

TOASTMASTER[®]

OCTOBER 2006

**Laugh and Learn
from the Comics**

**That's Not Funny:
Why people find your
perfect joke offensive.**

*Dubai
or not
Dubai –*

Was there ever any question?

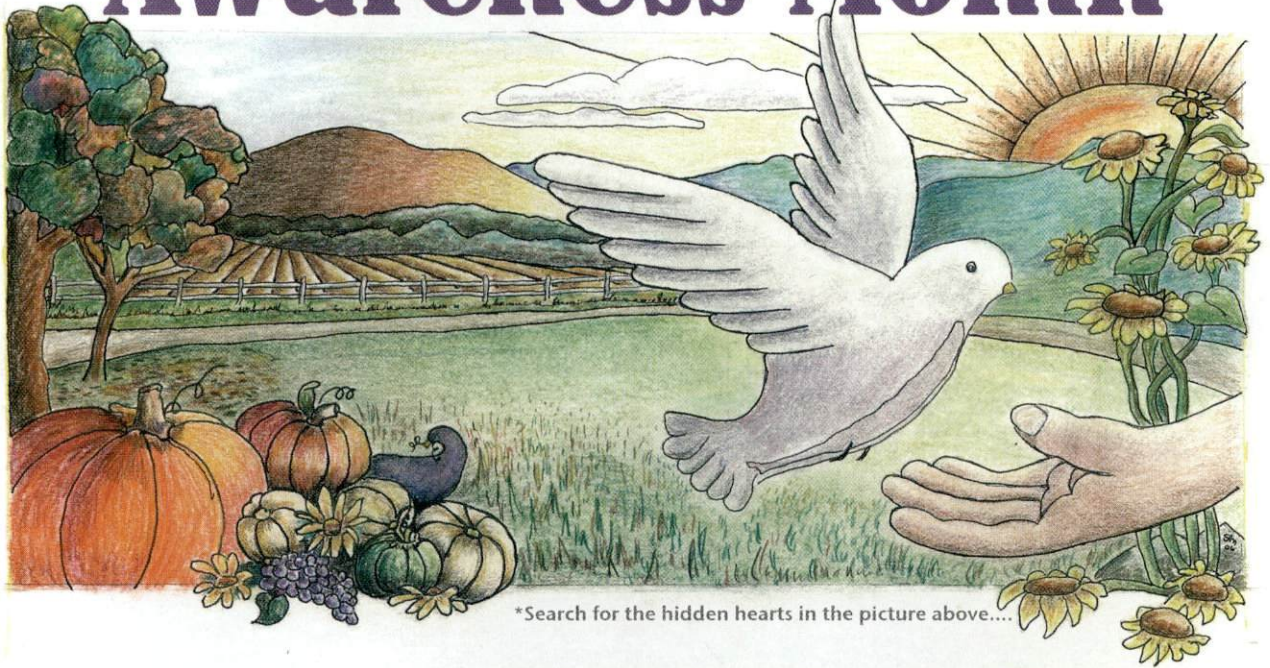
A global adventure in public speaking.

**Be a Cultural
Detective**

**Toastmasters Enjoy
a Capital Experience
in Washington, D.C.**



Emotional Intelligence Awareness Month



*Search for the hidden hearts in the picture above....

We too can learn to manage our emotions more intelligently.

Emotions have a great deal of influence on the quality of our thinking and thus, our behavior.

When we improve our EQ, it enhances the most valuable assets we have as individuals—namely our emotional stability, security, overall intelligence, and physical health—as well as our ability to treat other people and other things in healthier, more meaningful ways.

The concept of *emotional intelligence* (EI or EQ) was publicly introduced in 1995 by author/ psychologist Daniel Goleman in his ground breaking book *Emotional Intelligence, Why It Can Matter More Than IQ*. By 2002, it became the most widely read social science book in the world, according to Howard Gardner, Harvard Professor of Psychology. EI describes the ability to understand and manage emotions in order to think and communicate in a more healthful manner.

Emotional Intelligence Awareness Month is a way to bring more attention to this extremely valuable personal development.

As Dr. Stanley Greenspan's book *The Growth of the Mind* tells us, "Intelligence reflects the mind doing its most important work Our definition of intelligence should focus on the general process whereby individuals reason, reflect, and understand the world.... Emotions, not cognitive stimulation, serve as the mind's primary architect."

Learn more by searching for emotional intelligence on the Internet and at your local library/book store.

This EI campaign sponsored by the Emotional Intelligence Institute, a non profit organization dedicated to helping people improve their EQ. Visit us at www.e-ii.org.

*Searching for the hidden hearts is similar to searching for ways our emotions inappropriately influence our thinking. Sometimes we have to look more carefully to see clearly. The quantity and locations of hearts intentionally placed by the artist are at our web site, along with helpful tools to enhance your EQ.

October 2006

2000 - 2010 Named Decade of Behavior by the American Psychological Association.

Please help others become more aware.

Copy and share this with others in "key positions" and add it to bulletin boards, etc. (Where legal, of course)

Publisher DONNA H. GROH
Editor SUZANNE FREY
Associate Editor BETH BLACK
Editorial Assistant JAMIE REYNOLDS
Graphic Design SUSAN CAMPBELL

TI OFFICERS AND DIRECTORS

Founder DR. RALPH C. SMEDLEY (1878-1965)

2006-2007 OFFICERS

International President JOHNNY UY, DTM
Cebu City, Philippines
Senior Vice President CHRIS FORD, DTM
Ottawa, ON, Canada
Second Vice President JANA BARNHILL, DTM
Lubbock, Texas
Third Vice President GARY SCHMIDT, DTM
Clackamas, Oregon
Immediate Past President DILIP ABAYASEKARA, DTM
Camp Hill, Pennsylvania
Executive Director DONNA H. GROH
Mission Viejo, California
Secretary-Treasurer NANCY LANGTON
Mission Viejo, California

2006-2007 DIRECTORS

VAL ALBERT, DTM Saratoga Springs, New York	JOHN MOFFITT, DTM Houston, Texas
CHARLES ALBRIGHT, DTM Chattanooga, Tennessee	GARY MULL, DTM Riverside, Ohio
CHRIS EMOND, DTM Rockville, Maryland	MICHAEL NOTARO, DTM Alameda, California
JAMES FAIR, DTM Athens, Georgia	SUEZY PROCTOR, DTM Tacoma, Washington
ANN HASTINGS, DTM Santa Monica, California	MARTHA TINKER, DTM West Des Moines, Iowa
CLIFF HEINSCH, DTM Brooklyn Park, Minnesota	DIETMAR WAGENKNECHT, DTM Lake Bluff, Illinois
LAUREN KELLY, DTM Trabuco Canyon, California	RALPH WALLACE, DTM Albuquerque, New Mexico
JOHN LAU, DTM Kuching, Malaysia	MARGARET WAN, DTM Saint Petersburg, Florida
TAMMY MILLER, DTM State College, Pennsylvania	GEORGE YEN, DTM Taipei, Taiwan

TOASTMASTERS INTERNATIONAL

P.O. Box 9052 • Mission Viejo, Ca 92690 U.S.A.
 (949) 858-8255 • Fax: (949) 858-1207
 Voicemail: (949) 835-1300
www.toastmasters.org

CONTACTING WORLD HEADQUARTERS

For information on joining or building a club, visit: www.toastmasters.org
Article submission: submissions@toastmasters.org
Letters to the Editor: letters@toastmasters.org
To change mailing address: www.toastmasters.org

ADVERTISING INQUIRIES ONLY

For information about advertising, please contact:

Melissa Austin Associates
 2600 Ladybird Dr. • Calabasas, California 91302
 Phone: (818) 225-0466 • Fax: (818) 225-0675
maustin@earthlink.net

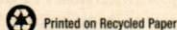
THE TOASTMASTER Magazine (ISSN 00408265) is published monthly by Toastmasters International, Inc., 23182 Arroyo Vista, Rancho Santa Margarita, CA 92688, U.S.A. Periodicals postage paid at Mission Viejo, CA and additional mailing office. POSTMASTER: Send address change to THE TOASTMASTER Magazine, P.O. Box 9052, Mission Viejo, CA 92690, U.S.A.

Published to promote the ideas and goals of Toastmasters International, a non profit educational organization of clubs throughout the world dedicated to teaching skills in public speaking and leadership. Members' subscriptions are included in the \$27 semi annual dues.

The official publication of Toastmasters International carries authorized notices and articles regarding the activities and interests of the organization, but responsibility is not assumed for the opinions of the authors of other articles. THE TOASTMASTER magazine does not endorse or guarantee the products it advertises.

Copyright 2006 by Toastmasters International, Inc. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Not responsible for unsolicited material.

Toastmasters International, THE TOASTMASTER, and the Toastmaster International Emblem are trademarks of Toastmaster International registered in the United States, Canada, and many other countries. Marca registrada en Mexico. Printed in U.S.A.



Printed on Recycled Paper

Remembering Ralph



Eighty-two years ago this month, a man named Ralph invited a group of men to the Santa Ana, California, YMCA's basement and held the first meeting of what we now know as Toastmasters International.

During this month of October, let us all remember a man who was ahead of his time. A man who saw a need and filled that need with an idea that blossomed into Toastmasters International. A man who would have made millions of dollars from his idea, but opted to give it all away to the members of the organization he founded. Let us all remember...Ralph C. Smedley!

Isn't it *Simply Amazing* how one group of people delivering speeches and receiving evaluations inspired the formation of a second club, then a third, then a fourth and so on, until they grew to what we have today – an organization with more than 10,000 clubs? Wouldn't it be a great way to remember Ralph by building a new club this month of October to honor his memory?

Isn't it *Simply Amazing* how an idea of education without the use of "teachers" could develop the skills and self-confidence of millions of people over the years? Wouldn't it be a great way to remember Ralph by delivering those last speeches needed to attain Competent Communicator or Advanced Communicator recognition?

Isn't it *Simply Amazing* how one manual called *Ten Lessons In Public Speaking* has burgeoned into dozens of manuals for our members' use, such as the *Competent Communicator* manual; the *Advanced Communicator* manuals; the *Better Speaker Series*; the *Successful Club Series*; the *Leadership Excellence Series*; the *High Performance Leadership* manual; and now, the *Competent Leadership* manual? Wouldn't it be a great way to remember Ralph by working on, and completing, this new *Competent Leadership* manual to earn Competent Leader recognition?

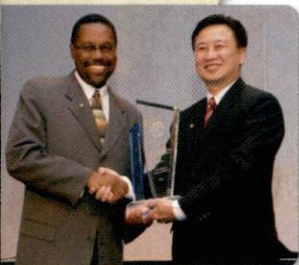
There are countless other ways by which Toastmasters around the world can remember Ralph. You can share your experiences in Toastmasters by bringing a friend to a club meeting and inviting him or her to join. You can find a nearby club that meets around the same time and day as yours and hold a joint meeting. That way, both clubs learn from each other and the bonds of friendship and camaraderie are formed.

The best way to honor Ralph's legacy is to do the very things that will keep that legacy alive and strong. Let us all have a very productive October. Let us build more clubs, recruit more members and complete more projects in the *Competent* and *Advanced Communicator* manuals and the *Competent Leadership* manual than we ever have.

And having done all that, let us continue doing so month after month. Keep going, keep growing, keep Toastmasters glowing! Wouldn't that be a great way to remember a great man named Ralph who started it all 82 years ago in 1924?

Johnny Uy, DTM
International President

FEATURES



Washington, D.C. – A Capital Experience!

Highlights from the 75th Annual International Convention, in Washington, D.C., August 23-26, 2006.

PAGE 10



That's Not Funny!

Why people find your perfect joke offensive.

By John Kinde, DTM

PAGE 16



Laugh With and Learn From the Comics

How to have fun on stage.

By Gene Perret

PAGE 22



Dubai or not Dubai – Was There Ever Any Question?

A global adventure in public speaking.

By Patricia Fry, ATMS

PAGE 30

The Toastmasters Vision:

Toastmasters International empowers people to achieve their full potential and realize their dreams. Through our member clubs, people throughout the world can improve their communication and leadership skills, and find the courage to change.

The Toastmasters Mission:

Toastmasters International is the leading movement devoted to making effective oral communication a worldwide reality.

Through its member clubs, Toastmasters International helps men and women learn the arts of speaking, listening and thinking – vital skills that promote self-actualization, enhance leadership potential, foster human understanding, and contribute to the betterment of mankind.

It is basic to this mission that Toastmasters International continually expand its worldwide network of clubs thereby offering ever-greater numbers of people the opportunity to benefit from its programs.

ARTICLES & DEPARTMENTS

3 Viewpoint: Remembering Ralph

By International President Johnny Uy, DTM

5 Letters to the Editor

6 My Turn: The Power of Praise

Together we can help each other find our personal best.

By Nina John, CTM

7 Toastmaster Profile: Vicky and Lu, the Hippo

A retired Toastmaster loves Lucifer, the 6,000-pound celebrity herbivore.

By Julie Bawden Davis

8 Manner of Speaking: Think Purple Cow

Want to give a powerful and unique speech?

By Eric Feng, ACB

20 For the Novice: How to Tell a Joke

Do it right, or leave it out.

By Larry Getten

26 How to Succeed in Toastmasters

Want to get the most from your membership? Follow these 10-steps.

By Rajeev Pandey, DTM

28 How To: Be a Cultural Detective

What we believe to be “normal” is, in fact, cultural.

By Jeanne Feldman, CL

36 International Hall of Fame

37 Monthly Hall of Fame

ON THE COVER: Dubai's landmark Burj Al Arab hotel is the tallest hotel in the world. Photo courtesy of Jumeirah Hotels.

Do you have something to say? Write it in 200 words or less, sign it with your name, address and club affiliation and send it to letters@toastmasters.org.

Eye-opening Convention!

I joined two Toastmasters clubs in July 2004. Amid my busy work schedule and family commitments, I managed to attend most of the clubs' meetings and activities. My enthusiasm was fueled by the great satisfaction of fellowship and personal growth through the speech projects.

I completed my CTM at both clubs last April and was asked to serve the club in a leadership position. I was hesitant – afraid that I would not be able to contribute whole-heartedly due to my work and family commitments.

The following month I attended the District 80 Convention. The event was an eye-opener! The speech contests were thrilling and the seminars were motivating. But most of all, I was captivated by the strong fellowship of all participants and inspired by the district officers' selfless devotion to the Toastmasters movement. After the convention, I felt greatly energized and ready to serve my clubs. I recently accepted my club president's invitation to be the VPPR.

I have benefited tremendously from Toastmasters and now it's time for me to contribute. I am confident that I will continue to learn and grow in leadership as I embark on this new journey!

Ting Song Lang • Chua Chu Kang CC 7702 • Singapore

A Failed Promise

I am dismayed that many Toastmasters join our organization out of a lopsided desire to achieve their personal goals without realizing that they are actually promising to attend meetings, fulfill assigned roles and fill committee slots. They would know this if they paid attention to the Toastmasters Promise [listed in the front of the *Competent Communicator* and *Competent Leader* manuals].

A 21st century Toastmaster should be willing to actively participate at club and community levels, to be an

ambassador and a role model or mentor for new members as well as for other clubs, and to help advance and carry the opportunities and challenges of Toastmasters with responsibility, aplomb and grace.

Consequently, I encourage Toastmasters throughout the world to take a good look at the Toastmasters Promise, so we can ensure that we are doing the right thing for ourselves and those we influence. Because we lead by example, it is best to show a consistent, reliable commitment.

