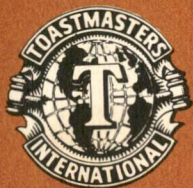


SEPTEMBER, 1959



THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING

Birmingham

Toastmaster Town of the Month

IN THIS ISSUE:

The Toastmasters National Convention, Birmingham, Alabama

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

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

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

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The TOASTMASTER

For Better Thinking—Speaking—Listening

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The economic system of the free world is often misunderstood.

An outspoken exponent of free enterprise writes about . . .

The Speech That Was Never Made

By CYRIL W. PLATTES

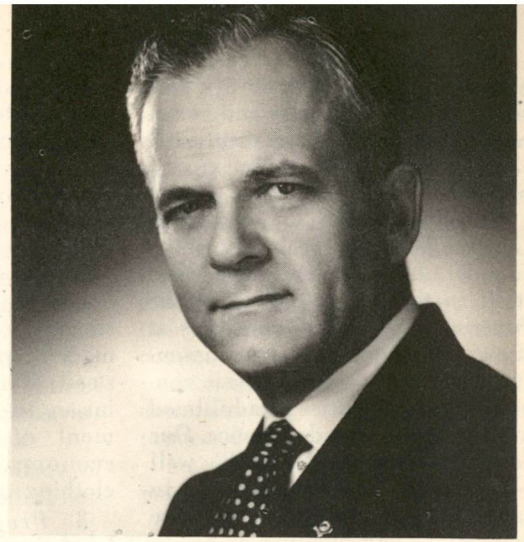
THE SUPERMARKETS astounded him. He was awed by newspapers bulging with "too much to read" news and advertising. The myriad employees' cars on the factory lots were literally fantastic. He observed unbelievable numbers of private homes, the thousands of miles of farms, the endless roads and highways lacing the country everywhere, cutting the land into oblongs and squares, like arteries pumping strength through an economic phenomenon.

Comrade Anastas Mikoyan saw some of the fruits of one of the free world's great economic systems. In the process he picked up enough material for a hundred speeches. Yet on his return to his own country, he did not make a single public appearance.

Why?

In the speech that was never made lies one difference between a nation which mesmerizes its people with propaganda claims to the greatest of everything, and the free

Cyril W. Plattes joined General Mills (one of the largest manufacturers of cereals in the United States) in 1947, later became manager of Creative Services, and was recently named manager of Cereal Advertising. He has a background of experience in newspaper work and public relations; in 1954 was named by Time Magazine as "Newsmaker of Tomorrow."



nations where achievement speaks for itself. Fortunately we people who live unhampered by the restrictions of an iron curtain can make a speech Mikoyan fears even more than the report he did not make.

There is urgency today in the subject, for this speech needs delivering. It should be sounded from the rooftops. It needs telling to PTA's, labor unions, service clubs, conventions, clergymen, classrooms and university convocations—every type of meeting imaginable.

The subject of the speech is simply "Understanding Your Economic System."

The fruits of the campaign are—our own best interests. To understand the free world's economic system is to guard against its plunder by forces at home or

abroad. To understand is to protect, and to protect is to help it grow and expand. It will continue to work more and more for us, its gross product ascending in an ever-mounting arc, just so long as we guard it and keep it fueled. And the fuel of this system of production and distribution is *freedom*.

All is not rosy with respect to the economic system of the free world. There is gross misunderstanding at various levels of our society concerning it. Most of this somewhat perilous situation is the result of the very benefits that such a system creates. These have resulted in a living standard which some thinkers characterize as "too soft." This "softness" tends to mislead some of the citizenry into feeling that someone "owes them a living." Individual resourcefulness gives way to group thinking, a plea for gov-

ernment action to solve every personal problem. This trend is toward "statism" and "regimentism,"—the very systems which imperil our own.

Some years ago my company, General Mills, at the behest of its founder, James F. Bell, interested itself in the understanding of the American system of economics at the grade school level. Our reasoning was simply that the basic convictions and loyalties of adulthood are formed in preadolescence. Our foreign adversaries know this well—they get the youngsters early. In later life one can rearrange these convictions and loyalties or prejudices, if you will, but one seldom if ever can change them.

Our survey showed that at the preadolescent age level of grades one through six, youngsters got very little if any teaching related to the free enterprise system. We learned that their teachers, for the most part, were unequipped to provide guidance because their teacher-training institutions had failed somehow to cover this important subject.

