. Grosvenor, respectively.)

Sister number six is *personal intention*. It is closely related to quotation, in that speeches by famous individuals ending with strong personal intention often become our best known quotations.

One of the best examples of personal intention is Patrick Henry's "Give me liberty, or give me death." More recently, we have Winston Churchill's immortal: "We shall fight on the beaches; we shall fight on the landing grounds; we shall fight in the fields and in the streets; we shall fight in the hills; we shall never surrender."

Personal intention must have conviction and sincerity. It should sound a high note.

The final and most eloquent of the seven sisters of speech closing is the *grand finale, or peroration*. This is the earth-shaking, mountain-moving, action-getting conclusion.

This sister has been at least partially responsible for the fame of such men as Mark Anthony, Wendell Wilkie, Winston Churchill, Clarence Darrow, Franklin D. Roosevelt.

The finale may be simple or it may be colossal, but it must be eloquent. An example of the simple type would be Daniel Webster's nine famous words: "Liberty and union, now and forever, one and inseparable." An example of the colossal might be William Jennings Bryan's "You shall not press down upon the brow of labor this crown of thorns; you shall not crucify mankind upon a cross of gold."

The grand finale may be used alone, but more often is found in combination with one or more of the other six sisters. Some very successful grand finales are unintentional, resulting from the high enthusiasm of the speaker, a truly enthralled audience, and a speech which reaches such a climax that it explodes of its own energy into such a conclusion.

Use the seven sisters and use them well. They will serve as your nickel to get off the train. They are not difficult to use, and in most instances cost far less in effort than the dime needed for the opening of the talk.

Don't "*ride forever 'neath the streets of Boston. Fight the fare increase! Vote for George O'Brien! Get poor Charlie off the M.T.A.!*"

Dr. F. G. (Gerry) Day is associated with the marketing division of Corn States Laboratories, the veterinary medical subsidiary of Eli Lilly and Co. He is a member of the Yawn Patrol Toastmasters Club 1852-24, Omaha, Nebraska.

Do You Know When to Stop Talking?

By W. L. HUDSON

IT'S AS IMPORTANT to know when to stop as to know when to start talking. Many a good speech has been ruined by superfluous remarks trailing on after the logical and natural ending.

Mark Twain used to tell a story which illustrates this point. He attended a meeting held to solicit missionary funds. The speaker described the plight of the benighted heathen so vividly that Mark, contrary to his usual policy, decided to donate a dollar to the cause. The speaker continued to expand his theme. Mark resolved to contribute all the money he had with him. As the drama mounted, Mark nudged his companion and asked for a loan to augment his donation.

The speaker went on and on, and Mark fell asleep. He was awakened by the noise of the collection plate being shaken under his nose. At this point, he said, he was so annoyed that he not only failed to donate; he lifted 15 cents from the plate.

We should remember to speak to the point and be brief. Many salesmen have learned the hard way that it's easy to talk themselves out of a sale already made. Many excellent humorous stories have been ruined because the teller went on beyond the punch line.

We can take a lesson from people in the entertainment world. They know when to stop; they *must* know, since a proper closing often means their survival in their chosen field.

They know that a recognizable gag line is good, but if it is repeated too often, it becomes as dull as the seventh day of a six-day bicycle race.

Here are some hints to remember:

1. The most popular conversationalist is he who lets others do most of the talking. They enjoy it.
2. Avoid talking too much and talking too fast.
3. Don't try to show off how much you know. (People are more concerned about what *they* know.)
4. It's wiser to let others bore you rather than the reverse. You'll find yourself held in higher esteem.
5. Don't tell a funny story which has been told too many times already. Don't drag out a funny story until it loses all its zest. Don't tell a funny story if you aren't sure of the punch line. Don't tell a funny story by starting, "I never can tell a story straight, but . . ." If this adds up to "don't tell a funny story," then let your conscience, your evaluators and your TM train-guide you. ♦

NOTES *from the* HOME OFFICE

At the 1949 Toastmasters convention in St. Louis, Emil H. Nelson of St. Paul said: "Many of you know of the intense activity of a Real Estate Board in a large city and can realize the type of leadership which must be provided by its president. Well, I have set that goal before me. I have not reached it yet, but with the training I am getting in the Toastmasters Club, I intend to keep on pushing until I reach that goal—the presidency of my local Board of Realtors. And when that goal has been reached, I suppose there will be another still to be gained, far up ahead."

Mr. Nelson achieved that goal and went on to become vice president of the Minnesota Association of Realtors, president of the Society of Residential Appraisers, vice president of the St. Paul Citizens School Committee. Success in all these endeavors has prepared Emil H. Nelson for the year of service he is now to give as the new president of Toastmasters International.

* * *

The newest overseas club to apply for a charter is the *Air-India* Toastmasters Club in Bombay, India, which adds another country to the Toastmasters growing family. The club is composed of employees of Air-India International and was organized by Ray Mungiu of Club 1990, Seattle, while on a visit to India. He reports that it expects to have the maximum 40 members by the time its charter is issued.

Speaking of Toastmasters in faraway places, George Dudley and Harry Odell claim to have traveled the greatest distances to attend the 1959 convention in San Francisco. Dudley and his wife, Naomi, flew from Addis Ababa, Ethiopia, to Sudan, Greece, Germany, England and over the polar route by jet to San Francisco. Dudley is on a National Air Lines training project in Ethiopia, training Ethiopian nationals in aviation skills. He is a member of the Blue Nile Toastmasters Club of Addis Ababa.

Harry Odell flew to Los Angeles from Hong Kong, then on to Puerto Rico and back to San Francisco. He is in the motion picture business in Hong Kong and is a member of Club 1364 in that city.

* * *

Guess what club was first to report an Hawaiian Night program in honor of America's 50th state? It was Corregidor Memorial Chapter 1800, Cavite City, Philippine Islands, and both Filipino and American members of the club along with their ladies wore appropriate Hawaiian attire for the occasion. They even featured a hula dance on the program.

Unusual programs are a regular feature of the Corregidor Club. A recent meeting included speeches on "Model Husbands," "Fantastic Love-making Techniques" and "Talk Can Save Your Marriage." And if that kind of program won't maintain membership interest, what will?

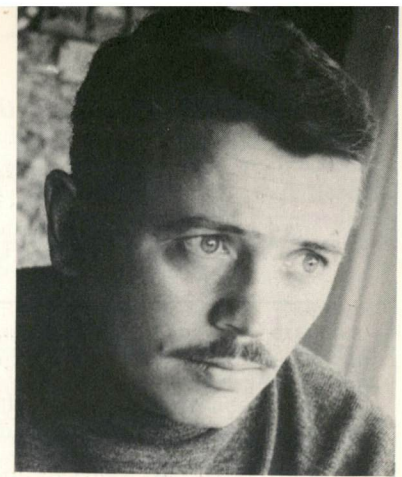
Since the name of Art Director Phil Interlandi first appeared on the masthead of THE TOASTMASTER, the Home Office has received many letters asking about the artist, and wanting to know, "Is this the same Interlandi whose cartoons I enjoy so much?"