Jean Hamilton-Fford, CTM • Camberley, Surrey, United Kingdom

A Moment for Terry

I was shocked and saddened to hear of the death of Terry McCann in the July issue of the *Toastmaster*. It almost seems like Terry was part of my family, as we were both born in 1934 and joined Toastmasters within a year of each other. All of my certificates were signed by Terry as well as the congratulatory letters to my employment supervisors, prior to my retirement 10 years ago.

Terry left a legacy with Toastmasters International, one that will live on for many years to come. Our club will share a moment of silent prayer for Terry. I challenge every Toastmasters club to do the same.

Jack Rizzo, DTM • Belleville Toastmasters Club 1617
Belleville, Ontario, Canada

People with Asperger's Syndrome

I read Lisa Bishop's testimonial in the August 2006 edition and felt like a mirror was held in front of my face. I too am an Asperger-autistic who is finding the Toastmasters teachings instru-

mental in all aspects of my social life. It is reassuring to know that I am not alone.

Ms. Bishop, I commend you for your courage in your decision to join Toastmasters. People need to get a better understanding of Asperger's syndrome; it is up to us to educate the public about this emotionally crippling condition.

James W. Cook • Sudbury Toastmasters Club 2816
Sudbury, Ontario, Canada

You Found your Voice, Lisa!

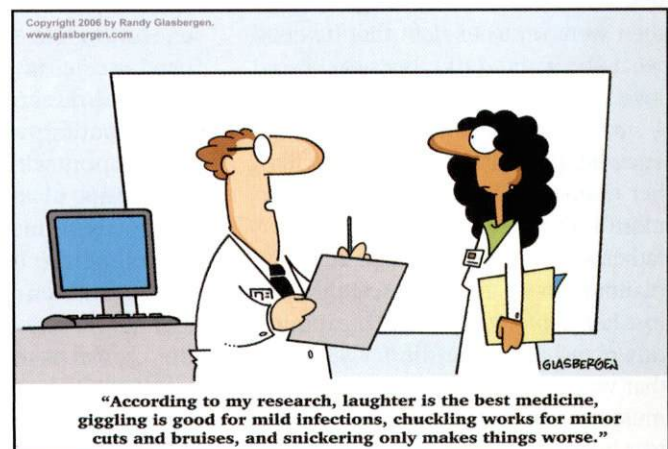
Julie Bawden Davis, in her article about Lisa Bishop, has very clearly pointed to two important aspects of the Toastmasters program:

- That by joining Toastmasters we can definitely improve ourselves, regardless of our background.
- The Toastmasters mentoring program helps bring out hidden talents.

This article should be included in all of TI's promotional material and in demo meetings for new clubs.

As an example, Lisa Bishop can do wonders in the cause of uplifting people with afflictions. I want to thank all those Toastmasters who, just like the president of the Brunswick Club, took that late call that changed someone's life.

TM R.Sunderrajan, ATMS • Pioneers Club 859860
Sharjah, United Arab Emirates



Together we can help each other find our personal best.

The Power of Praise

I saw the most extraordinary thing at a Toastmasters conference in Bangalore, India. It was the Table Topics session, where members of the audience were invited onstage. The audience included Toastmasters from India and Sri Lanka, ranging from executives to students. They had come from various businesses and schools where Toastmasters had conducted Speechcraft sessions. The Table Topic was "What I would like to be when I grow up." Egged on by her friends, a 12-year-old decided to attempt the topic. She climbed down, pretty confidently, from the last tier of the huge auditorium all the way to the stage, planning and rehearsing what she was going to say. She reached the lectern and stood there, just her head with its two pigtailed ribbons visible, a tiny figure on that vast stage.

She started off well enough, declaring that she was going to join the Indian Administrative Services, India's most prized profession, because her parents wanted her to. She paused for a moment, thinking that she had said the wrong thing, then went on to explain that it was what she wanted too, because she loved her parents. Her voice wobbled – sure she had goofed up. The audience held its collective breath, willing her to go on. She tried a couple more sentences, about what her father wanted, and how she was planning to go about it. And then she lost her nerve completely, breaking down and making a run for it, across that vast and cavernous stage that must have looked so endless to her tear-blinded eyes.

That's when it happened. Without a word being said, totally spontaneously, the entire hall stood up and gave her a standing ovation. It lasted all the way until she climbed back up those zillion steps to reach the safe haven of her friends waiting with open arms, a recognition of the courage it took to come onto that stage and

repeating how he got four rounds of applause – four rounds!

Both these incidents show how powerful a motivator praise can be for both the novice and the veteran. To the little girl, it provided a sense of solidarity and support, a strong expression of empathy. For Mr. Ghouse, it was recognition by his peers, a recognition that for many

"The audience held its collective breath, willing her to go on."

speak in front of an unknown audience. Anybody who is petrified of public speaking knows exactly how she felt. Her breakdown was everybody's nightmare come true. In every audience member's mind that day, there was perhaps the thought – "There, but for Toastmasters, go I."

The same conference offered a training session on "Fear of Communicating" by Haleem Ghouse, a DTM and veteran Toastmaster. He gave a virtuoso performance, sparkling in wit and dazzling in execution. He sang, he danced, he used music, he used slides, he involved the audience in every way, bonding with them and building rapport with his sallies and witticisms, always keeping in mind the focus of his presentation – dispelling the fear of communication. At the end, he received a standing ovation, a tribute from the crowd of fellow Toastmasters, all of whom could appreciate the skill in every word and gesture. Mr. Ghouse was so moved, he kept

of us is far sweeter than that of an undiscerning audience. Indeed, a standing ovation is best when it is spontaneous – the rarity makes it all the more precious.

At Toastmasters, we do use the standing ovation more than other organizations do, to acknowledge an especially good Ice Breaker, for example, or an exceptionally well-done performance by a Toastmaster. Such recognition illustrates another aspect of Toastmasters – to be the best you can be, without beating other people to do it. Together, we can help each other find our personal best. That's what Toastmasters is all about; not the cut-throat, competitive spirit of a dog-eat-dog world. So go ahead and do your best – and maybe you'll receive a standing ovation from your favorite audience! **T**

Nina John, CTM, is a member of Chennai Toastmasters Club in Chennai, India. She can be reached at ninajohn@gmail.com.

A retired Toastmaster loves Lucifer, the 6,000 pound celebrity herbivore.

Vicky and Lu, the Hippo

When Vicky Iozzia retired from teaching three years ago and decided to volunteer for a worthy cause, she never dreamed that she'd be working with a 6,000-pound celebrity.

"During my interview at Florida's Homosassa Springs Wildlife State Park, I highlighted my Toastmasters membership and my love of public speaking," says Iozzia, who has been a Toastmaster for 11 years. Her public speaking experience and ability to adapt to just about any situation landed her the job running the park's reptile and hippopotamus show.

While the presentation highlights alligators and snakes, the real star is Lu, the hippo.

"Lu is a former TV and movie star and knows how to play the audience," says Iozzia, a DTM and president of the Radiant Ridge club in Crystal River, Florida. "He's a real ham and steals all of the attention, but I don't mind. When I arrive at the park in the morning and check on Lu, he winks at me as he lounges next to his lagoon."

Later in the day Iozzia talks about the lives of hippos as she stands on a catwalk, while Lu situates himself underneath her and opens his mouth wide.

"As I talk to the audience, I throw pieces of melon into Lu's mouth back where his big molars are," she says. When there is no more melon to feed him, I show Lu the empty bucket and he wiggles his ears and swims off."

Iozzia's goal with her talk is to teach people to respect hippos, alligators and snakes. "I enjoy educating people about such animals and their place in the world," she says. She presents important information to the local residents, "I'll point out that

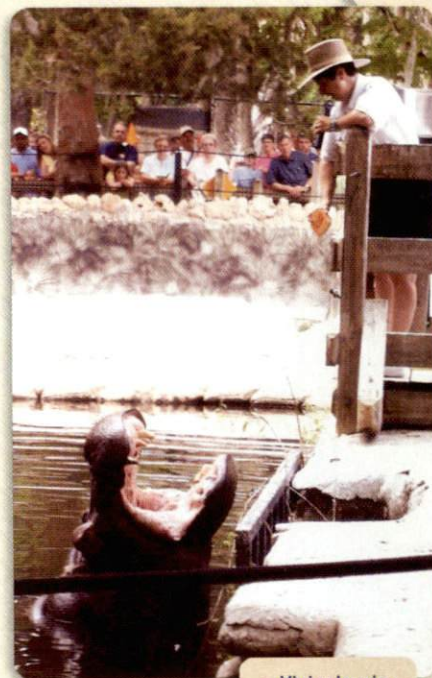
female alligators grow to about 10 feet, and males reach 14 feet long and that feeding them is a bad idea because it causes them to lose their fear of humans. I also let them know that Lu weighs the same as a Hummer car. I'll say that he's a good guy, and we love each other very much, but we have a long distance relationship for a reason. He's very territorial."

While the animals at the wildlife park are Florida natives, Lu is an exception. An African hippopotamus, he was born at the San Diego Zoo on January 26, 1960. Lu, whose full name is Lucifer, was a "child star" early in that decade playing leading roles in movies and television shows. His credits include the movies *Daktari* and *Cowboy in Africa*, and television specials such as the *Art Linkletter Show* and the *Herb Alpert Special*.

Lu weighed just 90 pounds at birth, but gained weight as a child actor and eventually became too large, at which point he was retired to the park in Florida. He lived there without incident until the state took the park over from private owners and decided to shift focus and remove all of the exotic species, including Lu.

"The park was going to get rid of Lu until people in the community started a petition and presented it to the governor, who made Lu an honorary citizen in 1991 and gave him the zoo as his home for life," says Iozzia.

A vegetarian, Lu's daily diet consists of 15 pounds of alfalfa hay, four scoops of a herbivore supplement and a five-gallon bucket of vegetables and fruit. Every January he celebrates his birthday with local elementary children who come to



Vicky Iozzia feeds Lu during a park show.

see him munch on bread covered with frosting.

Iozzia is certain that Toastmasters has a lot to do with her ability to share the stage with a 6,000-pound hippo. "Thanks to my Toastmasters training I can perform in any situation," she says. "I feel so lucky to be working with Lu; it's something I never would have expected. So many doors have opened because of this organization."

Just recently Iozzia was asked to leave retirement for a position as director of Jesse's Place in Crystal River, Florida. This new facility will provide medical services and counseling for children who have been abused, and Iozzia will use the skills learned through Toastmasters to run the facility and make the public aware of its goals.

"I'm very excited about the new position, but I made something perfectly clear when I accepted the job," she says. "I'm going to keep feeding Lu." **T**

Julie Bawden Davis is a freelance writer based in Southern California. Reach her at Julie@juliebawdendavis.com.

Want to give a powerful and unique speech?

Think Purple Cow

In marketing literature, we learn about the infamous 4Ps: Product, Price, Place and Promotion. They are important variables to a successful marketing campaign. However, not long ago, marketing expert Seth Godin introduced the 5th P: **Purple Cow**. It is an equally – if not more important – ‘P’ to transform businesses by becoming remarkable. Although this book, titled *Purple Cow: Transform Your Business by Being Remarkable*, was written for business people and entrepreneurs, the principles he shares can be directly applied to public speaking.

If you are looking for some fresh and exciting ideas on becoming a remarkable speaker, you have to read on!

“Cows, after you have seen one or two or ten, are boring. A Purple Cow, though... now that would be something. Purple Cow describes something phenomenal, something counterintuitive and exciting and flat out unbelievable.”

– Seth Godin, *Purple Cow*

In my opinion, most of our speeches are brown cows: safe, predictable and downright boring. You can already guess the ending when you are one to two minutes into the speech. The message is usually the same. If you religiously adhere to all the tips that experts share with you, then you will become a polished speaker...just like everyone else. There is nothing unique.

That’s why I am a strong advocate of finding your personal style when it comes to speaking and one way to do so is to share anecdotes. They personalize your speech and make it unique. No two people have the same story to tell. Even if they happen to be in the same situation, each has their own perspective.

Most speeches fall into four categories: entertaining speeches, informative speeches, persuasive speeches and inspirational speeches. I would like to introduce the fifth type: a “purple cow” speech.

A “purple cow” speech is one that is so remarkably different that everyone cannot help but talk about it. Did you ever experience a speech that was so powerful and unique that you found yourself raving about it to everyone who crossed your path?

For example:

- *“Gosh, you should have come yesterday! The speaker was absolutely fantastic...”*
- *“I have never seen or heard such a phenomenal speaker. Here’s the link to his speech, you have to watch it.”*
- *“He is good but he will never be as good as that guy who spoke last year at our annual event...”*
- *“I found her Web site on the Internet and guess what, she will be speaking again next month in New Jersey. We must go!”*
- *“You will not believe what happened yesterday. There was this speaker who did...”*

Get what I mean? Wish that speaker were you?

Here’s the key. Giving a speech is always about your audience. This is old news. But I want you to go one step further. Amaze them so much that they see it as their responsibility to tell at least 10 people about your speech! You have to create a speech that is worth other people’s time and effort to talk about. Sometimes it may not be the speech or the message. It could be you!

But how? By being a purple cow, of course!!!

Step out of your comfort zone and try something new, crazy and

out of the box. Something that is unconventional, yet fresh. Take a risk and do something different in your speech. It may flop. But, hey, it may also work wonders! You never know until you try.

Here’s a 30-day trial for all purple-cow wannabes! In the next 30 days:

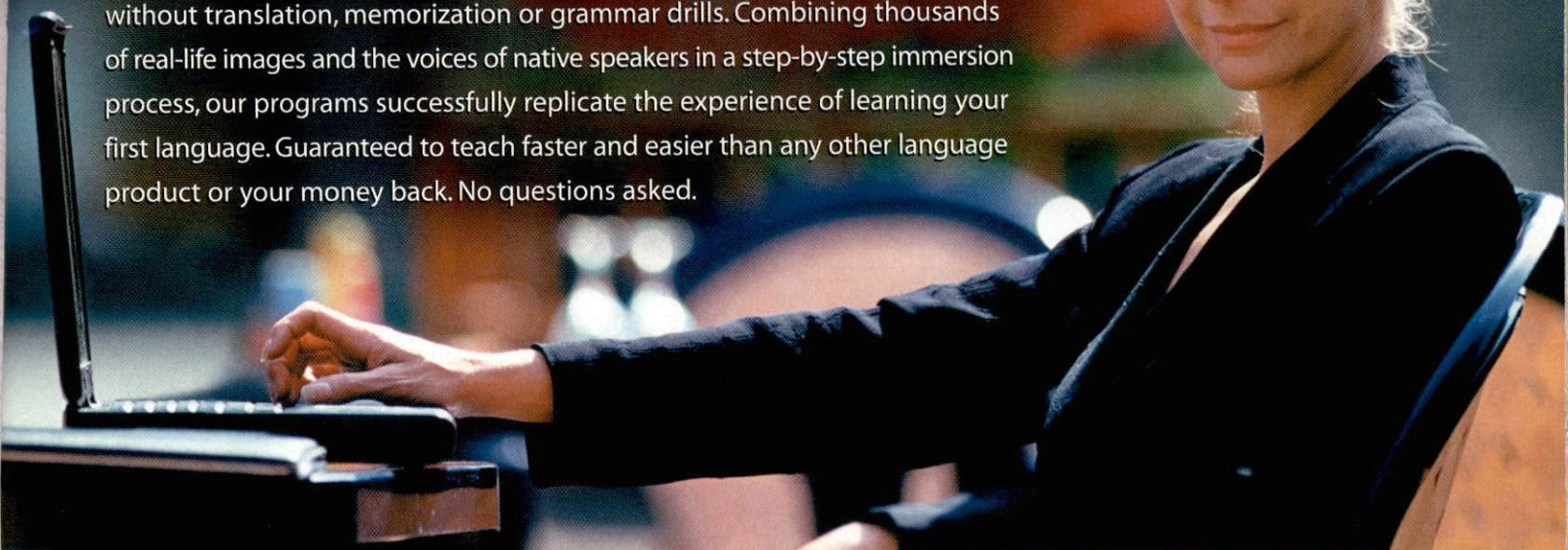
- Don’t just slap on coats of purple paint. Make purple your cow’s natural color. Do this by avoiding gimmicks. Instead, make your next speech unique from its foundation and begin with a theme that is new and startling.
- Come up with 10 ways to modify your speech and overwhelm your audience with its remarkability.
- Each time you think of something safe to do for your speech, reverse it.
- Find things that are “just not done” in the speaking industry or in your Toastmasters club and try it.
- Ask “Why not?” Almost every time you stop yourself from doing something, there is no good reason. Instead, it is usually the result of fear and assumption. So, why not?
- Treat your next speech like a game and have loads of fun with it.