We proved two things: (1) through summer teacher workshops covering a five-state area, we put the tools in teachers' hands to instruct the very young in basic economics of the American way of life; (2) in a survey involving some 40,000 youngsters, grades three, four and five, we proved that children at this level do respond to teaching of economic fundamentals. Some of the fundamentals we got across were:

1. *Freedom of choice.* In a free economy the consumer votes at the

market place. His choice freely made determines what products and services shall survive. The result is a chance to express his individuality, to acquire what pleases him the most. The lesson involved the choice of a toy.

2. *Competition.* The fruits of competition are higher living standards. Where the choice is made by millions of consumers instead of a monolithic state commissar, the result is wise development of a consumer-oriented economy. The lesson involved clothing purchase.

3. *Production and savings.* Everything consumed must be produced. What is produced must be paid for. Savings freely invested make possible the production of the clothing the child wears, his bicycle, his schoolbooks. If we want something, we must work for it. You don't get anything "free" from the state.

4. *Interdependence.* Freedom assumes self control and responsibility. We must work together in our economic system.

The seeds implanted by the General Mills basic economic program have flowered. Today basic economics are emphasized more and more, not only in the grades, but in junior and senior high schools as well. Recently the National Education Association gave its blessing to the first in a series of special high school texts on the American economic system. This is entitled "American Capitalism" by Dr. Galen Jones. Copies are available from the N.E.A. office in Washington, D.C.

But what about the voters? Here

misunderstanding continues rife. And here lies the opportunity for public speakers in all free countries. Surveys in the United States by the Opinion Research Corporation of Princeton, New Jersey, have revealed an alarming degree of confusion with respect to our system—confusion among the very people who are benefiting from that system. What is more important, many of the points of misinformation, if allowed to continue and to develop, could hamstring the system of free enterprise.

For example, vast numbers of people feel that American business as a whole makes over 25 per cent profit on sales. The actual figure is around five per cent. Many people believe that the owners of a business get a larger share of the profits than the employees.

Actually the employees get up to 100 times or more than the stockholder. Many people believe that all business should be regulated, as are public utilities, without understanding the "natural monopoly" that makes utility regulation possible. One survey showed 50 per cent of the people polled believing that profits should be limited; actually, this would destroy the very cornerstone of our system.

A complete set of these survey results can be obtained by writing Walter Barlow of the Opinion Research Corporation, Princeton, New Jersey.

The remedy is for interested and qualified speakers to inform the electorate on (1) what the free

enterprise system has done for them; (2) how it operates and (3) steps to safeguard its basic principles and increase its growth. This understanding of our system embraces principles that are clear-cut and down to earth; it applies regardless of one's political affiliation (except communist party members), race, creed, or occupation. The understanding should be communicated in terms of comparison with the enemy who would dominate the world and in the process destroy us.

I suggest that American Toastmasters consider the general topic of "The American Economic System and How It Works for You" as an important speech topic in clubs and communities. Happily, the materials you will need have just recently been developed. You will

find it relatively easy to get started.

The first source book* that I recommend to your attention is the folio of 17 pamphlets on "The American Competitive Enterprise Economy," price \$6, from the U.S. Chamber of Commerce, Washington 6, D.C. Dr. Emerson P. Schmidt, one of the nation's leading economists, is the principal author of this series, which gives a thoroughgoing topical review of the American economic system. The series is described in the pamphlet "Wanted: Men Who Know Eco-

* This book is not available through Toastmasters International. It should be ordered from the source named by the author.



nomics," which is free on request. Individual pamphlets in the series are 50c each.

It may be that your local Chamber of Commerce already has an economic discussion program underway. If it does not, it should have. Try contacting them for a start on this very interesting program.

You will find listeners attentive and receptive to messages about the free enterprise system. For this reason it could rank as the most popular subject before the average club today. Then why isn't it? The reason, simply, is that for the most part speakers themselves are uninformed and for some reason most platform artists look elsewhere for subject matter, regarding this topic as too obvious. Nothing could be farther from the fact.

You can take on this project with the assurance that nowhere will you find a topic of more significance to the future of the free world, nor one in which there is

greater misinformation and misunderstanding, although there is also boundless interest. With Toastmasters' help, we may perhaps look forward to the time when the armies of the free world will no longer find need for indoctrination courses to instill in servicemen an understanding of what they are preparing to defend.