It depends on which cartoons. If you mean those appearing regularly in *The Saturday Evening Post*, *Look*, *True*, *Better Homes*, *Esquire*, *McLean's*, *Playboy* and others, you're right; that's Phil. If you mean the daily syndicated newspaper feature "The Cynic's Corner," that's the work of his twin brother, Frank.

Phil was born in Chicago and had his first brush with public speaking when he addressed his high school assembly on "The History of Political Cartooning in the United States." About that time he sold his first cartoon to a national publication. Studies at the Chicago School of Fine Arts and Northwestern University, interrupted by service in World War II, were followed by a position as art director for Batten, Barton, Durstine and Osborne, one of the nation's largest advertising firms.

The desire to freelance and a distaste for snow brought Phil to Southern California and Laguna Beach, where he lives with his charming wife Phoebe and their two children. Phoebe is also an artist and has designed several covers for THE TOASTMASTER, most recently the San Francisco cover for August, '59.

Phil designs each issue of THE TOASTMASTER, does the artwork,



Phil Interlandi

and keeps a watchful eye on the magazine's makeup and general appearance.

* * *

POSTSCRIPTS: Recently chartered Club 2996 in Washington, D.C., is composed of Arthur Murray dance instructors. Wonder if they'll do the "Anniversary Waltz" at their first birthday party? . . . Congratulations to Warren Bunge, past president of Smedley No. 1 Club, Santa Ana. Bunge recently won a speech competition sponsored by the savings and loan associations in the Orange-Los Angeles Counties area. . . . To relieve the boredom of long winter evenings "down under," members of the Toowoomba Toastmasters Club, Toowoomba, Australia, volunteered during July and August to speak to patients at the Toowoomba General Hospital. . . . The Andy Johnsons have a real family loyalty to Toastmasters. When illness prevented Andy from attending a meeting of Club 779, Algona, Iowa, his wife, Mildred, showed up as a guest.

Two more national organizations offer Toastmasters Assignments for Service

MORE OUTSIDE SPEAKING opportunities are being made available to Toastmasters as the result of cooperative programs developed by the Home Office of Toastmasters International, the Big Brothers of America, and The National Foundation (March of Dimes).

Maurice Forley, executive director of Toastmasters International, said the new programs are an expansion of the community service projects started earlier this year with the American Cancer Society and the Boy Scouts of America.

Forley said that early this month, clubs in the United States will receive material from the Home Office describing the activities of the Big Brothers of America and The National Foundation. Toastmasters volunteering to speak for the two organizations should notify the chairman of their club's Speakers Bureau. The Speakers Bureau chairman should then report the names of volunteers to local representatives of the Big Brothers and The National Foundation.

National headquarters of the Big Brothers and The National Foundation will provide their local units with lists of Toastmasters clubs. They will also suggest that their local representatives investigate the advantages of Toastmasters membership.

Describing the Big Brother movement, Goesta Wollin, executive secretary of the Big Brothers of America, said it is a service which brings a mature, intelligent and well-rounded man into a personal, individual relationship with a growing boy who might otherwise lose his way in life. He added that the organization is asking Toastmasters to help tell the story of the Big Brothers movement.

Since its founding in 1904, the Big Brother movement has been one of the significant efforts in the prevention and correction of juvenile delinquency. The basis for the program is the need of boys for male identification, the absence of which may create social problems.

Emphasizing the effectiveness of the work, Wollin said that of the boys referred to Big Brother agencies by the courts, very few ever make a second mistake. The Little Brother, he explained, is a boy needing friendship, affection and guidance. He may be in difficulty with the law; he may be socially maladjusted; he may be fatherless or just an unhappy, unfortunate boy in need of male influence and companionship. Little Brothers are referred to the organizations by the courts, schools, social agencies, clergymen and church workers, and relatives.

The slogan of the Big Brothers is: "No man ever stands so straight as when he stoops to help a boy."

Toastmasters are also being asked to help acquaint the public with the new activities of The National Foundation.

In soliciting the voluntary support of Toastmasters, Harry Kirby, director, Organization for Men, The National Foundation, said the patient aid program of the Foundation in polio has been unique. One of the great strengths of the Foundation, he said, has been public awareness of the fact, simply stated, that if you had polio you could get help if you needed it.

"With a successful preventive against paralytic polio now a reality," Kirby said, "The National Foundation has launched a massive assault on the problems of birth defects and arthritis. During the worst year on record almost 58,000 cases of polio were reported in the United States. Arthritis and rheumatism are estimated to afflict 11 million people at this very moment. About a quarter of a million babies with significant birth defects are born each year."

Kirby said that neither The National Foundation nor any other health organization has sufficient resources to make full care available to every individual suffering from arthritis or birth defects. "But The National Foundation," he said, "does have the resources and the know-how to begin a concentrated attack on these disorders which should lead to final victory over them."

Forley said the new programs with the Big Brothers of America

and The National Foundation offer additional opportunities for individual Toastmasters to increase their public speaking experience by voluntarily selecting an outside activity which has been specifically developed for Toastmasters.

He pointed out that although materials from the two organizations will be offered through Toastmasters clubs, under the Bylaws of Toastmasters International it must be understood that members speaking before outside groups are expressing their own views and not those of Toastmasters International.

Forley said that all clubs should have a Speakers Bureau so that members have an opportunity to volunteer for outside speaking assignments. These assignments, he said, need not be confined to requests for speakers from the American Cancer Society, Big Brothers of America, Boy Scouts of America or The National Foundation. The Speakers Bureau, Forley said, brings prestige to the club. It should provide other groups and organizations in the community with a list of Toastmasters who are available to speak on a variety of subjects. He did suggest, however, that certain standards be established for participation in the Speakers Bureau, and that only members who have completed a specified portion of their Basic Training be selected for outside speaking assignments.

Toastmasters desiring additional information on the cooperative community service program should write to Don Perkins, public relations manager, Toastmasters International, Santa Ana, Calif. ♦



Outdoor pool makes unique podium for joint meeting of Arlington, Va.'s, Knights of Columbus and Edward D. White Clubs. Timekeeper Buck Herrlein threatens Past Pres. Bill Finley with ducking if his speech runs overtime; General Evaluator Wally Bruder takes over-all view from high diving board



Frank K. Osborn (r) of Jacksonville, Fla., Saturday Morning Club 2840-47, shows Certificate of Merit to newest member Big Jim Doyle (l) who is about to start icebreaker



At the booth sponsored by Hawthorne TM's 2574-30 (Chicago) at Sports and Recreation Show, Pres. Henry Mahler shows materiel to Queen Maxine Jadro as Club Sec. John Linn waits to snap picture



Incoming Pres. Godfrey A. Boudreaux of Westbank Club 2806-29, receives long distance congratulations and suggestions from Dr. Smedley at installation party

Coldwater (Mich.) Club 1587-62 honors five five-year members at fifth anniversary

CAMERA CATCHES CLUBS IN ACTION

For her winning speech, "This Child of Freedom," Emily Law receives TM award from James R. Berrier, Toastmaster of evening, at annual high school speech contest, Port Lyautey, Kenitra, Morocco

Enunciators Club 2037-46 (Brooklyn, N. Y.) assemble after charter party dinner to hear D. G. Karl Schau commend "model meeting"
—Official U. S. Navy Photo



Display of Hawaiian flowers provides setting for D.49, Area 4 Speech Contest. Oahu Olelo Club 1900 of Honolulu was host



CLUB TO CLUB

To Have and to Hold

How can a TM club hold on to members after they complete Basic Training?