Remember, the next time you prepare or give a speech, think Purple Cow... or indigo cow, gold cow, purplish with a tint of blue cow... You get what I mean. ■

Eric Feng, ACB, won the International Humor Contest at Division level this year. A member of Panorama club in Philadelphia, Pennsylvania, and NUS Toastmasters Club in Singapore, he writes a public speaking blog: <http://blog.ericfeng.com>

The fastest way to learn a language. Guaranteed.™

Finally, a different approach that has millions of people talking. Using the award-winning Dynamic Immersion™ method, our interactive software teaches without translation, memorization or grammar drills. Combining thousands of real-life images and the voices of native speakers in a step-by-step immersion process, our programs successfully replicate the experience of learning your first language. Guaranteed to teach faster and easier than any other language product or your money back. No questions asked.



French	Italian	Japanese	Farsi	Greek	Danish	Dutch
German	Tagalog	Vietnamese	Thai	Arabic	Swahili	Latin
Chinese	Russian	Indonesian	Korean	Hebrew	Polish	Pashto
English <small>(US or UK)</small>	Spanish <small>(Latin America or Spain)</small>	Portuguese	Hindi	Turkish	Welsh	Swedish

Award-winning software successfully used by U.S. State Department diplomats, Fortune 500® executives and millions of people worldwide.

Step-by-step immersion instruction in all key language skills:



Listening - Rosetta Stone uses native speakers and everyday language to develop your understanding of the spoken language naturally and easily.



Reading - Text exercises develop your reading skills by linking written language to real-life objects, actions and ideas.



Speaking - Speech-recognition feature records, diagrams and compares your voice to the native speaker's, grading your pronunciation.



Writing - Practice writing the language you are learning with the program to guide you. Simply write what you hear, then the program carefully checks your work and lets you correct any mistakes.

"...your program is the absolute best, bar none. I am shocked at how quickly I learn." - Michael Murphy
Texas, USA

"Stupendous...the juxtaposition of text, sound and picture was masterful. The quality of both sound and graphics was first rate." - The Boston Globe

Each fully interactive course includes:

- CD-ROM curriculum with 20 activities in each of 92 lessons
- Previews, comprehensive exercises and testing for each lesson
- Automated tutorials that "learn" where you need extra help
- Curriculum Text and 45-page User's Guide



SAVE 10%

Level 1 Program
Regularly \$195.00



Your Price
\$175.50

Level 2 Program
Regularly \$225.00



Your Price
\$202.50

Level 1 & 2
Regularly \$329.00



BEST VALUE!
Your Price
\$296.10

Personal Edition. Solutions for organizations also available.

Call today or buy online for a 10% discount.

RosettaStone.com/tos106
1-800-399-6162

Use promotional code tos106 when ordering.

RosettaStone®
Language Learning Success



Highlights from the 75th Annual International Convention, in Washington, D.C., August 23-26, 2006.

Washington, D.C.

A Capital Experience!



More than 1,700 Toastmasters from near and far met at The Hilton Washington in Washington, D.C., in August. Some came as seminar presenters, some came to campaign for a seat on Toastmasters' Board of Directors, some came just to see what all the fuss was about. But most people came to the convention knowing what to expect: a reunion with friends and fellow Toastmasters who share a common interest in becoming better speakers and leaders. The photos on these pages show some of the education and entertainment of the four-day event. But to truly understand what a Toastmasters International Convention is all about, you have to be there! We hope you will be there, at next year's convention at J.W. Marriott Desert Ridge Hotel and Spa in Phoenix, Arizona, August 15-18, 2007. Once you come, you'll be hooked!





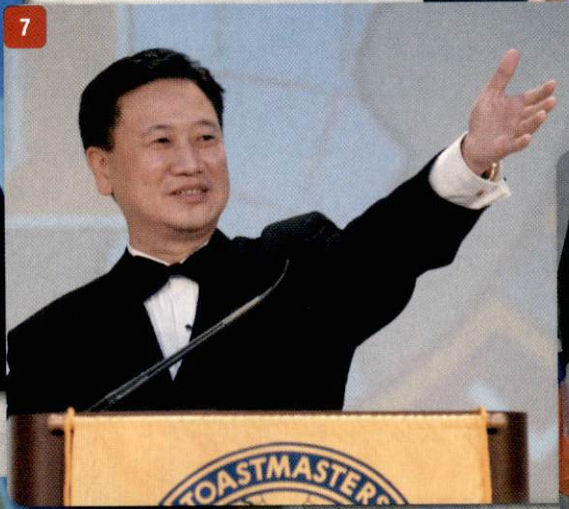
4



5



6



7



8



9



10



11

PHOTO CAPTIONS (page 10)

1. Newly elected International President Johnny Uy, DTM, and his wife, Irene, show off their tango skills at the President's Dinner Dance.
2. Delegates line up for the traditional Parade of Flags.
3. 2005-2006 International President Dilip Abayasekara and his wife, Sharon, are honored at the Dinner Dance.

PHOTO CAPTIONS (page 11)

4. Luncheon speaker Caren Neile, ATMS, shares storytelling tips.
5. They are speech contest champions: From left: Douglas Wilson placed 2nd in the World Championship of Public Speaking. Edward Hearn placed 1st, and Rich Hopkins placed 3rd.
6. Newly elected Third Vice President Gary Schmidt, DTM, greets the audience.
7. President Johnny Uy puts his speaking skills to good use.
8. Keynote speaker Mark Sanborn vows the crowd.
9. General-session speaker Marilyn Sherman shares tips for success.
10. 1999 World Champion of Public Speaking Craig Valentine teaches leadership skills.
11. An animated audience!

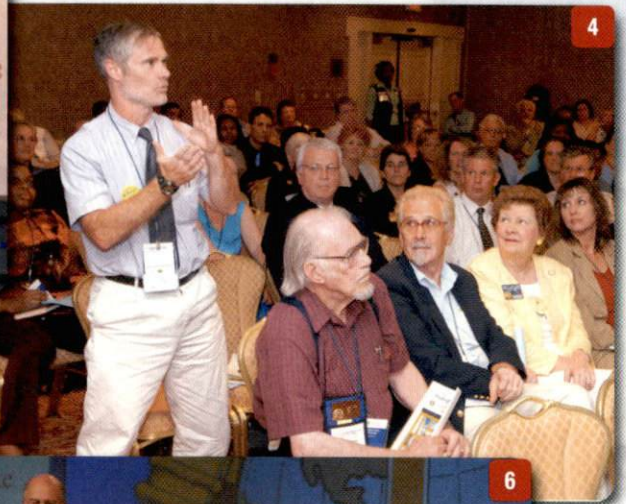
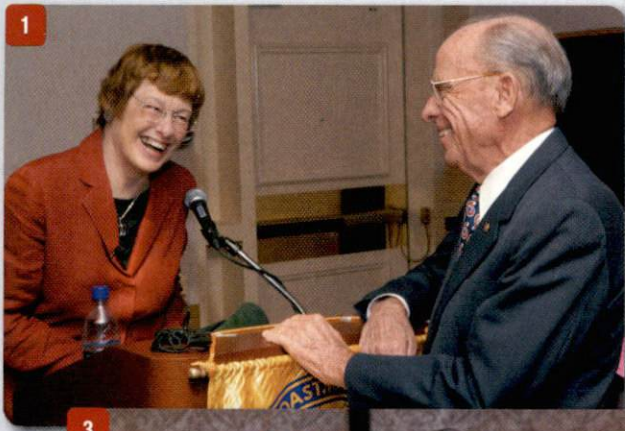


PHOTO CAPTIONS

1. Session speaker Penny Post, DTM, shares a moment with Don Ensich, DTM
2. District 79 Governor Vijay Bloor, and his wife, Bharti, of Bahrain, are recognized during the Golden Gavel Luncheon for District 79's success as the top-ranked district in the world.
3. Humor expert Joel Goodman with the Humor Project leads a session on "Fun Fu!"
4. A delegate asks questions during a session.
5. Siegfried Raphaela and his wife, June, from Curacau, Netherlands Antilles.
6. Golden Gavel recipient Jim Kouzes speaks from a head table filled with Distinguished District governors.
7. Audience members listen to speaker.
8. Leadership expert Jim Kouzes accepts the Golden Gavel Award from President Dilip Abayasekara for his research and books on leadership.

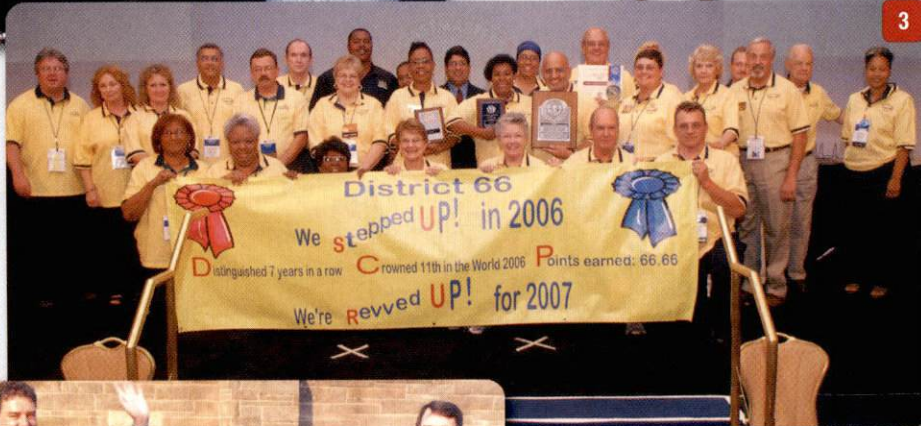
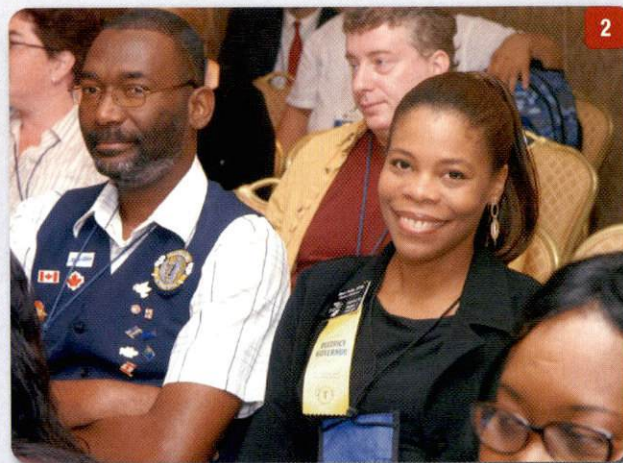
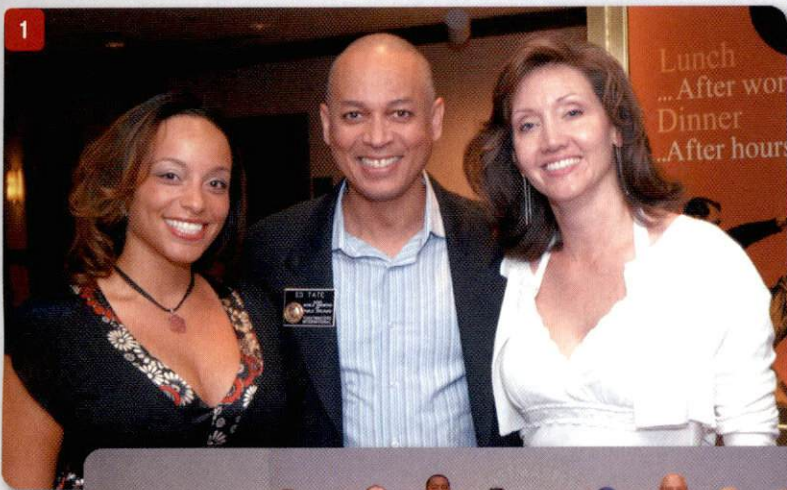


PHOTO CAPTIONS

1. Past International Speech Contest winner Ed Tate with Darla Sanborn (right) and guest.
2. District 39 Governor Sheri Pulis, DTM, and District 81P delegate.
3. District 66 members celebrate their Select Distinguished District status at the Hall of Fame ceremony.
4. Delegates are ready to see the sights of Washington, D.C.
5. Freetoasthost.org Web-site creator Bo Bennett, DTM, leads a session on how to design and host a club Web site.
6. Ed Sykes, DTM, interacts with his audience in his session on creating vibrant clubs.
7. Past International President Jon Greiner (right) thanks Host District Chairman Jim Ronning, DTM, for his work in organizing the Convention.
8. District 71 Toastmasters are proud to be President's Distinguished.



PHOTO CAPTIONS

1. 2005-2006 President Dilip Abayasekara and members of TI's Executive Committee preside over the Open Board Briefing.
2. Past International President Gavin Blakey, of Brisbane, Australia, dances with his wife, Bea.
3. Dancing couple has the right moves.
4. Newly elected International President Johnny Uy, his wife, Irene, with family and friends from the Philippines.
5. Second Vice President Jana Barnhill, DTM, and her husband, Past International President Robert "Bob" Barnhill.
6. Dinner Dance table decorations and program.
7. Past District 31 Governor Charlie Keane celebrates his recent 100th birthday with a trip to the dance floor.
8. Senior Vice President Chris Ford and his partner, Carole Campeau, are seated at the head table.

The entire* 2006 Toastmasters Convention on MP3 CD-ROM!!

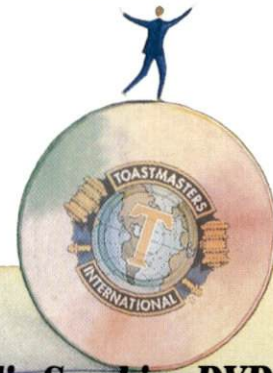
** Some sessions not suitable for recording*

Toastmasters International
75th Annual Convention, Washington, D.C.

Only \$99.99!

+ Shipping & Handling: \$6 US, \$8 outside US

PLUS! Receive a 2006 World Championship of Public Speaking DVD **FREE** with the purchase of the 2006 MP3 CD-ROM from this ad only.



What is an MP3 CD-ROM?

A normal CD can hold up to 80 minutes of speech. By our compressing the files with an MP3 compression method, you can have as many as 50 hours on one disc. These MP3 CD-ROMs are audio-only recordings of the live sessions during the Convention.

If you wish to WATCH selected sessions, order videos on DVD or VHS.

CD-ROM + DVD -TS21-4239

You must use this order code to receive this special offer. On the WEB, put the code in the "comments" box.

NEW!
By Popular Demand



20 Years of memorable speeches have been combined into collectors sets of MP3 CD-ROMs for your education and enjoyment. Choose from 20 Years of Humor, World Championship Winners, Golden Gavel, Keynotes, and More!
PLUS! 20 Years of World Champions on one DVD for only \$99.99!