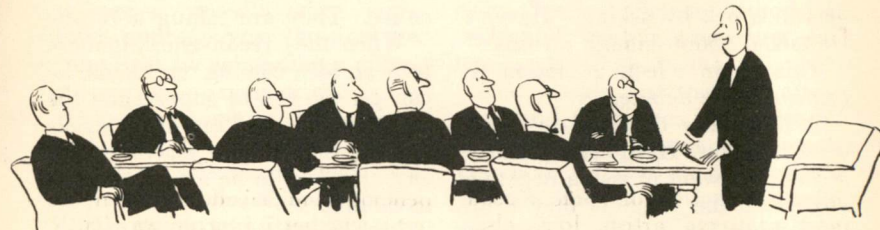
When the time comes that we all understand what we have in benefits resulting from the free enterprise system and the all-important personal freedoms which are an integral part of it, when we recognize the magnificence of the economic design which produces these benefits and freedoms, then no test—whether it be cold war battle or other emergency—will faze us in the least. For then we will realize, perhaps better than now, that there is no substitute for victory, and there is no substitute for the understanding of freedom and economic truth as the means of obtaining it. ♦

EDITOR'S NOTE: For those interested in preparing speeches on the free enterprise system or in furthering their knowledge of the subject, Mr. Plattes has prepared a list of reference and study material which would be helpful. This list will be furnished free of charge by the Editorial Department of the Home Office upon request.

Write to: **THE TOASTMASTER**
Toastmasters International
Santa Ana, California.

Parliamentary Law:

Just A Plain Old Business Conference



By ERNEST S. WOOSTER

WHAT ABOUT that jungle of Subsidiary, Privileged and Incidental motions which are the prize selection of most writers of books on parliamentary law?

They probably contribute more toward dulling a not-very-sharp appetite for this study than any other device in the whole intricate body of the techniques of running meetings or of intelligently participating in them. In a field of learning where confusion is apt to be general, they add perplexity and incomprehensibility.

Let's imagine parliamentary law in a business conference.

Harry Hardsell, chief salesman for the vending company, has come to the conference with Sidney Signhere to put in a clinching word if needed.

But Old Man Squakalot Bulltone has met salesmen before. He has reinforced himself with his secretary, Miss Cuddles Trimfigger, who is not only ornamental but also loyal and well-informed. He has also commandeered the presence of his head bookkeeper, Lawson Proffitt, who can spot a hidden cost the way a buzzard locates a carcass. They sit down together to work out the terms of the contract. What they are about to talk about is a *Main Motion*—the contract.

But they manage to introduce a few *Subsidiary Motions*, even if they do not recognize them as such. They may remain in profound ignorance of these tender little plants in the garden of motions, so carefully cultivated by parliamentarians.

After they have fought out a few preliminary details, Hardsell briskly interpolates, "Are we agreed on this?"

If they are agreed, it amounts to calling for the *Previous Question* on this particular article in the contract. Cuddles and Proffitt will vote with the boss, so it makes more than a two-thirds majority.

After more discussion, Signhere gets in a lick by asking, "Haven't we talked about enough on this?"

This is, in effect, a motion to *limit or close debate*.

A little later they fail to agree on some point. Hard-headed Hardsell doesn't want to risk a negative answer, so he suggests they drop the subject for a while and go on to something else.

This is *laying it on the table or postponing*. If no time is set for taking it up again, the matter can be considered as being *laid on the table, or postponed indefinitely*. However, if they name a specific time for considering it again, such as following some other point in the contract, they have *postponed to a definite time*.

This also makes it a *special order of the day*.

Bulltone raises a point which the others cannot answer, so he sends Cuddles and Proffitt to look through the files for the answer. This is *referring it to a committee*.

In the course of their discussion, the group also indulge in some *Privileged Motions*.

Bulltone notes that the time is slipping away and asks Cuddles to bring in a list of his other appointments. He has just asked for the *orders of the day*.

He finds that he has some pressing appointments and tells the visiting salesman that he will have to be out of there by 11 o'clock. This is *setting the time for adjournment*.

If by 11 o'clock they haven't finished, they decide to give up and meet at another time. This is *setting the time to which to adjourn*.

After some more haggling about details, they all go out for a cup of coffee. They are taking a *recess*.