Our club has designed its own special certificate of merit which is awarded to a member for each five years of continuous active membership in Toastmasters International—a beautiful certificate anyone would be proud to frame and hang in his office. Total cost to club of each certificate is less than \$1.00.

We have three active charter members and four others with over five years of membership—and over 50 per cent of our members have completed Basic Training!

We have a few samples of our certificate on hand; if any club is interested in seeing it, write to Sec. William J. Davis, 4350 Southern Ave., S. E., Washington 19, D. C.

**Metropolitan Toastmasters
1254-36
Washington, D. C.**

* * *

To the Ladies!

How to get the ladies on their feet was aptly demonstrated when Toastmaster Denny McCloud of St. Louis Club 170-8 inserted slips containing table topics in rubber balloons. The balloons were then inflated and tied over the center of the table to resemble a cluster of grapefruit.

The occasion was the club's 19th birthday party, and Topicmaster McCloud called on the ladies to puncture a balloon with a needle attached to a stick. The lady would then read the topic and had the choice of speaking on the subject herself, or passing it on to her escort.

**St. Louis Toastmasters 170-8
St. Louis, Mo.**

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Recording and Records

Larry Jones, educational vice president of Yawners Club 982-7, lugs his tape recorder to the meeting every Tuesday morning at 7 a.m., to record the four main speakers. Later that week he holds open house at his home for the speakers to hear themselves. Hearing ourselves as the club heard us is, we think, top-notch criticism.

Larry has introduced another innovation which adds interest to our meetings—a chart posted in the meeting room which lists all club members and where they stand in Basic Training. When a speaker completes a numbered speech, Larry adds to the bar opposite his name on the chart. We can see at a glance the progress we're making toward completing the 12 speeches of Basic Training.

**Yawner's Toastmasters, 982-7
Corvallis, Ore.**

For Achievement

At the recent District 51 Day, District Governor John Clauser presented President Fred Ingraham of the Compton (Calif.) Club 464, with District Club Achievement Trophy.

Picture shows, left to right, I. J. Schneider, Club Achievement Director, Dist. 51; Ingraham, Clauser, and Lt. Governor Charles Hutson.

**District 51
Southern California**

* * *

Press Relations

During several meetings of our District 39, the problem of good press coverage for many of the clubs has been discussed and presented as a common club difficulty.

We of the Chico Toastmasters 558 feel that we have been most fortunate in our happy relations with our local newspaper, the *Chico Enterprise-Record*. At a recent meeting we tried to express our appreciation by presenting the newspaper with a plaque in recognition of its cooperation with the club during past years. The plaque was presented by Pres. Harold Latimer to Managing Editor Bill Lee.

The program was built around the theme of "Newspapers," with Toastmaster Walt Minger tracing the early history of the press, and Dr. Howard B. Thompson speaking on "The Freedom of the Press."

**Chico Toastmasters 558-39
Chico, Calif.**

Don't forget to include your club and district number in all correspondence with the Home Office!



District 51 presents achievement award



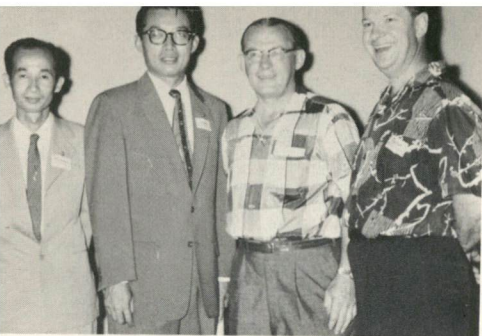
Chico Toastmasters applaud local press

Civic Leaders at Charter Party

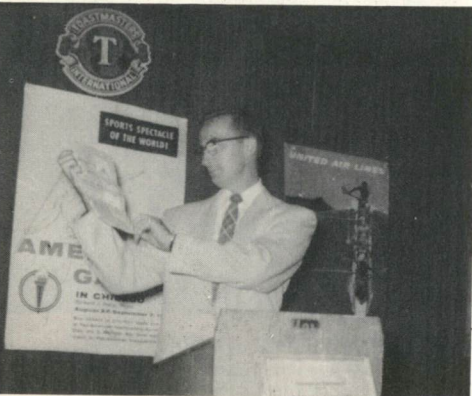
Paying guests at the charter party of the Northern Brookhaven Toastmasters Club 2413, were the editor of the local newspaper and the presidents of the Chamber of Commerce, Rotary and Lions Club. The new club is sponsored by the Mid-Island Toastmasters Club 2686 of Mineola, N. Y., has received excellent local publicity and has the support and friendship of the service clubs in the community.

Charter 2413 was presented by Cdr. William Gerber, USN, lieutenant governor of District 46.

**Northern Brookhaven Club 2413
Port Jefferson, N. Y.**



Past and Present: Past Gov. 49 Harry Matsumura, Gov. Franklin Sunn, Int. Pres. Emil H. Nelson and Past Gov. Rex Parker talk over district affairs at Hawaiian meeting



Topicmaster Morran discusses Pan-Am Games

Pan-American Games Set Theme

At the time of the Pan-American Games in Chicago, our club, Speakers Forum 371-30, planned a program around the games.

Travel posters and well-planned table topics gave the program body and meaning. Dick Morran, Topicmaster, developed his subjects around the history and meaning of the games. Club members felt that the meeting did much to heighten their appreciation of the spectacle.

**Speakers Forum Club 371-30
Chicago, Ill.**

Defend Patriots

A recent meeting of the Northern Toastmasters 664-28 of Detroit, using a patriotic theme, was turned into a dramatic courtroom battle as "John Hancock" and "John Adams" went on trial for their lives for signing the Declaration of Independence. The British "judge," "court clerk" and "prosecutor" wore the robes of office and carried out their duties in strict legal fashion. The case seemed to be going against the defendants at first, but they came through with well-presented arguments in defense of their actions.

The "jury" evaluated each participant on the effectiveness of his role in the case, and the members agreed that this type of program brought forth some excellent speeches.

**Northern Toastmasters 664-28
Detroit, Michigan**

* * *

Sponsor Gavel Club

The Norfolk Naval Supply Center Toastmasters Club took another step toward better Navy-Community relations when President Ed. Grimsley presented Lewis W. Webb, Jr., provost of the College of William and Mary, Norfolk, Va., with a check to cover the subscription fee for the college's Gavel Club. The Toastmasters have been instrumental in organizing the junior club at the college. Provost Webb was guest of honor at the club's regular bi-monthly meeting at the Center, to accept the check.

At the same meeting, Past President Bob Fodrey became the third club member to receive a certificate of merit for completing his Basic Training.

**Naval Supply Center Club
2541-36
Norfolk, Va.**

Club Receives Plaque

For four years the Mansfield Toastmasters Club 647 has met at the Olinger Lounge. Proprietor Harold Olinger wished to show his appreciation for their patronage, so told the club to select a Toastmasters plaque, which he would present to them as his personal gift.

Toastmaster Paul W. Ritchie and his wife were planning a trip to California. They volunteered to pick up the plaque at Santa Ana, and so were able to carry back both plaque and greetings from the Home Office to the Mansfield Toastmasters.