You Can:

- ☼ Listen to sessions you missed.
- ☼ Stay current, informed, and entertained.
- ☼ Review information at your pace ... Start, Stop, and Scan easily.
- ☼ Play in Windows Media Player, your iPod, or any MP3 Player.
- ☼ Play in PC or MAC computers (uses Quicktime and Acrobat).
- ☼ Create your own CD's ... Drag and Drop to your CD Burner. Files are sized for 80 min. CD's.
- ☼ Play in your vehicle ... some vehicles have MP3 players. Portable MP3 players can also play through your radio or cassette player.
- ☼ Each MP3 CD-ROM has up to 50 hours of the latest research and information.
- ☼ MP3 CD-ROMs are searchable by names and titles.
- ☼ Speech Contests can be accessed by speakers and interviews.
- ☼ Don't miss out on important information that can help you to succeed.

To order, call toll-free 1-800-322-4422, go to our Website: billspro.com, or by mail. Credit Cards, Checks, or Money Orders accepted.



Picture and model may vary.



Bill Stephens Productions, Inc.

320 STEWART ST., RENO, NV 89502, USA

(775) 322-6292; FAX (775) 329-3328

Toll-FREE 1-800-322-4422

SERVEME2@billspro.com

Proudly serving Toastmasters since 1986

That's Not Funny!

Why people find
your perfect
joke offensive.

By John Kinde, DTM

If a book of dirty jokes falls open in the woods and nobody is there... are the jokes offensive? No. You need an audience of at least one person.

Whether a joke is in poor taste is not about the content of the joke. And it's really not about the speaker or writer of the joke. It's about the interpretations and reactions of the listener or the reader. One person's joke is another person's rude comment. What makes one person laugh makes another person blush in embarrassment. What some people consider subtle wit is nothing but an insult to someone else. As speakers we need to understand some of the factors that account for these differences.

It's About Them

■ **Conditioning By Society.** People are influenced by their families, friends and other social and cultural experiences to think that certain things are funny, and that other things are offensive. This isn't necessarily good or bad. It just is, although it carries more of a negative impact when the offensive humor ruins relationships and attacks a group's self-worth. Humor based on a stereotype, even if it's accurate, can have a negative impact on society. On the other hand, humor can disarm a stereotype. Creating effective humor is very difficult, because the end result (the judgment

of the receiver) has less to do with the speaker's intent, delivery or the content of the joke. It's more about the history, experiences and conditioning of the listener.

■ **Playing Police Officer.** Some people find material offensive not because it offends *them*, but because they are afraid it will offend someone else. They have a self-appointed role as the protector of society and they censor material they feel may cause discomfort to others. Sometimes these "police officers" play a valuable role in challenging poor-taste humor.

■ **Perspective.** A humor line can be offensive to men for one reason and to women for another reason. In a humor writing contest based on

"One person's joke is another person's rude comment."

the gender of words, a writer submitted this line: "Pants are feminine because in most homes it's the women who wear them." This can be offensive to women feeling it's a putdown of assertive women or women who work outside the home. It can also be offensive to men who feel it's an attack on their masculinity and that it implies that women are superior to them. In either case it doesn't matter what the attitude or intent of the speaker was. The perspective of the listener affects that person's reaction.

"Always play it safe and you'll never have to be sorry."

such a history of oppression that they've become conditioned to see putdowns in places where none was intended. Being offended becomes an automatic, knee-jerk reaction. On the other hand, they may be living with a history in which humor was used as a weapon to dehumanize their particular minority.

For example, the Nazis in World War II Germany used comical political cartoons about Jews to desensitize the general population toward a group of people they planned to annihilate. As a result, people of Jewish heritage may feel they have every right to be vigilant. Other people will have their own reasons for watchfulness. Consequently, deciding how far to take your jokes is not easy. Just be aware that you see things through your own filters, and you may need to expand your cultural awareness and sensitivities. The best caveat is one of the oldest: Know your audience.

■ **Pushing Buttons.** I found a couple of satire Web sites that hit some hot spots. One was on the subject of relationships between blacks and whites. The other was on gay marriage. Both Web sites played with stereotypes. The comments posted to both sites demonstrated the power of satire to push buttons on both sides of an issue. It showed how people with opposing views on each subject could be offended by the same material. And conversely, it showed how people on both sides of the issues could love the Web sites and appreciate the humor. It was less about the sites than the opinions and judgment of the viewers. Other hot-button issues for humor include immigration, gun control, religion, abortion and affirmative action.

■ **The Two Percent.** It's said that two percent of people will be offended by anything you say or do. There is truth to that. Most jokes will probably be found offensive by someone. If your goal is to offend no one, don't speak or write to anyone. A better goal is to find the socially prevalent line that divides the humor of good and bad taste for most of your particular audience and try not to cross it without purpose. Accept the fact that some people will be offended no matter what you do, and don't lose sleep over their

opinions. Instead, concentrate on the 98 percent who remain and try not to alienate them.

What Can You Do?

■ **Know Your Intent.** Understand why you use humor. What is your motive behind each line of a joke? Is it that you really don't like the group you're poking fun at? When you're coming from a negative place, your humor is likely to be off target, offensive and divisive.

■ **Have Self-Esteem.** Although the impact of a joke depends on the receiver, it is also true that humor at others' expense is often created by people who are trying to boost their own self esteem by ridiculing others. I've noticed that people who are emotionally healthy and balanced are less likely to denigrate others than those who have self-worth issues.

■ **Seek the Truth.** Don't fall into the trap of thinking you own the truth. It's a mistake to label other people's actions and behaviors with the motivations you believe are behind them. Your guess will often be wrong. The resulting negative judgments will weaken your relationships.

■ **Be Challenged.** Don't take the simple road to humor by doing the easy jokes based on sex, body parts and negative stereotypes. Create humor that takes thought and creativity. It's more challenging, more funny and less offensive. Two years ago I won our District Humorous Speech Contest with a speech that played with a challenging topic: *How To Succeed In Business By Going to Work Naked*. The challenge was to develop a five- to seven-minute speech without talking about sex, body parts or bodily functions.

My favorite joke had innuendo that I just couldn't include in the speech, even though I loved it. It was good practice in making judgments on what was appropriate. I'm sure some people thought, for their own valid reasons, that it was not an appropriate topic for a Toastmasters contest. Just the word "naked" pushes buttons for some people. And remember the two-percent rule? Winning four levels of Toastmasters competition indicated to me that I met the challenge of good taste.

■ **Do your homework.** Keep your radar tuned for the possibility of sensitive material in your talk. In most of my programs I include humor based on inside information about a group, provided to me before an event. When I presented a motivational program for a group in California, a member of the group was known to go on vacation to the same island destination each year. It was an inside joke to say that she vacationed on *Fantasy Island*. Using that material seemed safe, but after the program the woman complained to me about the joke. No matter who gave me the information, I was responsible and should not have hesitated to talk to the target of my humor.

Warning your target does not reduce the impact of the humor. Although it takes away the element of surprise for that one person, it's still fresh material for the audience as a

whole. Since you've done your homework, it will make you more confident, and the person who is the target of the humor might love the joke even more for taking part in its creation.

■ **Get permission.** Then, there was the time I was entertaining at a 50th birthday party. I sometimes do a segment referred to as "The Question Man" where I pretend to answer the audience's written questions. Actually I create all the questions and answers myself. That time, I had been informed that a guy named Bob was getting married for the fourth time. He had been divorced three times before. I knew that this might be a ripe subject for humor. But would Bob think it was funny? So I asked him, "Is the fact that this is your fourth marriage something that *you* joke about?" The answer was yes. I also asked, "Does your fiancée think it's funny, and is it something that the two of you joke about?" Yes and yes. Next, I shared the joke with him in advance.

Here's the setup line: "I have been invited to Bob's wedding next month...should I go?" And my answer: "Yes...and to the one next year too!" I implied that by next year he will be planning his fifth wedding. The joke was a hit and Bob and his fiancée loved it. I was comfortable using it because I had requested permission.

■ **Play it safe.** The time-tested advice from the speaking circuit is "when in doubt...leave it out." Although I'll push the edge occasionally, over the years I've become more conservative in my judgments. Always play it safe and you'll never have to be sorry.

Not long ago I observed an elderly woman being seated at a blackjack table with a man who was in his 50s. He was bold enough to ask the woman's age. She replied that she was 91 years old. His response was: "My grandmother was 91 when she died! When you get to heaven, look her up and tell her I said hi." His comment was the same as saying: "You're almost dead!" No doubt he meant well and was trying to be jovial with her, but it's possible he offended her instead.

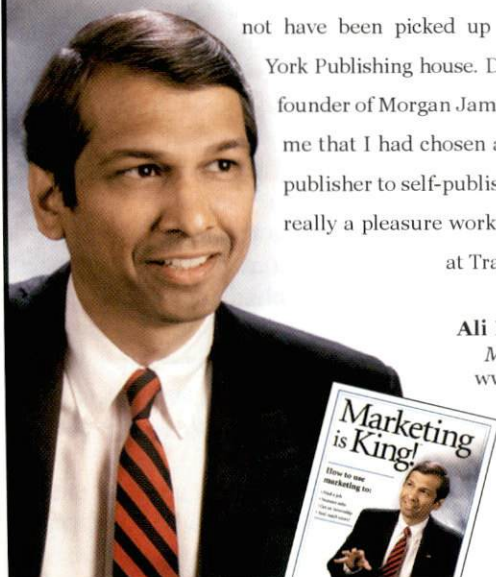
■ **Be a student.** When you find a Web site or newspaper article that you love or hate, ask yourself why you feel the way you do. Try to understand what is pushing your buttons. Then study the postings and opinions of others. Try to understand what makes other people tick. You'll become stronger at building relationships when you understand yourself and others.

■ **Walk A Mile.** Step into the shoes of someone different from you. Be sensitive. Build links, relationships and bonds. Use humor to grow our collective family and not tear it down. Let your positive humor shed light the next time you take the platform to entertain and move an audience. **T**

Accredited Speaker **John Kinde, DTM**, is a member of Powerhouse Pros Club in Las Vegas, NV. He is a humor specialist and professional speaker. Visit him at www.HumorPower.com.

Writing a book? Turn your passion into profit!

Trafford can publish your book quickly, affordably, effectively and make it available World-Wide!



“ I honestly believe that without Trafford I would not have been picked up by a major New York Publishing house. David Hancock the founder of Morgan James Publishing told me that I had chosen a very respectable publisher to self-publish my book. It was really a pleasure working with the folks at Trafford. Thank you!”

Ali Pervez, author of
Marketing is King!
www.umarketu.com

#1 World-Wide Distribution. Through Amazon.com, major chains and your local bookstore

Have control of the publishing process every step of the way!

Retain copyright forever and earn larger royalties

Sell paperback, hardcover and eBook editions!

From manuscript to published book in under 6 weeks

100% Moneyback Satisfaction Guarantee, No Questions asked!

Finally, a different approach that has already made the dreams of more than 9,500 authors come true. Learn more about it in our FREE Publishing Guide.

For your FREE Publishing Guide,
Visit our Web site www.trafford.com/1813 or call now
1-888-232-4444 or 250-383-6864 **Promo Code 1813**
Hablamos español • Nous parlons français



World-Wide Distribution Through: amazon.com INGRAM Libri.de BARNES & NOBLE

TRAFFORD
PUBLISHING™

How to Tell a Joke

By Larry Getten

Do it right, or
leave it out.

You're at a party. Your friend's sister's cousin from Montana tells a joke about a talking flounder, a one-armed fisherman, and a Jesuit priest from Nantucket, and you haven't laughed this hard since your Uncle Mel accidentally turned the Thanksgiving turkey into a stew. But your memory for jokes is not the best, as you learned that time you told your co-worker, "Take my wife... ummm... tonight?"

So, if you hear a joke you love, how do you ensure it stays in your memory?

Write it down

Excuse yourself, find a pen and jot it on a piece of paper. If you can't find paper, use a napkin or a matchbook cover.

But if you can't find a pen, pick up your cell phone and tell the joke to your voice mail. Not only can you write it down later, but this also gives you your first shot at telling the joke.

In fact, try to tell the joke to someone else in the next 24-48 hours, and do it more than once. If you wait several weeks to tell it, you may have forgotten the important points. Also, keep a "joke" file on your computer. Update it whenever you hear a joke you like, making sure to include the important words, phrases and punch line.

Hand Out Parts...in Your Head

If the joke is about three city guys trying to corral a herd of bison, what if you imagine your dad, your brother, and that nerdy guy Jim from your office as the three guys? I mean, dad trying to herd bison? He can't change

his oil without ruining a shirt! And Jim, the computer geek who once got his tie caught in the copy machine?

You get the point. The more you personalize the joke in your head, the more visual you make it for yourself, the easier it will be to recall at a later date.

Get to Know the Joke - Rehearse

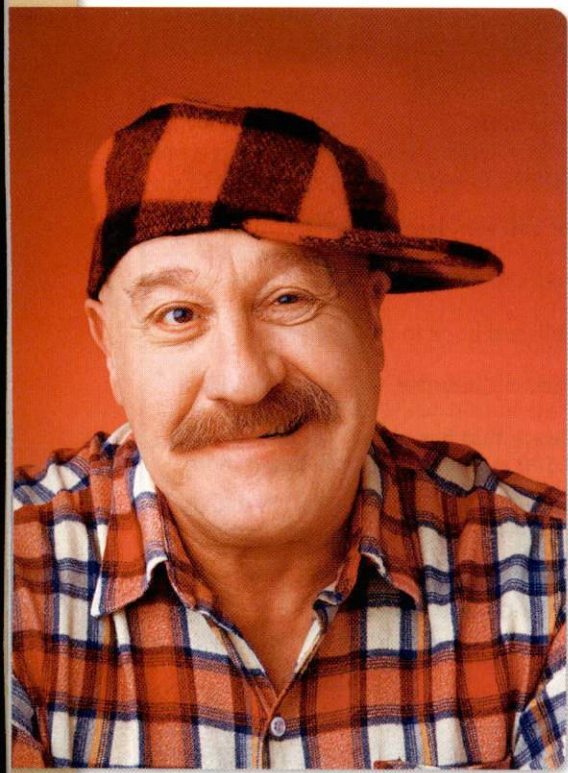
Repeating jokes out loud gets you used to the act of telling them and that's what will make you remember them. Repetition is key in memorizing anything, and being comfortable with your jokes is key to being funny. So print out your joke file, stand in front of your favorite mirror and speak as if you're talking to a good friend.

Repeating your jokes also helps you gauge their pace and their rhythm: where to pause, where to speed up and where to edit. One important tip – if you're saying the joke out loud and you start to bore yourself, shorten the joke. Figure out what can be cut without killing the laugh. Remember: The shorter the joke, the easier it is to remember.

One last word on memorization and preparation: If you don't have a joke sufficiently memorized so that you're *100 percent sure* you can tell it with confidence, hit every key piece of information and get the punch line *exactly* right – don't tell it. Period.

How to Do It Wrong

So now here you are, at your nephew's wedding. You hear laughter from the other side of the room, and it's your Uncle Jack, telling jokes



to several of his fishing buddies and some ladies from the other side of the family. Here's your chance.

But before you wade in, let's listen in on ole' Uncle Jack:

"Alright, my turn, my turn. This joke is the funniest joke you've ever heard – you're gonna die! Alright – so a priest, a rabbi and an octopus are floating in a hot-air balloon over the Eiffel Tower. The three of them are starting to sink, and they're afraid they have too much weight to land safely. So the rabbi says to the octopus... hold on. So the priest says to the rabbi... wait, I mean, the rabbi says to the octopus... yeah, that's it. The rabbi says to the octopus..."