When they reconvene, Signhere feels an idea coming on. Maybe he can get the job of supervising the delivery and checking of materials and the installing of machinery, if any. He asks to be named the one to do this.

Mr. Signhere has, in effect, raised a question of *personal privilege*.

Finally the contract is whipped into shape and Bulltone and Hardsell put their signatures on it. Signhere observes, "Well, I guess that's about it." His remark amounts to a *motion to adjourn*.

All of these actions were *Privileged Motions*, made as interruptions in the business of getting a contract signed, but it is doubtful if any of the participants ever heard of privileged motions.

Questions of personal privilege may arise now and then. Hardsell's pen won't work; he borrows one from Bulltone. Signhere wants to dictate a memorandum and asks if Miss Trimfigger will take it.

These are questions of personal privilege, *not* privileged questions.

During this business conference, the principals also make, unconsciously, a number of *Incidental Motions*. Hardsell doesn't want to

talk about a certain provision just at that moment; he thinks possible resistance will be softened when some other parts have been worked out. He is really *objecting to consideration of the question*.

Bulltone, who is of course chairman because it is his office and they are selling to him, makes a decision that Proffitt, his eagle-eyed bookkeeper, doesn't agree with. Proffitt *appeals from the decision of the chair* by suggesting a different wording, or none at all.

They finally get into a wrangle which takes in several portions of the contract and no progress is being made. Cuddles chirps up with, "Couldn't you take it a part at a time?" This is *division of the motion*, or of the question.

Signhere, who is thinking about other terms of the contract, asks that his company be permitted to transport by train or truck, or partly by each if they so desire. He is requesting a *privilege*.

Signhere is about to agree to a condition Bulltone is urging when a doubt crosses his mind. He asks a question. This is a *request for information*, or a *parliamentary inquiry*.

Bulltone becomes suspicious of some of the features in the contract. He bellows that it's unusual. Hardsell says it is customary, and to prove it, produces a similar contract with another company and reads portions. This is *reading a paper*.

The impetuous Signhere makes

a statement, discovers he is a bit premature and had better keep that idea in storage for a while. He says "Skip it." He is *withdrawing a motion*.

Hardsell looks at his watch and says that he has another appointment; he must leave by 10:30. He is asking to be *excused from duty*.

There are other incidental motions, but they relate to methods of voting and would not be a part of a business conference.

The simple and natural questions and conditions that arise in an ordinary business conference are easily handled by the participants without consulting any book of rules. Yet they adhere closely—without even realizing it—to the principles of parliamentary law. It is all very fundamental and informal.

However, when these same points arise in a club, with all its solemn majesty of procedure, they become formal—and formidable.

Subsidiary, privileged and incidental motions—these stepchildren of the main motion, the amendment and the amendment-to-the-amendment—can be put in their places without calling in the Marines. The chairmen and members need only remember that these motions do not have to be labeled and coddled. They need only to be accorded the usual common sense treatment which members give to any problem which comes up in family, business or committee meetings. ♦

The habit of going to the bottom of things usually lands a man on top.

THIS THING CALLED POISE

By FRED DeARMOND

EVERYONE ADMIRES the poised individual. You know—the fellow who arrives late at a social gathering, greets everyone easily, enters at once into the full spirit of the occasion, and seems as self-assured as Arthur Godfrey. What would he do if he spilled his coffee, or stepped on the cat's tail, or mistook a woman's sister for her daughter? We don't know, but the poised brother would meet the situation somehow, and be none the worse for it.

There seems to be a common impression that a man of poise "got that way" by one of two routes. He was either "born to the purple" or he went through a mysterious "power of will" transformation. Both are almost invariably wrong conceptions.

Being what is known as "well bred" may make it easier to acquire poise. But we can all name too many sons and daughters of good families who are boorish and awkward and insufferable bores for us to place much stress on the accident of birth. And as for those rebirths of personal power through faith and "right thinking" that are so popular in much of the current inspirational literature, the authors

of this philosophy of self improvement are looking through the wrong end of the telescope. One doesn't acquire a skill or an accomplishment just because he makes up his mind to do so, any more than he can really believe something strictly on blind faith. Poise, or the state of mind that makes it possible, is an effect rather than a cause.

An effect of what? First, of knowing some things, and knowing that we know them. Second, of diligent practice.