**Mansfield Toastmasters 647-10
Mansfield, Ohio**

Hawaiian Visit

A group of 41 Toastmasters and their wives, headed by International President Emil H. Nelson and Mrs. Nelson, concluded their San Francisco convention visit with a trip to Hawaii. They were greeted at the airport by District 49 Governor Franklin Sunn.

High point of the week's visit was a reception given to the party by the Toastmasters of Honolulu, attended by over 100 people.

In addition to the Honolulu stay, many of the visitors took additional flights to the islands of Maui, Hawaii, and Kauai.

The excursion was planned with United Air Lines by Past Int. Director Harold J. Carper of Denver, Colo.

Mainland Toastmasters arrive at airport of Paradise of Pacific



"When Good Fellows Get Together"

By IAN D. McINTYRE

Dear Fellow-Toastmaster:

When I woke this morning the mists were swirling all around. There was a coolness in the air, and I thought of the poet's words: "Season of mists and mellow fruitfulness." I thought, too, of winter evenings with sleet and snow outside, and inside—friends gathered in companionship and good talk. And it is with these thoughts that I welcome you to our 1959-'60 session.

So I and the other members of the Clarkston Club of Glasgow were invited to the opening meeting of our Toastmasters year.

I doubt if "companionship and good talk" would readily spring to the minds of our fellow Toastmasters across the Atlantic as a phrase keynoting club activity. Yet it is a description which most of us here in District 18 of Scotland, accept without a qualifying thought.

"Toastmasters is more than a club; it's an education" is a splendid slogan. But the position here might be more truly reflected by reversing the emphasis and proclaiming: "Toastmasters is more than an education; it's a Club!"

Do not misunderstand me: As far as the general objectives of Toastmasters International are concerned, any differences in our approach are of degree and not of distinction. The educational factor is implicit in everything we do, but there is no question of trying to educate ourselves into other spheres of activity. Whatever our reasons for joining may have been, we retain membership because we find Toastmasters a satisfying and socially enjoyable end in itself. If any order of values were required of us, I think most members would place first the fellowship which permeates, activates and sustains the club.

We fully recognize that the mechanics of speechmaking are basic to confidence, proficiency and effectiveness. We like to think, however, that we are not only practicing techniques of communication but also cultivating, in a modest and congenial way, the art of the spoken word for its own sake.

To that end, poetic license is allowed on what constitutes a speech. It may be the reflection of



The author on a recent visit to Corona del Mar, Calif.

a mood or of an attitude, mock or serious, a fantasy, a drollery, a soliloquy, a lyrical excursion or a personal essay. We encourage members to become connoisseurs of words, to fashion the felicitous phrase and apply the apt analogy, to create a special kind of atmosphere and evoke from their audience an imaginative response.

Good listening is the proper complement to good talk. Good comment is the natural corollary of good listening. Evaluation is practiced within the context of our approach to Toastmasters as a socially enjoyable end in itself.

Good Spontaneous Talk

We in District 18 consider the table topics session a most valuable medium for acquiring some degree of facility in expressing unpremeditated thoughts, some measure of poise under embarrassment. When one is unexpectedly called upon to speak the wheels of the mind grind furiously and find little substance upon which to grip. Table topics is, therefore, for us an instructive, stimulating and at times

highly entertaining feature. Many find that a weary mind is refreshed and re-invigorated by a lively topic session—a cure for tired business men of which their wives need have no qualms!

With its many facets of value and pleasure, table topics is rated here as the ideal club activity.

The Toastmaster in Scotland does enjoy his Toastmastering, and although he pursues it primarily as a congenial recreational activity, the very fact that he is a Toastmaster means that he is a socially conscious citizen.

Most of our members are actively engaged in one or other of the many organizations promoting community good, and they bring to these bodies the knowledge, experience and understanding which is so necessary to their smooth and amicable working—insights and capacities which they would not have had but for membership in our fine organization.

Yes, unquestionably, Toastmasters in District 18 is an education as well as a club!

Profile

In 1958, a survey conducted by Professors Wolgamuth and Gillis of the University of Maryland, and presented at the International Convention that year, revealed that the average member of a Toastmasters club in North America is in his early 30's, "working towards a more important position than the one he currently holds, and is using his Toastmasters training to help him achieve his goal."

No comparable survey has been made in District 18, and the profile which follows is only conjecture. Yet perhaps our profiles would not be too different.

I should be surprised if the average member here is less than 40 years of age. I judge him to be well established in his business, profession or trade, and knowing within reasonable limits what his future prospects are. Toastmasters training is not a substantial factor in helping him "achieve his goal." Within this context, the value of Toastmasters to him rests in his outside-of-business activities—the professional, business, or voluntary organizations in which he holds office, or anticipates holding office; the community, church and other local activities in which he participates.

The Toastmaster of District 18 agrees with American business men in rating self-confidence the quality of first importance. He seeks from Toastmasters the ability to speak with moderate assurance at all times and in all situations. And having attained a competent stand-

ard of speaking, he continues in membership—not so much because he is striving for further improvement, but because he finds the total club activity an enjoyable and satisfying recreational end in itself.

The value of the Toastmasters clubs in this latter aspect is borne out by the fact that most of them have members who were already experienced speakers when they joined. Others periodically recruit members from public speaking classes conducted under the auspices of the local Education Authority.

There are at the present time 85 clubs in District 18, excluding clubs composed entirely of members of the U. S. Armed Forces. They meet from September or October to April, at weekly or fortnightly intervals.

Toastmasters is essentially a winter activity. The meeting time of all but a few clubs is between 7:15 and 8 p.m. Partaking of a meal, therefore, does not form an integral part of the proceedings, except in the case of two or three clubs. All the others, however, have an interval between the topic session and the speech program at which tea (not coffee!) is served. This is a social break during which members intermingle, chat, and ensure that visitors are made to feel thoroughly at home.

In many clubs the topic session is held after the interval. This is done for a number of reasons:

1. It is believed that members as a whole listen with more critical appreciation to speeches if they are



delivered during the first half of the meeting.

2. Those participating in the speech program have no preoccupations with a talk yet to be delivered. It is behind them; they can therefore sit back and derive full benefit and enjoyment from the topic session.

3. It gives the General Evaluator more time to prepare a considered appraisal of the speeches, speakers and critics.

The highlight of each season is the club's annual dinner or dinner-dance, where members are given the opportunity of demonstrating the art of post-prandial speaking, with its essential ingredients of wit and humor. These after-dinner speeches take the form of proposing and replying to *toasts*.

Apart from the toast to the Queen, known as the Loyal Toast, (incidentally it signals freedom to smoke and is given after the final course and when coffee has been served) there is a Toast to the Club. In addition, the toast list will include some of the following: Kindred Clubs, Toastmasters International, the Guests, the Ladies. Should the Provost or Mayor be present, he will reply to a Civic Toast—and, let it be whispered, may perhaps unintentionally demonstrate all the "don'ts" of after dinner speaking!

I think it was Henry Ford who once said, "It is individuality that makes cooperation worthwhile." How true this is! And where can this better be demonstrated than in Toastmasters clubs?