We'll stop here; this is painful enough. Now, let's examine the many mistakes dear Uncle Jack has already made – mistakes you'll want to avoid any time you're telling a joke:

- **Don't tell racially sensitive jokes.**

There is a difference between jokes involving race, and racist jokes. However, everyone has a different barometer for this, and what may seem harmless to you may offend someone else. Unless you're absolutely sure that you know the sensibilities of the people involved, err on the side of caution and keep race and religion out of it.

The same goes, by the way, for sexual material and profanity. Unless you know your listeners well enough to know they're cool with it, leave it out.

- **Never start off by telling your audience how funny the joke is.**

There's no upside to it. Just tell the joke, and let the listeners judge. Comedians don't come out on stage and tell the audience how funny they are, and neither should you.

- **Make sure you have the joke memorized, and in order.** Once you have to double back and interrupt your momentum to give the audience information you forgot to give them in the first place, the joke's dead.

- **This is most important.** If you're gonna tell a joke about an octopus, don't put him in a hot-air balloon. Everyone knows octopi are afraid of heights.

So Uncle Jack gets through the horrible octopus joke and before anyone else can speak, he says, "Wait – I've got one more." Everyone in ear-shot fidgets. No one looks him in the eye. Several people glance at their watches. But before anyone can make a graceful exit, he launches into another one. And since he's such a good example of what *not* to do, let's stick with him for a minute:

Doing It Wrong – The Sequel

"So there's this Frenchman, Jacques," says Uncle Jack, who then starts speaking in what is supposed to be a French accent, but sounds more like he's gargling with glass. *"Jacques tells his friend Pierre, 'Eye em in zee kitcheeeee, waiting for deeees-ert.'"* Suddenly and inexplicably, Uncle Jack sounds Southern. He has also scrunched up his face in what he thinks is a snobby French pose, but really looks like he has something in his eye. So, let's learn from his mistakes.

- **Don't do an accent unless you know you can do it perfectly** – which means keeping the exact same accent from the beginning of the joke to the end. When telling jokes, close enough is not good enough. Do it right, or leave it out.

- **Unless you graduated from mime school, leave the funny faces and voices at home.** Like the accent, if your antics are not perfect, they'll merely call attention to how imperfect they are, and detract from the joke.

- **Do not – under any circumstances except for maybe a fire – interrupt your own joke in the middle.** Jokes require timing and momentum. If you stop your own joke in the middle, you've killed your own momentum.

Almost ready...

So, now you know how to memorize and prepare your joke, and what awful habits to avoid. Anything else to keep in mind before slaying your crowd with your blazing wit?

Sure – here are a few additional pointers:

- **If something out of your control interrupts you in mid-joke, take a minute to see what happens.** The momentum is probably dead, but if your listeners return their attention to you hoping to hear the rest, pick up where you left off. Do not make a big deal about the interruption. What if they don't return their attention to you? Cut your losses and move on.

- **Don't rush the joke.** Speak at a reasonable pace – not so slowly that you bore the crowd, but not so fast that important words get garbled. Pace and coherence are very important in the joke – make sure you have both.

- **Make eye contact with the people you're telling the joke to, and distribute it evenly.** This involves each person as if you're talking directly to them, but be sure to alter your eye contact so as not to focus on any one person.

- **Don't laugh at your own joke.**

Your own laughter can break your momentum as much as any other interruption.

- **Most importantly – commit to the joke.** Believe in the joke and in your ability to tell it in a funny way.

Of course, if you've followed the advice in this article and put your best foot forward, then you're on your way to becoming the hit of any gathering, party or speaking engagement. **T**

Excerpted from *The Complete Idiot's Guide to Jokes*.

Larry Getlen is the author of *The Complete Idiot's Guide to Jokes*. He is a comedian, author and journalist. Reach him at larrygetlen.com.

How to have fun on stage.

I once I asked Jay Leno what advice he had for people who wanted to become standup comics. He said, "First, learn to speak in public." It seems logical that if learning to be a good speaker can help you become a professional comedian, then listening to and learning from professional comics can be beneficial for one's speaking.



LAUGH WITH & LEARN FROM THE COMICS

By Gene Perret

Here are a few lessons we speakers can learn from the laugh-makers:

Own The Stage

I've been backstage with Bob Hope when he was weary. He would sit slumped in his chair eager for the evening's entertainment to end. Yet when his theme music played and the emcee began his introduction, Bob Hope would stand tall and march onto the stage with determination.

All the great entertainers do more than simply make an entrance; they commandeer

the stage. They let the audience know immediately who is in charge, who will be orchestrating the evening's excitement.

The same should be true for a speaker. When you are brought to the podium, capture it and the listeners. Don't relinquish your authority until it's time for your "thank you" and "goodnight."

Know What You Are Going To Say

A recurring dream – no, nightmare – I have (and you probably do too) is that I am called to the microphone to "say a few words." When I get there, I can't think of a thing to say. I stand there frozen.

I remember working with the legendary comic actress, Lucille Ball. I told her we were adding a small bit to the show we were doing. She said, "Fine, let me see the script." I said, "It's just an adlib bit. We won't have a script." She said, "I tried that once when I was a young actress and I died onstage.

I want to see a script." Lucy wanted to *know* what she was going to say. We got her a script.

Comedians know they need material. They know where the laughs are and how to get them. Speakers, too, should know their message and how to deliver it before they approach the lectern.

Respect Your Audience

A comedian's formula is very simple – if I get laughs, I'm a success; if I don't get laughs, I'm a flop. And each comedian knows where those laughs come from: They come from the people sitting out front.

I once heard a beginning comic being chastised by an old pro. The veteran said to the newcomer after a sub-par performance, "You quit out there tonight." The neophyte said, "I had to. That was a bad audience." The wily old-timer said, "No sir. When it's a bad audience, you have to work harder."



"All the great entertainers do more than simply make an entrance, they commandeer the stage."

Good audiences are to be cherished and enjoyed, but all audiences are to be respected. A speaker owes all his or her listeners courtesy, consideration and the best darn performance you can offer. In other words, be professional.

Build Up To Your Message

A comedian's message usually is the punch line. That which produces the laugh is sacred to a comic. It's the entire purpose of the performance. Consequently, everything else in the presentation is there to promote, enhance and reinforce the punch line.

I know because I have worked into the early hours of the morning with some comics who insisted that this word be changed, or that phrase be replaced, or this sentence be relocated – do something, they would plead; do anything to make the joke stronger.

As a speaker, your message should be as sacred as the comic's punch line. You should work as hard and as intelligently as you can to promote, enhance and reinforce your overriding theme.

Wait For Your Laughs

I have coached many beginning standup comics. Before I hear any of their material or see them step onto a stage, I offer one bit of advice that applies to and can benefit all of them – “speak slowly.” Young comics are usually nervous and want to get on stage and off as fast as possible. So they rush. If the act is going well, they get excited. So they rush. If the act is going badly, they want to escape. So they rush.

Polished comedy performers value the jokes they're telling. They want the audience to hear every word,



Bob Newhart talking about sub-standard performances one night. He admitted he had them. In fact, he said that any comic who said he never had an off night was not telling the truth.

I remember a lecture I delivered in a movie theater. I had been working to the crowd in the back of the hall and the balcony. It occurred to me I should pay some attention to the people in the first few rows. I glanced down and the entire front row was catching a nap.

Many comedians will tell you, almost fondly, of their disastrous shows. One thing they won't tell you, though, is how they gave up on those shows. The pros don't. As mentioned earlier, they work harder.

You will have many lectures that *go through the roof*. Unfortunately, you'll also have a few that *just sit there*. Learn

“Everything I say in my talk is either true or would have been true if it had actually happened.”

every nuance. So they take their time. They even pause at critical points in the presentation to build suspense. “Something wonderful is coming,” they seem to be telling the listeners, “but I'm going to make you wait just a little longer for it.”

When they do deliver the comic gem, they wait for the impact to sink in. They wait for their laughs.

You, the speaker, have something wonderful for your listeners, also. Don't rush them through it. Let them savor it, wallow in it. Let them hear every delicious word and give them time to appreciate it.

Don't Let Them See You Sweat

This admonition was popularized in TV commercials not too long ago. “No matter how badly you're doing,” various comics advised, “don't let them see you sweat.” I heard

from the comics and give each performance your all. Determine in your own mind that if you have an off night, it will really be the audience's fault – not yours.

Learn From Others

Many years ago I went on tour with a comedian I was writing for, and I rarely saw his act. Each night he sent me to other clubs to see what other comedians were doing. It wasn't that we would *borrow* material or anything like that. This comic just wanted to see what the others were doing, what worked, what the audiences did and didn't appreciate.

All of us can learn from other speakers. We can pick up effective gestures that might work in our own speeches. We can learn from their dramatic pauses. We might see how they handle props and visuals. We might just become

better speakers by listening to and learning from better speakers.

Don't Take Yourself Too Seriously

Good comics are not afraid to be the foil of their own gags. When writing dialogue for a particular comedian and his guest, I gave the comic (since he signed my checks) some really powerful lines. However, he revised the script. When the show was performed, all my funny lines were given to the guest. They got beautiful, giant, boffo laughs.

I asked the performer why he made those changes. He told me, "The audience always likes it when the guest star does clever put downs of the star." He was not only willing to be the butt of his own jokes, but relished it. The laughs were bigger; the show was better.

As speakers we often have momentous messages that should be treated respectfully. But we should remember it's the message that's important; not us personally. If you can present a sense of humor about yourself, the audience will respect that. They'll listen to your important message even more eagerly.

Speak The Truth

Early in my comedy writing career, I sent several gags to Phyllis Diller. I was especially proud of one in particular. However, Phyllis turned it down. I was so stunned that I had the audacity to ask her about it. I said, "Why did you turn that one joke down." She said, "It wasn't true, and honey, if it's not true, don't send it to me."

Comics can exaggerate, distort, twist, bend, rearrange – do lots of things with facts. However, for a joke to be truly effective, the audience must recognize some truthful, realistic basis for it. It must have an honest foundation.

In my presentation, during questions and answers, someone will often ask if a certain anecdote is true. I tell the audience very frankly, "Everything I say in my talk is either true or would have been true if it had actually happened."

Yes, I manipulate some facts in order to emphasize the humor, but it remains based in recognizable reality. As a speaker, you have a message you are delivering. It should be based on valid, honest, well-researched facts.

Have Fun

It sounds so simple, and it is. Comedians love to entertain. They enjoy the laughter and the applause. Once Bob Hope was going on a vacation to a remote part of Alaska. He was going to be gone for four weeks and would be away from phones. We writers couldn't reach him and he couldn't reach us. Frankly, I was looking forward to this vacation of my own.

After three days, he called me for material. I said, "Where are you?" He said, "I'm home." I said, "I thought you were going fishing in Alaska for a few weeks?" He said, "I found out fish can't applaud."

Comedians have fun on stage. When they do, people have fun in the audience.

Enjoy your time on the podium, and the listeners will enjoy themselves, too. Luckily, laughter, enjoyment and happiness are contagious. ■

Gene Perret has won several Emmys for his work on *The Carol Burnett Show*. He was Bob Hope's head writer for the last 12 years of Hope's life. His latest book, *Damn! That's Funny* was published in 2005. Contact him at gper276@sbcglobal.net.



"Why Would the Best-Selling Author of Chicken Soup for the Soul Give Away the Top Caliber Strategies That He Used to Catapult His Speaking Career... FOR FREE?"

Some say I am crazy...but I'm just feeling generous. I have mentored thousands of speakers and **TODAY, with no catch, I am gifting you** with a glimpse of the MEGA marketing strategies, secrets and methods gleaned from my past Mega events. **Get instant access to live event recordings in mp3 format**, my complimentary gift to Toastmaster's across the nation.

Discover top-caliber strategies from some of the industry's most successful leaders including:

- Bob Proctor
- Dan Kennedy
- James Malinchak
- Les Brown
- Nido Qubein
- Robert Allen

Visit www.megaspeakingempire.com/thetoastmaster TODAY!



How to Succeed in Toastmasters

By Rajeev Pandey, DTM

Want to get the most from your membership? Follow these 10-steps.

I have been a member of Toastmasters for approximately a decade and received my DTM not long ago. Looking back, I have decided that there are a number of keys to success in Toastmasters:

1 Participate. You can't become a better speaker unless you speak. You cannot speak unless you create speaking opportunities. While you can find speaking opportunities all over, meetings are perfect opportunities to receive constructive evaluations. What's more, the various meeting roles you assume can teach you different lessons, but all of this requires you to participate!

2 Have a Goal, and a Plan. My goal was to earn the Competent Toastmaster (now Competent Communicator) award in one year.

That required me to basically give one speech a month, with a reasonable margin of error. Once I figured out where I was and where I wanted to be, it was easy to decide how close I was to meeting my target. As the saying goes: "No one plans to fail; they just fail to plan." Have a plan! I have always been haunted by the lines of the song, "Angel in Blue," by the J. Geils Band: "And she never had dreams / So they never came true." Have dreams. Dreams translate into goals, and goals drive the creation of plans.

3 No Free Speeches. In our club lingo, a "free" speech is a speech that you give somewhere that doesn't count toward a Toastmasters award. If you need to stand up and make a presentation, find a fellow Toastmaster to evaluate your speech. Yes, it is

a speech, and yes, each speech should be counted as much as is allowed by Toastmasters. Get help from the vice-president education (VPE) in finding the appropriate speech project from the *Competent Communicator* or various advanced manuals to apply to your speaking occasion. But don't let speaking opportunities go to waste: I am a firm believer that a club member should never give a speech that doesn't result in the VPE's initials in the back of some manual.

4 RTFM. "RTFM" in the computer industry stands for "Read The, umm, Friendly Manual" (the word *friendly* is occasionally replaced by stronger words.) In this article, RTFM stands for "Read The Fantastic Magazine." *Toastmaster* magazine is a great source of ideas and thoughts on self-improvement. Make time to derive value from this source. RTFM!

5 Run (Don't Walk) For Office. TT's Leadership Track requires you to serve as a club officer (CL/ALB), and as a district officer (AL/ALS). If that is not enough motivation for you to pursue a club or district office, consider this: Officers receive Toastmasters training, gain leadership experience, and define the quality and viability of the club. A volunteer organization is what volunteers make of it. Make the most of it!

6 Look for Speeches. Cultivate that small voice in you that proclaims, "Hey, that would make a great speech!" Look at the nine non-Ice Breaker speeches in the *Competent Communication* manual and think of speeches you could give to meet those goals. Read through and occasionally review the manual so you have a firm grasp of the variety of materials you need to seek.

7 Be a Toastmaster Outside of Meetings. Speaking opportunities occur all the time and many can be evaluated formally or informally, by

others or even yourself. Ask your co-workers for feedback on your two-minute status update in the staff meeting. Step up to speaking opportunities in other organizations you belong to, and find people or ways to get feedback from those opportunities.

8 There is Life Beyond the CC. You may be nearing completion of the *Competent Communication* manual and the CC award, happy that your development plan objective at work will be met, or just thrilled that you achieved a goal you set for yourself. I have had the pleasure of welcoming several new members to our club, watching them learn and grow, and eventually congratulating them on earning their CC award. After that achieve-

what you like to do in your spare time. I gave talks about amateur radio, college basketball, cellular automata, cryptography, the *Titanic*, animal rights, calculators, voluntary simplicity and movies on my way to my CTM award. The talks were easy to create and enjoyable to give, as I was very interested in the subject matters. Other Toastmasters got to know me better as a result. This also ensures that you have non-work-related interests!

10 Have Fun! While standing up and speaking in front of a group of people can be a nerve-racking and terrifying experience, the goal of Toastmasters is to provide a mutually supportive and friendly environment in which to


"If something or someone is raining on your parade, approach a club officer (or become one!) and correct the situation."

ment, though, I never saw them in a club meeting again.