These are dogmatic statements. Where's the proof? you ask.

It will probably be agreed that one of the best manifestations of poise is the professional manner. An accident has happened on the street. A crowd quickly collects. There is a babble of conflicting advice to do this and do that. Then a man with a black bag picks his way through the crowd and kneels by the injured person. He is a doctor. Immediately he takes charge of the situation, ascertains the nature of the injury, administers first aid, directs that a policeman and an ambulance be called. This is the professional in action.

Watch a minister at a wedding,

an auctioneer at a sale, a lawyer in a courtroom, a veterinarian treating a bull with a sore foot, or an auto mechanic starting a motor stalled in traffic, and you will find yourself admiring the professional manner. It is the model of poise for all of us.

One of history's greatest physicians, Dr. William Osler, has described in a memorable passage of advice to medical students his ideal of poise and self control for a doctor. It is counsel that we all might strive to apply:

Educate your nerve centers so that not the slightest dilator or contractor influence shall pass to the vessels of your face under any professional trial. . . . An inscrutable face may prove a fortune. Cultivate such a judicious measure of obtuseness as will enable you to meet the exigencies of practice with firmness and courage, without at the same time hardening "the human heart by which we live."

Going back now to what I have already asserted, we see that the professional manner is the result of knowledge plus practice. These two forge the armor of assurance. They are products of discipline.

This word "discipline" is probably one of the six most potent in our English tongue. It is discipline in the use of words that makes the difference between a great poet and a rhymester. Equally it distinguishes a powerful orator from one of those who "also spoke."

If these premises are agreed upon, there are several specific guides to the attainment of poise. First is, *Be Yourself.*

Strange as it may seem, it takes practice and discipline to be oneself. Ever-present is the temptation to pose as someone else than oneself. In nearly every group you'll find at least one poser. He may be a big-shot buyer for his firm, or a world traveler ("place name dropper"), or a stock market shark, or an overly-busy executive, or a literary sophisticate. Pose is forever at war with poise because most of us are not good enough actors to pose well.

But the counsel to "be yourself" needs qualification. Taken literally it would mean that an individual is quite content with himself as he already is. So we must add, "Be yourself, but yourself at your best." In short, be yourself with as few of your weaknesses as possible.

Act Deliberately. Hurry is the precise opposite of poise. Hurrying doesn't save time, but that isn't the worst feature of it. Hurry is a symptom of an unorganized, unpoised personality. Will Durant was not stating the case too strongly when he wrote that no man in a hurry is quite civilized.

Let your entrance be in measured steps. If you are introduced to a VIP, don't rush forward to grasp his hand, do it slow-motion, meeting him halfway. I was taught this lesson when, slightly flustered, I seized the great man's hand, leaving one finger out, and wrung it vigorously. "Let's do that over," he said, smiling. "You sort of got the drop on me the first time."

Study closely the pause for effect as used by an able public speaker. He comes to the podium slowly and swings his gaze completely around

the room before acknowledging the introduction. He pauses to let his principal points register. He gives you time to follow him with full understanding.

In conversation, when you start to say something you have a right to be heard without interruption. Don't abuse that right. Enunciate your words clearly and don't trail off into a whisper at the end of a sentence. "The habit of leaving sentences uncompleted, and of repeating questions asked of one is a sign of emotional insecurity," says psychologist Harry W. Hepner.

Adapt to Circumstances. It has been said, and with some justice, that the first mark of an educated man is adaptability. He is at home whether in a Great Books Club or in a smoker exchanging stories with a group of salesmen. He can talk at more than one intellectual level, and yet if the tone is pitched low he lifts it a bit. His story may be as humorous as any and yet pointed and free of smut.

Rule Your Spleen. "When angry, count four; when very angry, swear," was Mark Twain's formula for exhausting emotional steam. While swearing is preferable to smashing furniture, it is a bit drastic by some folks' standards. What we need for a pop-off valve is an effective moral equivalent for cussing. A few years ago, Macy's store in New York advertised its "wackeroo," an inexpensive plaster-of-paris art gizmo to keep in home or office and smash against the wall or floor in moments of irritation that have to spill over into action. Irrascible customers were advised to

stock them by the gross as tension relievers.