Unity in Diversity; Harmony in Contrast

What a wonderfully boring series of paragraphs could be written developing these concepts! It is inevitable that a profile drawn from statistics can never convey the richness in individuality which characterizes Toastmasters clubs throughout the organization, and which makes the group activity so eminently worthwhile. Nevertheless, a profile may be a very useful guide to the common denominator of *need* which it is the duty of the organization to satisfy.

Mr. Average Toastmaster, when domiciled in District 18, is less concerned with self-improvement, and more interested in "companionship and good talk" than his North American counterpart.

Perhaps an averaging of the averages would be of mutual benefit.

Ian D. McIntyre is past governor of District 18 (Scotland, England and Ireland). He is a bank manager of Glasgow, Scotland.

Art is a human activity having for its purpose the transmission to others of the highest and best feelings to which men have risen.

—Tolstoi

PERSONALLY SPEAKING

By RALPH C. SMEDLEY, Founder

Widening the Field of Speech

The scope of activities included in speech training has greatly expanded in recent years. Its extensions into all phases of life are surprising, even to those of us who are closest to it.

For ages, public speaking was "oratory." The speaker was supposed to be endowed with special qualities, including a more or less unnatural voice tone and a very impressive appearance. Only a favored few were supposed to be able to thrill the multitude with their words.

It was just about at the turn of the century that some daring souls ventured to suggest that public speaking was really just public talking, and that a public speech could properly be considered as amplified conversation. This concept of speech has opened the way to a vast development in the field of communication.

We have learned that anyone with ideas may be a speaker, if he will learn to communicate his ideas to other people. We have discovered that public speaking techniques are applicable to ordinary conversation. Indeed, if these techniques and principles are so applied, "ordinary" conversation may become extra-ordinary.

The startling discovery has been made that talking on the telephone is really a form of public speaking, and that improved use of this indispensable means of communication can lead to improvement in business and in personal prestige.

And so we have seen the principles of public speaking carried into business management, selling, letter-writing, employer-employee relations, personnel work—in fact, into all phases of life in which communication is involved.

The Toastmasters Clubs have had an important part in this change of view. Our persistent insistence on the simple facts about speaking to an audience has helped win the general public to our view that all speech is public speaking, and that all people who have knowledge or ideas can be trained in the art of communication, so that their ideas and knowledge can be made available to others.

The extent of our influence in these lines can hardly be estimated, but when we consider the number of men who have been prepared in our clubs for service in other organizations, we are impressed with what we have done. Thousands have been trained to become successful officers of service clubs, civic organizations, trade associa-

tions, philanthropic groups and other assemblies working for the general welfare. Other thousands have been developed for better work in their own occupations, professions, businesses. Incomes have been boosted and productivity has been increased as a result of native abilities discovered and trained through the work in Toastmasters Clubs.

What Have You?

When you make a speech to a group of people, what have you for them?

They are spending their more or less valuable time listening to you. They are entitled to receive something of value in return. It is your obligation to "have something" and to present it in such a way that they will be conscious of having received something worth while.

Too many of the speeches in our Toastmasters Clubs have little purpose except to provide practice for the speaker. He is more concerned about getting this practice than he is about giving the audience their money's worth, on the assumption that time is money.

We need to realize that every speech, to be worth hearing, must have a definite purpose. It must be intended to accomplish something. Its worthiness is to be judged by what it accomplishes.

There are various purposes which may be accomplished by the speaker. His purpose may be to entertain or amuse the audience, or it may be to inform or persuade or convince them. Whatever it is, the success of the speech is determined by its accomplishment of purpose.

There are certain benefits to the speaker in having before him a definite and pre-determined purpose. It helps him in selecting and constructing his speech. It controls the opening and the conclusion of his remarks. It spurs him on to provide a definite "so what," a clinching close.

Purpose, added to conviction, puts strength and vigor into delivery. It causes the speaker to be in earnest in spite of himself. It stimulates his gestures. It forces him to make an effort to impress and win over those who listen.

What have you for your audience? You have a vast amount of information, based on your experience, your reading, your observation. You know things about your business or profession which will interest the others. You have beliefs, ideals, ambitions and other basic materials with which to work.

When people listen to you, try to do more than just get some experience in speech-making. Give them something to think about, to take home with them.

A good evaluator pays attention in his critical comments to the purpose, and to whether or not it was achieved. He does not waste much time on such minor matters as hands in pockets, or clearing of the throat, or dropping final *g*. He does not speak a few innocuous words and then say, "Aside from that, it was a wonderful speech."

No, he goes right to the root of the matter and tells the speaker whether or not he made his purpose clear, and then accomplished it. That is what really matters. ♦



First Speechcraft class at the Metropolitan Police Academy: Left to right, Lt. Col. Van Tanner, USAF, past pres. of Club 1979; Lt. Bill Couperthwaite, Director of Training, Metropolitan Police Academy; Corporal Estes, Training Officer; Lt. Frank Lillis, USA, of Club 1979; Lcdr Bob Curry, USN, Ed. V-P, Club 1979; Club Pres. Abe Leventhal, Naval Scientist; Inspector Archie Winfree, Head of Metropolitan Police Academy.

**Need new members? A
Washington, D. C., club says . . .**

Here's How

By VAN H. TANNER

THE MOST VALUABLE asset a Toastmasters club can possess is its reputation. It is the club reputation which brings in new members, develops homogeneity in the group and keeps the club interesting to each member long after he has completed his Basic Training.

How does a club gain this type of reputation? It derives from the hearts, minds and efforts of its members, and is manifested in the type and effectiveness of the community activities in which the club members engage.

An illustration of this might be the case of the Naval Gun Factory Club 1979-36, which began its community services by looking for a

live radio program which could be used for Basic Training Speech No. 7 and Beyond Basic No. 7. We offered our services to the American Automobile Association in its campaign for Driving Safety Education, and now present a program the last Thursday of each month over station WWDC in Washington. This program has attracted much attention by the high quality of its material. The station receives continual requests for transcripts to be used as "shorts" for educational purposes. The program utilizes our entire roster of club talent. On July 30, 1959, 26 club members had accepted the opportunity to participate.

This is not the only community service which Old 1979, as we affectionately term our club, has rendered. We also provide traffic safety speakers for high schools and for the Armed Forces Safe Driving School. Attendance at the latter is frequently ordered by traffic courts of the Washington area for minor offenses, instead of a jail sentence.

The Navy needed trained speakers for its "Sea Power" program. The Naval Gun Factory Club responded and now provides several varieties of "Sea Power" programs for the high schools of 11 counties of Maryland and Virginia, and the District of Columbia. When speakers were needed for Armed Forces Day, Old 1979 supplied 20 per cent of the speakers in the metropolitan Washington area. We consider this a signal triumph, since there are over 50 other Toastmasters organizations in the area, and we attribute our success to the spirit of service which pervades the club membership and urges each Naval Gun Toastmaster to further his training by eagerly participating when the opportunity presents itself.

Perhaps the most unusual community service provided by the Naval Gun Factory Club is its Speechcraft presentation to the rookie classes of the Metropolitan Police Academy, where "Washington's Finest" are trained. Here, for eight successive weeks, for one

hour each Wednesday, over 90 rookie policemen receive Toastmasters Speechcraft training from over 20 volunteers from the club. The sessions are held in one of the Metropolitan Police Academy classrooms. The entire group has progressed rapidly and the Toastmaster instructors have benefited from the practice of teaching and helping a large, interested and attentive group.