What these members fail to realize is that there's more to all of this than being merely competent. Toastmasters offers more! Why not take them up on it? I found that the Advanced Communication manuals allowed me to tailor my education more to my needs, interests and strengths. They offer a range of topics to focus on, such as speaking to inform, leading discussions, storytelling, entertaining speeches and technical presentations. The leadership track also allowed me to acquire credentials attesting to my leadership skills. So advance beyond competent communication – consider life in Toastmasters beyond the *Competent Communicator* award!

9 Get a Life. While it's possible to give only work-related speeches and complete the *Competent Communication* manual, it helps to talk about your outside interests as well. Take a personal inventory of

conquer those fears. I still feel nervous when I stand up to speak, but at the same time, I have fun. Make sure you are having fun in the club. You have paid for the opportunity to be there, and ultimately, having fun can be the best part of your experience in Toastmasters. If something or someone is raining on your parade, approach a club officer (or become one!), and correct the situation. The main reason I am in Toastmasters is to *have fun* while improving my speaking, listening and leadership skills. It's a great way to find success.

With these 10 keys to success in Toastmasters, you'll be having fun on the way to your achievements, as well. Enjoy! 

Rajeev Pandey, Ph.D., DTM is a member of Avery Toastmasters in Corvallis, Oregon. He is an engineer/scientist with a computer company in Corvallis.

Presenting Internationally:

Be a Cultural Detective

By Jeanne Feldman, CL

What we believe to be “normal” is, in fact, cultural.

I should know about being a Cultural Detective. I’m American, and I moved to Paris, France, in August of 1991. Little did I know at the time that what we believe to be “normal” is, in fact, cultural. I can personally attest to the fact that we need to go way beyond a “do and don’t” list to communicate internationally.

After years of trying to put it all together, including making a lot of mistakes, I was finally able to grasp what we need to “detect” before

presenting internationally. One helpful opportunity came to me after being in France for several years. I found work at an intercultural consultancy where I discovered a whole body of studies on culture.

What is “culture”? One definition that really resonates with my own experience in France is that culture is a system of secret codes that we learn as we grow up and that “everybody knows.” You may or may not choose to follow the codes, but you know what they are. For example, when you enter a French store, I found out that you are expected to initiate a conversation by saying hello to the salesperson. And when you leave, you say goodbye. Once I had finally grasped this seemingly simple “code,” the salespeople started treating me much better. I had discovered one of the secret codes of what I now call “shopping etiquette”!

The first step in understanding different cultures is to get to know how they can be viewed in different areas. One important source for this is Edward T. Hall, an American anthropologist and author of *Understanding Cultural Differences*. According to Hall, each area of culture has two opposing tendencies, and every culture falls somewhere between the two extremes.

Let’s examine first **how we give and receive information**. For this cultural area, Edward T. Hall puts high context at one extreme and low



context at the other. How can you tell the difference? Context is the information that surrounds an event. In a high-context culture such as France, most of the background information is assumed to already exist in the person, so you don't need to repeat it. You refer to it indirectly, if at all. There is one situation in a high-context culture where you do explain all the background information – when you're dealing with a child.

Contrast this to a low-context culture such as the United States, where you assume that the background information needs to be repeated so that everything is clear. You are explicit and refer to everything directly, which is considered correct and helpful.

Therefore, if you begin your presentation to a high-context audience with a detailed explanation of the background that everybody knows, you are treating them like children! I know this is true because some of my French students ask me why Americans repeat the background information over and over when they all know it. It drives them nuts, and they do indeed feel they are being treated like children.

Another important cultural difference that can directly affect your presentation is **how people separate what is personal and private from what is impersonal and public.** In *Riding the Waves of Culture*, Fons Trompenaars explains this opposition, called “specific vs. diffused,” at length. One facet is how people act with strangers. For example, Americans are taught that it's normal to be friendly to strangers right away and give them a reassuring smile when meeting. An extension of that, for a speaker, is the technique of smiling and telling a joke to warm up an audience when beginning a presentation.

I would not recommend starting a formal presentation in France with a smile and a joke. Given French history and culture, the French are taught to be wary of strangers. If you visit France, just take a look at people in the Metro, especially during rush hour. Deadpan faces all around

is what you'll see – more so than in a U.S. subway.

I've also discovered in local shops that the shopkeeper will start with a high to medium level of formality. If – and only if – I am a repeat customer will they allow me to have a more personal, informal relationship that is just as warm, friendly and “smiley” as in the U.S. But not right away.

During one presentation I made, in French, to an audience of French technicians, I used my formal “I am

“Only by noticing our own unique cultural norms can we understand and appreciate how they differ from those of other countries.”

an expert” style. Toward the end – since the audience had warmed up to both me and my subject – I included a joke. In fact, what slipped out was more of an ironic comment. And, it went over well because the humor wasn't included for its own sake.

To determine if a culture is high or low context, you can start by observing how your colleagues organize a speaking event. For example, when they communicate with you, do they give you all the details, and above all, do they repeat the details that you've already agreed to in the past? Is the information mainly given in writing – easily obtained with all the details? This would indicate low context.

Or do they give you a minimum of information, assuming that you already know how it all works, and do not repeat background information from the past? In written documents, is much information missing? Does that missing information, some of which is crucial, have to be obtained orally by asking very precise questions, and then following up the answers? This would indicate high context.

Here are some ways to detect whether the culture teaches people to treat strangers differently from people they already know. Are there two forms of “you” (as there are in French, German and many other languages), one formal and impersonal

and another informal and personal? If so, how much do people use the formal “you”? Do they use it with their colleagues at work? With their boss? With the people they supervise? With you? The more they use the formal “you,” the more they probably guard their personal, private and “friendly” space for people they know well and perhaps not in a business setting at all.

So when speaking to people from a culture with a high level of

formality, your best choice would be to remain as formal as possible in your presentation, including your language, gestures, use of jokes and facial expressions. You can always relax the level of formality later, at the audience's cue.

There are obviously a lot more areas and many more questions you can ask. And there are many other areas of culture that I have not covered in this article. But the most important thing is to know that you've got to observe and ask questions. That alone will improve your communication with audiences of different cultures. Once you see the differences, the next and equally important step is being willing to adjust.

Finally, I believe we get the most benefit from detecting the hidden codes within our own culture. Only by noticing our own unique cultural norms can we understand and appreciate how they differ from those of other countries. And the more we understand, the more we will become speakers who can leap over cultural boundaries to share our thoughts and dreams. ■

Jeanne Feldman, CTM/CL lives in Paris, France. She is a business communication trainer and coach for French and American executives. Jeanne is a member of Toastmasters 75 in Paris, France. Reach her at www.jeanne-feldman.com.



Dubai or not Dubai

Was There
Ever Any
Question?

By Patricia Fry, ATMS

A global adventure in public speaking.

If you were invited to one of the most fascinating cities in the world, all expenses paid, and all you had to do was speak before 800 Toastmasters for an hour, what would you do?

Most long-time Toastmasters are eventually offered some pretty interesting speaking opportunities. When word gets around that you have public speaking experience, you may be asked to give the eulogy at funerals, present the toast at weddings, speak at the state college graduation ceremony, present public political endorsements or dedicate the city's new garbage truck.

I've been accepting such invitations for years, but I didn't always have the courage to do so. Before Toastmasters, I frequently stood in front of groups as president of the PTA, as a workshop leader, as an authority on local history or as the life

of the party. As a freelance writer and author, my career path began including more public appearances. But my presentations lacked something and I knew it. I'd seen enough speakers – from admirable to atrocious – to know the difference.

I wanted to be able to make a difference with my speeches, so I joined a professional speakers Toastmasters club. I've been active in Toastmasters off and on for about 15 years, during which time I earned my ATM Silver. And I've been writing for the *Toastmaster* magazine for about 12 years. Talk about putting yourself out there, both as a Toastmaster and a writer!

I have presented the keynote address for a local division officer training event. I give about a dozen writing-related workshops each year. My venues have included major cities across the United States. I'm comfortable, now, traveling to various destinations and presenting workshops and giving speeches. But I never thought I'd be flying Business Class on a 747 across the Atlantic Ocean, over Baghdad and to the amazing city of Dubai in the United Arab Emirates.

“I never thought I’d be flying Business Class on a 747 across the Atlantic Ocean, over Baghdad and to the amazing city of Dubai in the United Arab Emirates.”

Photograph courtesy of the Government of Dubai
Department of Tourism and Commerce Marketing

It all started one ordinary February afternoon. I almost deleted the unusual e-mail waiting in my inbox. At first glance, I thought it was one of those foreign money scams. Instead, the sender said that she was head of education for District 79 Toastmasters in a place called Dubai. Hmmm, I wondered, what U.S. state is Dubai in?

She explained, “We have enjoyed your articles in the *Toastmaster* magazine for many years.” Following, of course, was the invitation. Even though she explained that Dubai was in the United Arab Emirates, I was still confused and I rushed to ask my sweetie, “Do you know where Dubai is?”

He said, “Yes, it’s in the Middle East. Why?”

“Wow,” I said, “I’ve just been invited to go there. I can’t go, isn’t there a war going on in that region?”

As anyone would do in this day and age, we turned to the Internet in search of another perspective. We learned that the United Arab Emirates lies between Saudi Arabia and the Persian Gulf. We saw photos of some of the amazing architecture in the city of Dubai and we read a little about the culture and the people. I was intrigued. But is it a safe place to visit? Everything we read indicated that it is. “Wow, I’m going to Dubai this May 11 for a two-day conference,” I announced with only a few reservations. After all, I would be flying for 17 hours alone across several time zones to a very foreign country, very near a war zone.



◀ Dubai’s famous Burj Al Arab hotel stands on an artificial island in the Persian Gulf.

Even though the conference sponsors were picking up my tab, I would have to pay a price. I was expected to sing for my supper. In other words, I had to prepare and deliver a one-hour speech before a group of 800 Toastmasters for whom English was their second language. As if that wasn’t enough to unnerve even the most accomplished speaker, I learned that I was the first woman ever to be invited to give a keynote address for District 79. And I had eight weeks to prepare. My topic: How to Present a More Creative Speech.

I wrote, rewrote and practiced my speech. I rehearsed every day while taking my daily walk. Along the way, I learned some creative measures that would help me stay focused during the presentation. I attempted to memorize

“I was expected to sing for my supper. In other words, I had to prepare and deliver a one-hour speech before a group of 800 Toastmasters for whom English was their second language.”

only small sections of the speech – areas where I really needed to make a point. I illustrated these points through anecdotes – stories that I could visualize so clearly that they were quite easy to recount. Of course I never told them in exactly the same way and that was okay.

I also spent a lot of time studying Middle Eastern culture. I was told to stay away from subjects such as politics and religion. Well, that’s a universal rule, isn’t it? It was also suggested that I avoid subtle humor because it can be lost to an audience of non-native English speakers. I learned that certain common American gestures could be misunderstood by people in other parts of the world. There’s some indication that the “thumbs up” sign has an obscene connotation to Middle Easterners and that pointing toward someone is downright rude. Likewise, showing the bottoms of your feet or the soles of your shoes is disrespectful. You should never beckon someone in the Middle East with your finger. Do not pass anything to anyone with your left hand. And then there’s the issue of shaking hands.

I read that shaking hands with a woman is frowned upon by many Muslims. So along with the constant work on my speech, I had to practice eliminating those habitual gestures from my repertoire of body language. And I had to think before reaching out to greet anyone.

Upon my arrival at the Dubai Airport, however, each member of the wonderful entourage of Toastmaster dignitaries reached out and shook my hand to welcome me. How lovely! When we arrived at my five-star hotel, more Toastmasters showed up to welcome me, and they did so with warm handshakes. I became quite accustomed to shaking hands with many friendly Toastmasters over the next few days. And then it happened. I was approached by a gentleman who, like many of the men, was dressed in the traditional Muslim white robe and headdress. He introduced himself and I reached out to shake his hand. He raised his hand and rested it against his chest; all the while smiling warmly. When in Rome, you do as the Romans, so I placed my hand on my chest and we continued our chat.

The flight to Dubai was heavenly. I highly recommend flying Business Class on British Airways. I was treated like royalty. And the seats lie down flat so you can actually sleep. My first day in Dubai was a free day. Everyone figured I’d be recovering from jetlag, so they left me alone.

However, I woke up feeling refreshed and eager to see and experience what I could during my much too brief four-day stay. After exchanging my American money for Arabic *dirhams*, I boarded a double-decker bus and spent the day touring the city.

I awoke the next morning excited to attend the conference. Before the festivities started on day one, I was ushered by then-79 District Governor Vijay Boloor to a seat just below the stage on a plush sofa. This is where

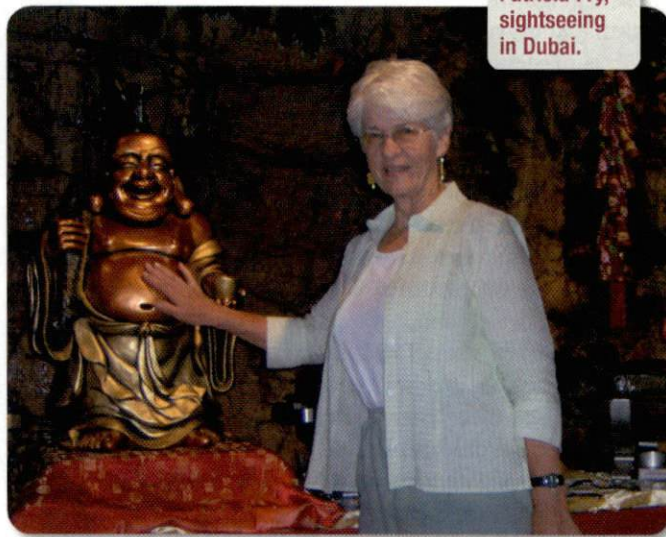
I would sit during the entire conference – front and center. Again, I felt like royalty.

The festivities started with a Parade of Banners. Club members each carried their banners to the stage where they posed for pictures. Represented in the Banner March were clubs from the UAE, of course, as well as Oman, Kuwait, Qatar, Saudi Arabia, Jordan and Bahrain. There were also visitors from a club in Pakistan.

On day one, we were treated to the Table Topics Speech Contest. It was a treat, indeed. They’ve really produced some amazing speakers in District 79. Just before lunch, Ross Mackay, world-class speaker from Canada, gave the keynote address. The title of his speech was “Humor is No Laughing Matter.”

Later that afternoon, the Gaveleers, youngsters who belonged to a Gavel club, competed in their speech contest. To our delight, these young people, who were dressed in a

▼ The author, Patricia Fry, sightseeing in Dubai.



variety of traditional and nontraditional clothing, were all excellent speakers. As Ross Mackay pointed out, “With young people performing at this caliber, just think how the standards for public speaking will rise in the future.”

The humorous speech was also held on the first day of the conference. In fact, the most unusual thing (for a Westerner like me) I saw during the event was a young Muslim woman dressed in the traditional black robe and

veil participating in the humorous speech contest. Her speech title was "Men are from Mars and Women are from Venus." Have you ever seen anyone give a humorous speech relying only on their eyes for expression? She was good – and not just in my opinion.

About one percent of the women I saw in Dubai covered their bodies and faces in the traditional Islamic way. Around 10 percent of the men and women dressed in semi-traditional garb. I saw one man wearing the *dishdasha* (white robe) with a baseball cap. I'd estimate that another 25 to 30 percent of women dress conservatively and cover their hair with scarves. Most of the population of Dubai dress as people do in North America – only somewhat more conservative.

I agonized over my wardrobe for weeks before my trip. Again, I didn't want to offend anyone or embarrass myself. This region can reach triple-digit temperatures and often does. And it's humid, which surprised me. I struggled with the question of how to dress comfortably and conservatively at the same time? It took thought and planning, but I managed.

After a full day at the conference, Ross Mackay and I were whisked away to a place where dozens of 4-wheel drive SUVs filled with Toastmasters awaited our arrival. We caravanned into the desert over huge sand dunes to an oasis of sorts. There, spread out over the moonlit sand was the largest buffet table I've ever seen, a dance floor and a DJ who was trying to choose tunes to suit every dancer. We were entertained by fire eaters and belly dancers, we ate to our heart's content and I even visited a little tent off to the side where I got a henna design.



► Dubai's skyline along Sheikh Zayed Road.

Day two would be my international speaking debut. But first, we were treated to the International Speech Contest. One young man's speech revolved around his relationship with his father. Later, after the judging, the emcee announced that this particular speaker had received news just that morning that his father had passed away. The entire audience was touched – many of us choking up – as we thought about the courage it took for him to perform and the fine job he did. Later that afternoon, a woman from his club accepted his award. The audience stood and applauded as she accepted it for him, and she said that she would carry the message of support to him along with the award.

I was to speak right before noon. I was well aware of my huge responsibility to the audience and to the people who had invited me. For weeks, I'd been working, not only on the speech and the timing of the presentation,

Give your meetings
the high-tech touch

The Timekeeper Made for Toastmasters

the TIME prompt®

Model TP-2000

- Quickly select any Toastmasters speech - 1-2, 2-3, 4-5, 5-7 minutes, etc.
- Set to auto-beep on light changes
- Program any light sequence via a PC
- Connect wirelessly to a second Timeprompt* for true remote control
- \$199

Special for Toastmasters:
Receive a free D'San laser pointer - the brightest pointer on the market - with your purchase

Tools for Presenters

Made in USA *Model TP-2000RF

www.dsan.com/toastmasters 516 625-5608

but my mindset as well. I knew how important it was to stay confident. Friends would ask me, "Are you nervous about speaking in front of such a large group?" I could honestly say that I was in awe of the monumental task before me and eager to meet the challenge.

I was grateful to have a day and a half to observe the various performances at the conference and the audience's response. Do you have any idea how valuable that is to a speaker? For example, I was led to believe that Middle Easterners would tend to appear stiff and unemotional. I observed just the opposite; therefore I made some adjustments to my speech.

It's easy to lose your confidence before stepping on the stage; I had plenty of time and reason for that to happen. I maintained my poise through positive self talk. And I avoided the comparison trap. When I realized that I'd be following some really top-notch speakers, I didn't spend a moment in jealousy mode. I made it a point to admire and honor the excellent speakers who went before me. I've learned over the years that envy only serves to shake your own sense of self-worth.

People ask how my talk went. I think it went well. Several times throughout my speech, there were rounds of applause. That was a new experience for me, and I must say I liked it. I don't think I forgot any of my important points. The audience seemed to enjoy my stories. They even responded positively to a little list of tips that I almost decided to discard.

I had 200 cards printed up with tips for how to become more creative and a quote that was particularly poignant. I directed audience members to a table in the foyer where they could pick up copies. Within minutes, men and women both were coming to me asking if I had more cards. I also sold all copies of the book I took with me and I handed out all 150 brochures.


I describe what happened to me after my speech as "being mobbed." It was wonderful! Gaveleers were

asking for my autograph. People were snapping pictures. Some even asked if they could pose with me. Others asked me various questions about writing, about my hometown in California, about aspects of my speech topic, and a group of women from Jordan invited me to have lunch at their table. It took me nearly an hour to work my way through the crowd to the buffet line before I could finally join the Jordanian women at their table.

There were many surprises throughout this experience. I was surprised to find such a wide array of people living in complete harmony despite their customs, cultures and dress. It surprised me that the people were so cordial and warm to a lone American visitor. I was fascinated by the progressive management of this city and the innovative structures. For example, do you know what they do in Dubai when they run out of waterfront property? They build gigantic islands and create more shoreline.

While there, I learned how to shop using *dirbams*. I saw some astounding architectural designs, including the world's tallest hotel, the site of the soon-to-be world's tallest building and an indoor ski slope.

The District 79 Toastmasters surprised me with a gift of a traditional Arabian necklace framed beautifully in a shadow box – a treasure that I almost didn't get to keep. Upon my arrival at LAX, I learned that one piece of my luggage had been delayed by security in London. I was surprised when my suitcase arrived home two days later that the shadow box was not broken.

And I'm still a little surprised that I had the courage to step outside my comfort zone and take on such a breathtaking challenge. But I am so glad I did! 

Patricia Fry, ATMS, is a freelance writer and regular contributor to this magazine. She lives in Ojai, California.

Get the "ULTIMATE PRESENTERS PACK"

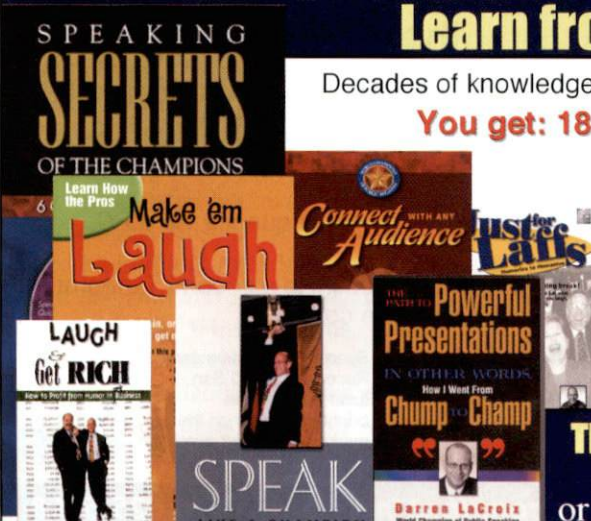
Learn from 6 World Champion Speakers!

Decades of knowledge. A lifetime of value. *Everything* we wish someone had told us.

You get: 18 Educational Audio CDs, 2 DVDs, 1 Book

- Speaking Secrets of the Champions - 6 CD Set
- Speak Like a Champion - 4 CD Set
- Learn How the Pros Make emLaugh - 4 CD Set
- Connect with Any Audience - 3 CD + Data Disc Set
- Powerful Presentations - 1 (Double program) DVD
- Just for Laffs - 1 DVD
- Laugh & Get Rich - 268-page book

Your presentations will NEVER be the same again...



TM SPECIAL To order: www.Presentation411.com

or call 800-404-6455 (24 hour order line) Free Shipping

Success. Are you ready for it?

YEAR TO SUCCESS

The complete course on success including articles, quotes, success biographies, and action steps, designed to help you achieve the level of success you deserve.

When it comes to success, there are no shortcuts.

Written By

BO BENNETT

Have you been promised success if you follow a few quick and dirty “rules” or “secrets” of success? Are you tired of irrelevant analogies that do nothing for you but make you feel inadequate? Have you had enough of highly metaphysical concepts and not enough practical solutions? Have you had your fill of grossly exaggerated claims that try to trick you into thinking success is easy? Are you all “affirmationed” out? You're not alone.

Think of success as a game of chance in which you have control over the odds. As you begin to master concepts in personal achievement, you are increasing your odds of achieving success. Year To Success is a full year course in success, designed to be a practical guide to achieving your definition of success. Each day of this course will, through practical application, increase your odds of achieving success. It has been said that one line of wisdom can change your life more than volumes of books. Imagine what hundreds of pages of wisdom can do.

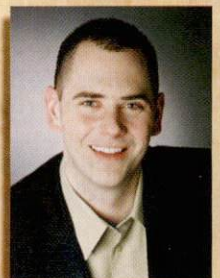
order the book • download the book • order the 18 disk CD set • download the MP3s • Take the FREE on-line course • order workbooks for your own presentations • sign up for success coaching • and more at...

<http://www.YearToSuccess.com>

“This book is a great accomplishment and will be an inspiration to every person who reads it. It’s also a great read, and I recommend it to anyone who aspires to success, no matter what their field. Bo Bennett has done a terrific job with an often elusive subject, giving concrete and insightful advice.” - Donald Trump

About Bo Bennett, DTM

Bo Bennett is a distinguished Toastmaster, business man, author, programmer, philanthropist, martial artist, motivational speaker, amateur comedian, and most of all a husband and a father devoted to improving the lives of others. Since age 10, Bo has started several companies and sold them anywhere from \$1 to \$20,000,000.00. Today, Bo remains active President of Archieboy Holdings, LLC. and CEO of Boston Datacenters, Inc. Bo is also the creator of FreeToastHost.org, the Toastmasters service that currently provides free websites for more than 2000 Toastmasters clubs around the world.



When it comes to success, there are no shortcuts.



President's Distinguished Districts

- District 79*
Vijay Bolor, DTM
- District 60*
John C. Rich, DTM
- District 59*
Elizabeth Nostedt, DTM
- District 71*
Lynda M. Molloy, DTM
- District 58
Catherine S. Angus, DTM
- District 3*
Timothy C. Swearingen, DTM

Select Distinguished Districts

- District 18
Annelie E. Weber, DTM
- District 75
Elisa Wong Tay, DTM
- District 53
Paul C. Young, DTM
- District 54*
Lorraine M. Smith, DTM
- District 66*
Sal A. Asad, DTM
- District 6
Theo Warren Black, DTM

Distinguished Districts

- District 27
Vincent R. Caldwell, DTM
- District 67*
Dick Fu, DTM
- District 32
Ronald Spain, DTM



Members of host district 27 celebrate their Distinguished District status.

- District 31*
Thomas W. Weber, DTM
- District 76
Keiko Omachi, DTM
- District 57
Denise D. Abero, DTM
- District 63
John L. Lloyd, DTM
- District 23*
Cynthia E. Lay, DTM
- District 22*
Jack Mackey, DTM
- District 28*
Anthony E. Slawinski, DTM
- District 24
Capiz Greene, DTM
- District 36*
Nancy J. McCeney, DTM
- District 5
Eileen Hope, DTM
- District 15
Jerry G. Allen, DTM
- District 12*
Chieko S. Keagy, DTM
- District 52*
Peter E. Geissler, DTM

* District received "Excellence in Leadership Award" for completing 2005-2006 with three or more consecutive years as a Distinguished District.

International Speech Contestants

- Region I
Rich Hopkins
Club 6381-9
- Region II
Richard Wira
Club 1808-5
- Region III
Rory Vaden
Club 2977-26
- Region IV
Thomas Lindaman
Club 8826-19
- Region V
Edward Hearn
Club 708973-30
- Region VI
Italo Magni
Club 606-61
- Region VII
Josef Martens
Club 2279-36

International Taped Speech Contest Winners

- 1st Place
Dananjaya Hettiarachchi
Club 630851-82P • Sri Lanka
- 2nd Place
Ewart Salins
Club 4863-U • Kenya
- 3rd Place
William Wang
Club 585-U • China

Top Five District Newsletters

- Prairie Horizons
District 42
Editor: Rhys Davies, ATM/CL
- Impetus 80
District 80
Editor: Lin Ming, ATMB/CL

Can-Am Link

District 45
Editor: Candice L. Buell,
ATMG/CL

Yankee Activator

District 53
Editor: John Osborn, CTM

52 Review

District 52
Editor: Beth Neaman,
CTM/CL

President's 20+ Awards

District 71

Lynda Molloy, DTM
Governor

District 79

Vijay Bloor, DTM
Governor

District 67

Dick Fu, ATMS
Governor

President's Extension Awards

District 60

John Rich, DTM
Governor

District 79

Vijay Bloor, DTM
Governor

District 59

Elizabeth Nostedt, DTM
Governor

2004 Presidential Citations

Audrey Samora, DTM
Gold River, California

Ralph W. Pehrson, DTM
Lynnwood, Washington

Tim Keck, DTM
Honolulu, Hawaii

Dana LaMon, DTM
Lancaster, California

Elizabeth M. Boaz, DTM
Thornton, Colorado

Max E. Rasquinha, DTM
Houston, Texas

Floy Westermeier, DTM
Glenwood, Iowa

Dwight Edstrom, DTM
Rapid City, South Dakota

Randy Prier, DTM
Papillion, Nebraska

Omer H. Roberts, DTM
Jefferson City, Missouri

Victoria H. Wienke, DTM
Elma, New York

Bryan L. Pearce, Jr., DTM
Jarrettsville, Maryland

Kathy H. Fox, DTM
Chantilly, Virginia

Elliot Dennis, DTM
Plainsboro, New Jersey

Grafton H. Dickson, DTM
Toms River, New Jersey

George Scott, Jr., DTM
New Orleans, Louisiana

James A. Chandler, Sr.,
DTM
Mandeville, Louisiana

Patricia P. Hill, DTM
Irmo, South Carolina

Gavin Blakey, DTM
Ashgrove, Australia

R. Brooks Loomis, DTM
Manila, Philippines

D'arcy J. Lopes, DTM
Netherlands Antilles

Arunasalam Balraj, CL
Colombo, Sri Lanka

Ian Faria, DTM
Bangalore, India

MONTHLY HALL OF FAME

The following listings are arranged in numerical order by district and club number.

DTM

🏆 Congratulations to these Toastmasters who have received the Distinguished Toastmaster certificate, Toastmasters International's highest recognition.

Susie Gulick 5598-F, Santa Ana, California
Dennis Moore 4245-U, Wasilla, Arkansas
Glenn N. Chinn 7971-2, Seattle, Washington
Michael R. Di Cerbo 4346-3, Scottsdale, Arizona
Coleen Moore 4459-3, Sedona, Arizona
Santos D. Ventura 1577-4, Campbell, California
Becky C. Divinski 4224-4, San Jose, California
Joseph T. Phillips 1144-5, Escondido, California
Anthony E. Farmand 2113-5, Carlsbad, California
Harriet Beadell 4753-6, Minneapolis, Minnesota
Elizabeth A. Becker 5584-6, Minneapolis, Minnesota
Helen L. Addie 5584-6, Minneapolis, Minnesota
Judith A. Johnson 818920-6, Minnetonka, Minnesota
Harvey L. Schowe 1235-7, Portland, Oregon
Janice E. Hallmark 8553-7, Eugene, Oregon
Carmela V. Coyne 8706-7, Salem, Oregon
Bernadine Chapman 1291-8, Clayton, Missouri

Kristal M. DiCarlo 2550-10, Cleveland, Ohio
Betty Condon 6785-10, Hudson, Ohio
Cheryl L. Gatewood 934375-10, Euclid, Ohio
Derek D. Cox 4081-11, Greenwood, Indiana
Cheryl A. Bilsland 583391-11, Indianapolis, Indiana
Michael Bloeser 8197-13, Erie, Pennsylvania
Ingrid Richburg 2771-14, Decatur, Georgia
John David Pope 5307-14, Columbus, Georgia
Michael R. Rusnack 3497-15, Meridian, Idaho
Laura Wollan 5305-15, Boise, Idaho
Rose W. Johnson 6820-15, Roy, Utah
Emmy Jones 7195-15, American Fork, Utah
Bryan L. Pearce 8050-18, Bel Air, Maryland
Gilbert Hood Norris 2790-19, Moline, Illinois
Jeannette M. Vadnais 1303-21, Port Alberni, Canada
Margaret E. Newman 4671-21, Victoria, Canada
Stephen B. Henshall 7173-21, Surrey, Canada
Elsie Chan 8394-21, Victoria, Canada
Jozef Zelenak 5205-22, Lawrence, Kansas
Larry M. Wilson 625236-22, Kansas City, Missouri
Barbara J. Alpher 2984-23, Las Cruces, New Mexico
Jeryl J. Hejl 7277-25, Waco, Texas
Jennifer A. Kibel 3680-26, Castle Rock, Colorado
Elissa Gregory 889564-26, Parker, Colorado
Noah A. Kaufman 3248-27, Arlington, Virginia
MacArthur Burton 3308-27, Washington, District of Columbia
John D. Kinsman 5160-27, Reston, Virginia
Harry A. Hall 7776-27, Springfield, Virginia
Stanley D. Boyd 7776-27, Springfield, Virginia