As I said earlier, a club reputation derives from the minds and hearts of its members, and grows through their efforts. However, an excellent reputation always receives the tangible recognition it deserves. In 1959 the Naval Gun Factory Club was awarded the Achievement Cup for District 36. At the recent International Convention in San Francisco, our club was listed as one of the top 10 in the Club Achievement Awards for superior club performance.

Old 1979 doesn't have to campaign for new members. We were one of the two clubs among the 100 in District 36 with a full membership of 40 at the year's end. Over half our membership is actively engaged in Beyond Basic Training; three of our members serve as officers of District 36; others are active in Area 5 work.

For membership, attendance and club progress, nothing on earth can surpass a good, well-earned club reputation. ♦

With a knowledge of

Parliamentary Law

*you can fight
fire with fire*

By LAURENCE T. CLEARY

DR. RALPH C. SMEDLEY's comments on the need for "Parliamentary Practice for All" (THE TOASTMASTER, August, 1959) were of particular interest to me. I agree with our Founder that the ignorant member, devoid of all knowledge of parliamentary procedure, can play havoc with a chairman. But I am even more convinced that many times the "professional" parliamentarian can be even more of a detriment to a chairman and a group.

During a recent educational speech on "Parliamentary Practice," I was repeatedly harrassed, interrupted and distracted by our club president—who obviously knew parliamentary procedure! After the educational program was over, he confessed that his behavior

was designed—unknown to me—to demonstrate how a skilled technician can harass a chairman and control a group. He commented further that, as chairman of a group of doctors in New York City, he had experienced the same sort of treatment from a small minority of communists well-schooled in the art of parliamentary practice.

Just the other day, I was reading a *Senate Internal Sub-Committee Report* (Part 9, March 13, 1956, page 437) on the "Scope of Soviet Activity in the United States" which substantiates my own

experience. The report quotes from "Such Is Life" by Jeanne Perkins Harmon:

"We began to attend meetings of the New York Chapter of the American Newspaper Guild and thus came face to face with the conditions CBS newscaster Winston Burdett described in 1955. We were up against a bunch of pro's, and very able ones at that. The regulars outflanked us, out-manuevered us, and generally made first-class jackasses out of us.

"Union participation, we discovered, was not a discussion; it was a theatrical performance. While we would raise a tentative hand to ask a question, or mumble from our seats, the opposition strode briskly to the front of the room, grasped the microphone with

practiced ease, and spoke ringingly as the veteran public speakers they were.

"Should we by chance try to participate in a discussion they had organized, they knew the right rule of parliamentary procedure to shut us up.

"If we did manage to get the floor, we were hopelessly blocked. All our carefully planned arguments evaporated in a ground sea of chattering and coughs.

"One of the hardest lessons we had to learn in dealing with fanatics is the fact that they never speak in terms of logic. Actually, they never argue. They orate. There is no sense thinking up rebuttals in terms of cold facts, because facts have no place in the discussion.

"There might have been a handful of tried-and-true 'followers' in a union of several hundred members. . . . I'm told the same situation exists in many party-minded unions, be they countries or small local cells. All that is needed is a handful of party pro's. In fact, the Communist Party generally prefers it that way. By expert training and proper maneuvering, the hard core of professionals can lead the

innocent majority to do just about what they want.

"We were fortunate in having among our ranks several experienced members. Under their tutelage, we began a regular program of instruction. Once a week we gathered in one another's houses while the veterans taught us the fine points of parliamentary procedure, how to address a meeting, how to use a microphone.

"Gradually, we improved. At last came . . . the big election night. As we watched the count, we dared to hope. At dawn, we were sure of victory. From that day to this, as far as I know, the leadership itself of the New York Guild has been anti-Communist."

Here is a graphic illustration of the need for the training Toastmasters offers, especially in parliamentary procedure. The parliamentary pro's can wreck a meeting or a cause, if they are so inclined. Fire must be fought with fire. The only way to overcome a destructive-minded pro is—to know more than he does.

Laurence T. Cleary is a member of the Kinston (North Carolina) Toastmasters 962-37.

Ideals are like stars; you will not succeed in touching them with your hands. But like the seafaring man on the desert of waters, you choose them as your guides, and following them you will reach your destiny.

—Carl Schurz

OKLAHOMA CITY...

Toastmaster Town of the Month

April 22, 1889: A horde of impatient people crowd the prairie, held to an imaginary line by a squadron of blue-coated U.S. cavalrymen. On horseback, on foot, in buckboards, surreys, buggies, they wait for the sun to reach mid-sky. The troopers raise their carbines, fire the signal volley; Oklahoma Indian Territory is open for settlement. Men and women stream across the land to stake their claim "sooner."

Oklahoma City was born that night, a tent city of 10,000 people where three small shacks had stood that morning. Today, skyscrapers tower where tents once squatted; broad streets and tree-lined avenues, a white limestone and granite statehouse, a multi-million dollar Civic Center proclaim the progress of this still-young city, Oklahoma's capital. But its 540,000 residents still nickname themselves "Sooners" and proudly recall the famous Land Run.

More than 660,000,000 barrels of oil have come from the Oklahoma City oil field since its discovery in 1929; the city is the chief market and major processing point for the state's vast livestock and agricultural industry; other industries include the production of electronic phone switching equipment, oil well supplies, steel, building materials and paper products. It is the home of Tinker Air Force Base, one of the largest Air Force repair and supply facilities in the world.

Oklahoma City has six universities, 106 schools, 82 municipal parks; it is the home of the annual State Fair and the National Cowboy Hall of Fame, still under construction. The amusement center of the Southwest, it has an all-year program of sports and theatrical events.

Growing with their city are the men of Toastmasters. Toastmasters came to Oklahoma City in 1945, when the Oklahoma City Club 301 was chartered. Since then, 11 other clubs have been founded: Downtown 441, Conoma 454, Uptown 627, Reddy Kilowatt 862, Wesley 1022, Will Rogers 1032, "66" 1544, Northwest 1773, Tulakes 2756 and Southwest 2066.

Oklahoma City Toastmasters have set up Speakers Bureaus to provide speakers for civic and community drives such as the Community Chest, YMCA, and hospital additions. They have presented patriotic programs over radio station KLPR, and are currently participating with other clubs in the state in a 17-week series of educational telecasts over KETA-TV. They also assist Boy Scouts interested in merit badges for public speaking.

Toastmasters in Oklahoma City are building prestige and popularity for themselves, their club, and their city.



JUST IN JEST

There was a German acrobatic team, performing on high trapeze. It consisted of a mother and two sons, who threw her and caught her as she flew through the air above the circus arena. One night one of the boys missed. He turned to his brother and said, "Look, Hans, no Ma."

Any fool politician knows that what this country needs is to elect him to office.

The parents of a teenager were quite concerned that their daughter came in extra late from a baby-sitting job at the neighbors. The next morning they asked her what time the neighbors got home.

"Four o'clock," the daughter answered. "Were they tight?" the father asked. "Oh, no," she said. "They paid the regular rate."