Bruce N. Griffin 8532-27, Burke, Virginia
David Hsieh 8532-27, Burke, Virginia
Walter P. Benesch 9599-27, Washington, District of Columbia
Y.S. Kim 1660-28, Plymouth, Michigan
Jerome William Roberts 4442-28, St Clair Shores, Michigan
Elizabeth Iwan 128-30, Argonne, Illinois
Thomas Joseph Brien 3565-31, Stoneham, Massachusetts
Sudeep M. Gonsalves 2577-32, Federal Way, Washington
Michael D. Rankin 235-33, Fresno, California
H. Alan Pettebone 7001-33, Fresno, California
Andrew N. Little 1173-35, Waukesha, Wisconsin
Diane M. Finnegan 2780-35, Reedsburg, Wisconsin
Richard S. Robinson 5893-36, Washington, District of Columbia
Lee Tyler 8201-37, Raleigh, North Carolina
Rei M. Fuller 4891-38, Reading, Pennsylvania
Alvin L. James 4457-39, Sacramento, California
Wayne E. Baughman 1249-40, Cincinnati, Ohio
Ward Treat 1740-40, Centerville, Ohio
Al T. Edington 2391-40, Lexington, Kentucky
LuAnna M. Klote 6444-40, Cincinnati, Ohio
Eapen Mathew 1448-42, Calgary, Canada
Cheryl A. Dougan 8393-42, Saskatoon, Canada
Craig C. Gerard 4496-43, Little Rock, Arkansas
Jeanene Bell 1071-44, Abilene, Texas
Jason Oldford 2204-45, Frederickton, Canada
Brian T. Linvill 7682-45, Somersworth, New Hampshire
Frances C. Okeson 1033-46, Staten Island, New York
Mark F. De Cesare 4539-46, Setauket, New York

Betty Pickett 4545-46, Brooklyn, New York
 Taifa Walden 5009-46, Piscataway, New Jersey
 Diane King 656567-46, Staten Island, New York
 Steven C. Chen 9543-46, Northport, New York
 Lisa G. Rider 6690-47, Melbourne, Florida
 David W. Hollingshead 7560-47, Jacksonville, Florida
 Linda Deshauteurs 7560-47, Jacksonville, Florida
 Jyotsna D. Pai 5569-50, Plano, Texas
 Norman V. Young 9469-50, Bonham, Texas
 Lawrence Tay 2936-51, Kuching, Malaysia
 Parameswary Ramanathan 5058-51, Subang Jaya, Malaysia
 Keng Kok Chee 7071-51, Georgetown, Pennsylvania
 Mien Soenari 7853-51, Jakarta Selatan, Indonesia
 Clement Pang 9699-51, Bayan Lepas, Malaysia
 Raymond E. Korn 2374-52, Hollywood, California
 Susan J. Paoletti 5522-52, Sherman Oaks, California
 Marilyn Jess 3853-53, Pittsfield, Massachusetts
 Linda M. Chicoine 3940-53, Madison, Connecticut
 Christina D. Van Hoesen 542-53, Delmar, New York
 Donald J. Logie 6662-53, Hartford, Connecticut
 Bonnie J. Tippee 9494-54, Bloomington, Illinois
 Lance M. Lindeen 4478-55, Austin, Texas
 Ronald A. Palermo 9020-55, San Antonio, Texas
 Kirit C. Modi 3273-56, Houston, Texas
 Brenda J. Thorne 744705-56, Houston, Texas
 Paul D. Wirth 9148-56, Houston, Texas
 Kimberly Muesse 932-56, Houston, Texas
 Vida Ann Jennings 5548-58, Columbia, South Carolina
 Chris H. Deane 6299-58, Summerville, South Carolina
 Adam A. McCarthy 2432-60, Kitchener-Waterloo, Canada
 Rima Banerjee 3419-60, Mississauga, Canada
 Christine Shiota 3869-60, Sudbury, Canada
 George J. Olds 4100-60, Toronto, Canada
 Arnold V. Springate 5425-60, Ajax-Pickering, Canada
 Richard Grise 585369-60, North Bay, Canada
 Ronald J. Musich 3442-62, Rockford, Michigan
 Eric Fugett 4253-63, Nashville, Tennessee
 Joan M. Sprague 2584-65, Endicott, New York
 Virgie M. Binford 1961-66, Richmond, Virginia
 Joy Fisher-Sykes 3267-66, Virginia Beach, Virginia
 Michael A. Mercer 6460-66, Hampton, Virginia
 Lois R. Beedie 346-69, Brisbane, Australia
 Christopher C. Roberts 9533-69, Robina, Australia
 Elaine Mary McLoon 3186-70, Gosford City, Australia
 Reginald Charles Stewart 811552-70, Ashfield, Australia
 Paul B. McPherson 1542-72, Napier, New Zealand
 Jason W. Monson 590130-72, Auckland, New Zealand
 Arthur Plumpton 6807-72, Matamata, New Zealand
 Jan Hart 7422-72, Wellington, New Zealand
 Sid F. Barker 7990-72, Katikati, New Zealand
 April Nestle Piasan 4494-75, Gawayan De Oro City, Philippines
 Renato Gregorio Josef 9948-75, Carmona Cavite, Philippines
 Sheila Herman 8727-78, Bismarck, North Dakota
 D.D. Daruvala 5891-80, Singapore, Singapore

Anniversaries

October 2006

70 YEAR

Downtown 65 65-04, San Francisco, California

50 YEAR

Sarasota 1958-47, Sarasota, Florida
 Kettering 2120-40, Kettering, Ohio
 Littleton 2177-26, Centennial, Colorado
 Sunrisers 2205-32, Tacoma, Washington
 Carmichael 2213-39, Sacramento, California

45 YEAR

Covina Breakfast 2387-F, Covina, California
 Pompano Beach 3003-47, Pompano Beach, Florida
 Town and Gown 3337-39, Davis, California
 Aerospace 3368-14, Robins, Georgia

40 YEAR

Yorba Linda-Placencia 3425-F, Yorba Linda, California
 Edmond 170-16, Edmond, Oklahoma
 Whirlpool 202-62, St Joseph, Michigan
 Harco 1914-18, Edgewood, Maryland
 St George 2982-70, Kogarah, Australia
 Professional Speakers 3440-70, Sydney, Australia

35 YEAR

Tri City 1332-64, Winnipeg, Canada
 Tambuli 2160-75, Pasig City, Philippines
 Downtown 2815-77, Mobile, Alabama
 Ashburton 3080-72, Ashburton, New Zealand

30 YEAR

Sunrise 362-57, Walnut Creek, California
 Hooker Oak 662-39, Chico, California
 Liberty 1365-58, Greenville, South Carolina
 Rocky Flats 2626-26, Golden, Colorado
 Hakoah 3460-70, Bondi, Australia

25 YEAR

Attention Getters 987-06, Edina, Minnesota
 Ozark Orators 1056-08, Rolla, Missouri
 Cherry Creek 2977-26, Denver, Colorado
 Wingfoot 3377-75, Makati, Philippines
 Sunrise Marion 3515-19, Cedar Rapids, Iowa
 Positive Thinkers 3922-21, Vancouver, Canada
 Lilydale 4731-73, Lilydale, Australia
 SOL 4732-34, Mexicali, Mexico

20 YEAR

First City 6412-U, Ketchikan, Alaska
 Rhinelander Area 3675-35, Rhinelander, Wisconsin
 Professionally Speaking 4665-39, Sacramento, California
 All-American Speakers 4687-06, Eden Prairie, Minnesota
 Gaviota 5109-34, Veracruz, Mexico
 Salvador Diaz Miron 5256-34, Veracruz, Mexico
 V.I.C. 6390-59, Vienna, Austria
 Chair City 6391-37, Thomasville, North Carolina
 Upward Bound 6395-42, Edmonton, Canada
 Razor City 6397-26, Gillette, Wyoming
 B.I.A. 6398-05, San Diego, California
 Lincoln 6399-21, Port Coquitlam, Canada
 Physicians Mutual 6405-24, Omaha, Nebraska
 Twilight 6406-70, Forrest, Australia

Smedley Fund

Associate

Robert Blakeley, in memory of PID Vit Eckersdorf
 Dr. Khong Chooi Peng, in memory of Lilian Lau
 Theodore Wood, in memory of PID Vit Eckersdorf
 Leaders Plus 1853-3, in memory of Juris Kursulis
 Farmers 2935-57
 Leading Knights 3666-2, in memory of Moon Mullins
 Enthusiastic Seniors 1513-42
 Gimli 770386-64, in memory of Dennis Nicolls
 Josephine Pavetti, in memory of E. Thomas Gumbert
 Alfred R. Herzog, in memory of Terry McCann
 Judy & Terry Daily, in memory of Terry McCann
 Frank L. Slane, in memory of Terry McCann
 Gary A. Schmidt, in memory of Terry McCann
 Riverside Breakfast 1348-12, in memory of Frank Seeley
 Bennie Bough, DTM PIP 1992-93, in memory of Terry McCann, Vit Eckersdorf, & Robert Owen

Challenge 3166-16
 Alpha II Gavel Club
 District 18, in memory of Terry McCann
 Gregory Phillips
 Edwin D. Reid, in memory of Jerry Kurzer
 Roberta Perry, in memory of Terry McCann
 V. I. Kane & M. A. Kane, in memory of Terry McCann
 Tea & Toast 3417-52, in honor of Lance Miller
 David Levine, in memory of Terry McCann
 Excelators 23-2, in memory of David M. Michaels
 Darren J. Lacroix
 Point of Order 6028-4, in memory of Terry McCann
 Harry O. Christopherson

Contributor

District 10, in appreciation of Darren LaCroix
 Anton Hageman
 Barbara Shipley
 Ron & Lois Harger, in memory of E. Thomas Gumbert
 Patricia North, in memory of E. Thomas Gumbert
 The Sayre's, the Nickell's, & the Hamlin's families', in memory of E. Thomas Gumbert
 Madeline Barlow, in memory of E. Thomas Gumbert
 Elinor Benjamin, in memory of E. Thomas Gumbert
 N.A.R.F.E. St Joseph Chapter 307, in memory of E. Thomas Gumbert
 Ethel I. Merideth, in memory of E. Thomas Gumbert
 Lorraine Wong Myers, in memory of Orion Cowles
 Aldergrove 7275-21, in memory of Patrick Gallagher
 Barbara Laughlin, in memory of E. Thomas Gumbert
 Lawrence & Donna Howard, in memory of E. Thomas Gumbert
 Charles & Martha Harmon, in memory of E. Thomas Gumbert
 The Fallis Family, in memory of E. Thomas Gumbert
 Paul E. Stone
 Ron & Lois Harger, in memory of Terry McCann
 Elizabeth Brinkman, in memory of E. Thomas Gumbert
 Missouri Writers Guild St. Joseph Chapter, in memory of E. Thomas Gumbert
 St. Joseph 1439-22, in memory of E. Thomas Gumbert
 Ronald & Mary Wallace, in memory of Terry McCann
 All Stars 1627-16, in memory of Terry McCann
 Blue Bell 397-38
 Emery Nauden
 Jenning JB Klug, in memory of Terry McCann
 Lynne Goldman Palmer
 Veronica Carnegie, in memory of Leo A. Soulek
 Northeast Advanced 9716-63, in memory of Terry McCann
 M. A. Caselle
 Karen Louise Holland, in memory of Terry McCann & Frank Rudd-Cash
 Dulce M. Renaud, in memory of Terry McCann
 Marilyn Albee & Ellwyn Albee, in memory of Terry McCann
 Todd Brockdorf, in memory of Terry McCann & Frank Rudd-Cash
 Katrina Shapardson

Contributing Club

Al Noor 599740-79
 Keystone 3139-16
 Honeymoon City 5879-60
 MJM Speakers' Circle 6799-30
 Gilcrease 1384-16, in memory of Terry McCann
 Chamber Voices 5405-33

“How to Make At Least \$100,000/Year as a Professional Speaker ”

You Will Learn How To Earn

\$100,000 in corporate speaking fees
\$100,000 in public seminars

\$100,000 in coaching fees
\$100,000 in product sales

Do you have what it takes to go
PRO? . . . Take our
FREE
assessment at
www.feepaidprofessionalspeaker.com
Or call us at 561.733.9078

“The Bill Gove Speech Workshop is the Harvard of Professional Speaking Schools.”

-Bob Proctor, author, speaker.

“This workshop has trained more million-dollar speakers than any program in history.”

-Larry Wilson, founder, Wilson Learning.

“I was a Toastmaster when I attended this workshop in 1996. Today, I’m in the top 1% of income earners worldwide in the speaking business. I owe my success to what I learned in the Bill Gove Speech Workshop.”

-Steve Siebold, CSP

**Since 1947 Our Graduates Have Inspired Millions Of People
To Standing Ovations Around The World . . . In Venues
Like Carnegie Hall And Madison Square Garden**

BillGove
SPEECH WORKSHOP

- September 22-24, 2006 London, UK
- November 17-19, 2006 Ft. Lauderdale
- December 15-17, 2006 Denver
- February 23-25, 2007 Orlando
- April 20-22, 2007 Las Vegas
- June 22-24, 2007 Atlanta

Get paid to speak by next week...

Lay the Foundation for Multiple Streams of Speaking Income

From the desk of Darren LaCroix

Brand New Program!



Dear Fellow Toastmaster:

Ever dream of being a professional speaker? What are you waiting for?

Give me just 8 hours and I will knock 8 years off of your learning curve.

Here's your chance to make 2006 the best year of your life by **launching your professional speaking career** while laying the foundation for multiple streams of speaking income! Let me show you how.

I don't want you to quit your day job—yet. However, what you *can do* is earn \$500-\$1,500 extra per month while learning to earn even more. What would that be worth to you?

My very first professional speech paid just \$75. Now, I earn more than I ever dreamed possible. I've condensed 12 years of my speaking business experience into this **proven, simple, and step-by-step system.**

In this 8 CD set with 125-page system you will learn:

- What assets and experiences you have that people are willing to pay for.
- Who will pay you and how to reach them.
- The 16 biggest mistakes that could stop your speaking career before it gets started.
- 5 specific ways to GET PAID TO SPEAK BY NEXT WEEK (these tips alone will pay for this program).
- One secret question that can get you a \$1,500 - \$6,000 bonus!
- 29 tools and forms that you need to get started quickly (they took me 12 years to develop).
- Seven different speaking business models and which is best for you.
- How to speak for free and still earn a huge income

...And much, much, much more

What people have said:

"You really helped me focus on my assets and realize that I am sitting on a gold mine!"

- Andy Dooley, Orlando, FL

"I have received my first speaking paycheck! You helped me avoid many of the pitfalls that others make."

- Theresa Westcott, Houston, TX

"We increased our speaking rates 150% and they didn't hesitate."

- Charlotte Endorf, Norfolk, NE

Take **your** next step. Satisfaction Darrenteed.

Stage time, stage time, stage time,

Darren LaCroix, 2001 World Champion of Public Speaking

P.S. Get my free e-mail newsletter: www.Presentation411.com

www.Presentation411.com



**Get Paid
to Speak
by next week!**

Audio Learning System



8 CD Learning System
125 Page Manual

Why wait? Order now: www.Presentation411.com or call now: 800-404-6455

(24 hour order line)