The three inevitables of modern life are death, taxes, and hamburgers the night before payday.

You can learn nothing more valuable from experience than not to rely on it.

On the beach a genial fat man watched a group of shapely young ladies in scanty swim suits as they went through their morning setting-up exercises.

"Do you think this sort of thing is really good for reducing?" a sour-visaged acquaintance demanded.

"Unquestionably," beamed the fat man. "Why I walk three miles every day to watch it."

If a thing will go without saying, let it.

A man came out to install the hill-billy's new TV set. "Now this," he said, pointing to the antenna, "will have to go on the roof."

"It's like I always said, Zeke," said the lady of the house to her husband. "One thing leads to another. Now we have to put a roof on the house."

Some people don't think before they speak—nor afterwards.

Odd, isn't it, that in this age of performing the impossible, traveling two blocks without transportation is an insurmountable difficulty?

Men seem to believe that where there is a woman driver, sooner or later, there is a detached garage.

The judge eating lunch at a downtown club, ordered milk. His companion showing his worldliness, taunted, "Why, Judge, milk's a child's drink. Didn't you ever try gin and tonic?"

"No," answered the judge, "but I've tried a lot of fellows who had."

The trouble with some folks who give until it hurts is that they're so sensitive to pain.

Many can rise to the occasion, but few know when to sit down.

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)

State of Alaska
Office of the Governor

Please accept this as my greeting, both personally and in my official capacity as Governor of the State of Alaska, to the members of Toastmasters International.

We in Alaska are well aware and greatly appreciative of the contribution which your organization is making to a fuller understanding of our State through the designation of Alaska as the official subject for your clubs.

It is efforts such as this in the dissemination of factual information which will hasten the day when Alaska will make its full and proper contribution to the national well-being.

William A. Egan
Governor of Alaska

I am sure that Mr. J. Gustav White's article (December, 1958) "The Toastmaster's Looking Glass" has caused much interest with the International. Here at last was the sort of critic's guide that could really meet the need.

The problem has been the adoption of its wisdom to individual evaluation. In its comprehensiveness, it defeats itself; we would be lost if we tried to evaluate each speaker in so great detail.

We at Tuesday Bell 1599-30 think we have found the solution. We've reproduced each of the four sections (Appearance, Sound, Thought and Effect) six times on four separate forms. Each member evaluates the

full roster of speakers on just one of the sections. Therefore, when 28 members are present, each speaker gets the collective observation of seven members on his Appearance, Sound, Thought and Effect. A summary form is also provided so that the speaker can consolidate the total viewpoint.

C. E. Johnson,
Ed. V-P, Club 1599-30
Chicago, Ill.

I read Dr. Cleminshaw's entertaining talk, "Speaking of Stars," which was of great interest to me as a Toastmaster as well as representative of Carl Zeiss.

Assuming that the article would be of interest to the Zeiss people too, I sent the August issue of *The Toastmaster* to my factory in Oberkochen, West Germany. Today I received a letter from the Zeiss General Manager, Dr. G. Kuhn, requesting me to get in touch with you for the copyright.

I would highly appreciate your early reply whether this article can be published in one of the Zeiss magazines, most probably the "Werkzeitschrift," which is published four times a year and goes to Universities, Doctors, Opticians, etc., all over the world. Dr. Kuhn has asked me furthermore to write an article about the Toastmasters organization and my own experiences, to go with Dr. Cleminshaw's article.

Dr. Bernd Petzoldt
Hong Kong Toastmasters 1364
Hong Kong

We have been using the Speakers' Bureau in our club for some time now on a local level. We have spoken for the Red Cross, Youth Employment Service and others. Our Interclub Chairman acts as coordinator and uses his phone as a clearing house. . . .

We all feel that the experience is absolutely priceless, especially after the first outside assignment. That's the one that lets the air out of your sails and makes you realize how much work needs to be done to improve yourself. . . . We are also working on a "Toastmasters in Action" presentation that takes about 30 minutes. This is a thumbnail program of what a Toastmasters meeting is like. We have given it once and it met with success.

We will start a Speechcraft program in October. This will be most interesting as the other club in Salinas has also started the course.

We may not be the most progressive club in the world but we try.

I really like TM Topics.

Ben Martin
Pres., Club 49-4
Salinas, Calif.

I read with great interest the article "How About Thank You" by Ralph C. Smedley, published in *The Toastmaster*, Sept. '59. I also read William J. Tully's article "Thank You." . . . The (Dr. Smedley's) article reminds me of the story of the two monks who wanted to smoke during meditation. One monk asked his superior for permission to smoke while he meditated, and was refused. The second asked the same superior for permission to meditate while he smoked, and was granted permission. The story emphasizes a point: a lot depends on the occasion.

The term "thank you" should be omitted by the speaker when he addresses fellow Toastmasters, but when addressing a

strange group "thank you" would be in order, as exemplified by such well-known orators as Pres. Eisenhower, Winston Churchill and Bishop Sheen.

John E. Steinhuller
Pres., High Noon
Toastmasters 1200-46
New York, N. Y.

Now that *The Toastmaster* has demonstrated its broadmindedness by discussing the "Thank You" question, let's drop the matter. Like the human appendix, "Thank You" can remain with us all of our life. Does this fact make it useful? I prefer to concentrate on the first 99 per cent of my talks. You're welcome.

Gunther Cohn
Pennypot Club 1202-38
Philadelphia, Pa.

The September 1959 *Toastmaster* featured an article on Birmingham, containing a glowing description of the Statue of Vulcan.

The cover displayed an old southern home. I admit that the old home has always been in my mind when I picture the deep South, but in this case I would like to have seen the statue.

D. A. Kent
Club 2375
Edmonton,
Alta.

For *Toastmaster Kent* and others, here's Vulcan.—ED



New Clubs

(As of September 15, 1959)

- 755 NEW ORLEANS, Louisiana, (D-29), *Young Executives*, 2nd & 4th Mon., 7:30 p.m., Frank's Steak House, 4523 Freret Street.
- 1858 OAK RIDGE, Tennessee, (D-63), *Oak Ridge*, Mon., 5:30 p.m., Alexander Hotel.
- 1889 CURACAO, N.W.I., (D-U), *Curacao*, 3rd Mon., 12:15 p.m., Hotel Curacao Intercontinental.
- 2067 HOUSTON, Texas, (D-56), *Spring Branch*, Alt. Tues., 6:45 p.m., Bernel's Restaurant, 9730 Katy Road.
- 2153 BERMUDA, US Naval Station, (D-U), *Sea Venture*, Tues., 8 p.m., Officers Club.
- 2168 SAN FRANCISCO, California, (D-4), *Spellbinders*, Alt. Wed., 11:59 a.m., Clinton's Cafeteria, 1059 Market Street.
- 2210 LIMA, Ohio, (D-40), *Metropolitan*, 2nd & 4th Thurs., 6 p.m., Clemans Banquet and Meeting Rooms.
- 2232 CONCORD, California, (D-57), *Concord*, Wed., 12 noon, Queen's Restaurant.
- 2288 SAN FRANCISCO, California, (D-4), *General Services Administration*, 1st & 3rd Tues., 11:45 a.m., Bardelli's Restaurant, 243 O'Farrell Street.
- 2714 GUAM, M. I., (D-U), *Naval Supply Depot*, Alt. Wed., 11:30 a.m., meeting place designated by Executive Committee.
- 2767 PITTSBURGH, California, (D-57), *Pittsburgh*, Wed., 6:30 p.m. Frank's Sandwich Shop, 1187 Railroad Avenue.
- 3002 DAYTON, Ohio, (D-40), *Kroger Dayton*, Alt. Tues., 7:30 p.m., Bar Jan Bowling Alley Meeting Room, Rt. 24 South.
- 3017 DENVER, Colorado, (D-26), *Memorial Trusts*, Thurs., 8 a.m., Olin Hotel, 14th at Logan Street.
- 3023 LOS ANGELES, California, (D-52), *Sparkletts*, 1st & 3rd Tues., 7 p.m., Pike's Verdugo Oaks Restaurant, Glendale.
- 3029 SUBIC BAY, Philippines, (D-U), *Subic Supply*, Tues., 12 noon, Subic Officers Club.
- 3030 DAYTONA BEACH, Florida, (D-47), *Daytona Beach*, Mon., 6:30 p.m., Ridgewood Hotel.
- 3031 NAHA, Okinawa, (D-U), *Naha*, Alt. Wed., 6:30 p.m., Naha Officers Open Mess.
- 3032 CINCINNATI, Ohio, (D-40), *Walnut Hills*, Alt. Wed., 6:15 p.m., Manse Hotel, 1004 Chapel Street.
- 3033 TOKYO, Fuchu Air Station, Japan, (D-U), *Samurai*, Tues., 12 noon, Fuchu NCO Club.
- 3034 CRONULLA, N. S. W., Australia, (D-U), *Cronulla*, Fri., 6:30 p.m., Westella Private Hotel, Kingsway.
- 3035 YOKOTA AIR BASE, Japan, (D-U), *Yokota Officers*, Wed., 11:15 a.m., Yokota AB.

DISTRICT GOVERNORS 1959-1960

- F Maurice A. Shenbaum
2. Les Bridges
3. Robert A. Englund
4. Roger L. Sherman
5. Howard G. Gray
6. Max J. Ferras
7. Robert H. Gray
8. Guy G. Thompson
9. E. William Parker
10. Walter J. Stowman
11. Kerec K. Keller
12. Virgil True
13. William J. Bebble
14. Maj. Dale S. Jeffers
15. Donald A. Durell
16. Travis W. Freeman
17. Edward A. Engelhart
18. J. Lockhart Whiteford
19. Harold C. Lounsberry
20. Everett D. Bolstad
21. Ralph D. MacColl
22. James Quinn
23. William W. Macdonald
24. Dr. Leo Anderson
25. Julian I. Cristol
26. Leslie V. Ward
27. Ronald B. Camp
28. Frederic N. Lyon
29. Howard E. Flanigan
30. Dean Kline
31. Maurice F. Byington
32. Howard I. Bond
33. Homer Moulthrop
34. David N. Tufts
35. Ralph E. Howland, Jr.
36. William E. Spicer
37. Dr. F. L. Smith
38. George J. Flannery, Jr.
39. Raymond H. Grady
40. Ray L. Magly
41. Arthur E. Dracy
42. Alfred E. Pallister
43. Warren E. Leavitt
44. M/Sgt. Kenneth Gordon
45. Joseph F. Murphy
46. Karl M. Schau
47. 1st/Sgt. Donald F. Muller
48. Joe T. Porter, Jr.
49. Franklin Sunn
50. Samuel C. Hathorn
51. John N. Clauser
52. John L. Hastings
53. Gilbert S. Gruber
54. Paul M. Dauten, Jr.
55. William L. Mekeel
56. Edward G. Bossom
57. Gordon A. Dickie
58. J. D. Crook
59. Ensio J. Tosolini
60. J. Geoffrey Cudlip
61. Lloyd G. C. Taylor
62. Robert F. Smith
63. Wylie A. Bowmaster
- 217 W. Valley Blvd., El Monte, California
3430 36th Ave. West, Seattle 99, Washington
6616 N. Cardinal Dr., Scottsdale, Arizona
1634 Borden St., San Mateo, California
127 Millan St., Chula Vista, California
2109 Princeton Ave., St. Paul 5, Minnesota
312 Equitable Bldg., Portland, Oregon
1461 Johns Ave., Decatur, Illinois
S. 4025 Lee St., Spokane, Washington
342 Hayes Ave., Cuyahoga Falls, Ohio
1802 College Ave., Terre Haute, Indiana
736 W. Fir St., Oxnard, California
364 Bruxelles St., St. Marys, Pennsylvania
103 Briardale Ave., Warner Robins, Georgia
424 3rd Ave. So., Nampa, Idaho
527 So. Kenosha St., Tulsa, Oklahoma
310 E. Sussex Ave., Missoula, Montana
8 Woodview Terrace, Hamilton, Scotland
707 Putnam Bldg., Davenport, Iowa
316 12th St. N., Moorhead, Minnesota
260 Harvey St., Nanaimo, B. C., Canada
542 New England Bldg., Topeka, Kansas
504 Townsend Terrace, Las Cruces, New Mexico
616 Grant Ave., York, Nebraska
5508 Wheaton Drive, Ft. Worth 15, Texas
Box 1056, Greeley, Colorado
809 Barham Court, Modesto, California
2816 Vinsetta Blvd., Royal Oak, Michigan
711½ Jemison St., Mobile, Alabama
1660 Burr Oak Road, Homewood, Illinois
38 Linden St., Fall River, Massachusetts
7640 So. Yakima Ave., Tacoma 4, Washington
505 Washington Way, Richland, Washington
924 Lincoln Bank Bldg., Rochester, New York
P.O. Box 87, Oconomowoc, Wisconsin
3601 Connecticut Ave., Washington 8, D. C.
Box 737, Burlington, North Carolina
1526 Chestnut St., Philadelphia, Pennsylvania
4833 Foster Way, Carmichael, California
2729 Vine St., Cincinnati 19, Ohio
S. D. State College, Brookings, S. Dakota
120 Chinook Drive, Calgary, Alta., Canada
1041 Savitz Drive, Apt. B. NAS, Memphis, Tennessee
3113 Aberdeen, Lubbock, Texas
13 Charles St., Sanford, Maine
48-57 Utopia Parkway, Flushing 65, New York
3924 Cambay Place, Jacksonville, Florida
1718 Mt. Miegs Road, Montgomery, Alabama
1902 Komaia Drive, Honolulu 14, Hawaii
210 So. Bundy Drive, Los Angeles 49, California
8245 Noren St., Downey, California
1121 So. Third St., Alhambra, California
42 De Leo Drive, Stamford, Connecticut
1616 Normandy Dr., Champaign, Illinois
408 West 1st Ave., Cheyenne, Wyoming
3721 Avenue O, Galveston, Texas
1885 Thousand Oaks Blvd., Berkeley, California
13 Ethelridge Dr., Greenville, South Carolina
910 Capitol Hill Ave., Reno, Nevada
51 Leacroft Cres., Don Mills, Ontario, Canada
26 Laurier St., Nitro, Quebec, Canada
2837 Wynes St., Saginaw, Michigan
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