Seriously, there *are* moral equivalents for both cussing and wackeroo smashing. In business or profession a man who never got angry wouldn't be worth much to society. He should be exhibited in a wax museum along with that other mythical specimen, the man who has been married 30 years and "never had a cross word" with his wife. Anger often serves a good purpose.

To indulge it and yet not lose your poise, observe these rules:

(a) Curb your words. Maybe you can't conceal your contempt, in looks or gestures, but don't put it into language. Then, it's so irrevocable. Voicing an explosive feeling is only slightly better than putting it into a letter.

(b) Don't start fights, but when someone else does the starting, it's your function to do the finishing.

(c) Outlast and outlive your enemies. Adopt the wall motto of former Secretary of Defense Charles Wilson: "Nulle bastardo carborundum." Freely translated, Wilson said this is assembly-line Latin for "Don't let the bastards wear you down."

Learn How to Receive Criticism or Praise. Give your candid critics the benefit of the doubt. However wrong they may be, the presumption is that they are honest. Meet criticism of your actions or ideas first by asking questions. "Why do you say that?" "What would you suggest?" This tactic serves three purposes. First, it gives you time to come up with a good answer. Second, it may reveal that the dif-

ference of opinion is less than it at first appeared. Third, your critic's answer may give you an opening to strike back at his weak point, and thus regain the offensive if there is to be an argument.

A compliment may be harder to field than a criticism. In company, the softest answer to an ordinary verbal pat on the back is a simple "Thank you!" If you want to go farther and share the credit with someone else, that usually has a good effect. But if the praise is overly laudatory you may feel that without some sort of disclaimer others in the group may put you down as a self-satisfied egotist. In that case you may shrug off the honeyed encomium with a chuckle that indicates you really don't take it seriously. A man who was introduced to me in extravagant terms remarked to me with a smile, "You see I have a silver-tongued press agent in Bill."

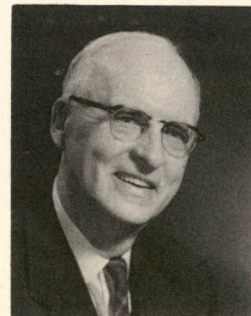
Keep Detached. One of the worst sins against poise is words without thoughts. Off-the-cuff judgments often betray the amateur and force him to back down. Be slow to express opinions on matters that you have not reflected upon. Stand on the sidelines until

you get your bearings or the conversation veers into your field of knowledge.

This is not the same thing as a sterile neutrality. Don't be afraid to take sides, but try to do it on your own terms. It's much better to say the last word than the first. Go all out for only a few things. That way you stand to make a better impression. Italics are usually reserved for emphasis. All italics, whether in print or vocally, would result in nothing being emphasized.

Relax, but Don't Repose. The poised person is not too serious. He tenses himself only in emergencies. In a tight moment he will say, "Wait a minute; let's walk around this subject a bit and see what it looks like from every side." Or he will suggest taking time out for a cup of coffee.

Full relaxation is an impossible ideal. As Justice Oliver Wendell Holmes said, "Men have a natural desire for security and repose, but security is an illusion and repose is not the destiny of man." Use your nerves, yes, but don't stretch them any tighter than you have to. Let your brain say its piece to your emotions. ❖



A professional writer specializing in communications and business subjects, Fred De Armond writes regularly for six business magazines, and has contributed to The Rotarian, Catholic Digest, Lifetime Living, The Freeman, Author and Journalist, Medical Economics, and, of course, THE TOASTMASTER. He is the author of five books, his last three—"The Executive at Work," "Merle Thorpe—Champion of the Forgotten Man" and "Managers vs. Teamsters" having been published within the last six months.

The propagation and care of SPARKPLUGS

By LEONARD W. FISH

WHETHER THE CAR be a Volkswagen or a Cadillac, unless there are hot spark plugs in the motor to give it life, it is merely a motionless article of metal.

No matter what the organization—service club, church group, PTA, or a Toastmasters club, hot spark plugs are necessary at the start. They are needed to weld individuals together in enthusiasm for a common purpose. Later they are needed to keep enthusiasm and interest at a high degree so that the organization grows and prospers.

When spark plugs become dirty, clogged, cracked, when they are no longer operative, the club soon ceases to exist.

What originally fired the interest in Toastmasters in your community? Was it not a few spark plugs—a few men who had ambition to improve themselves through learning to communicate better, to learn to speak with ease and confidence? They had information about Toastmasters; they were so enthusiastic about its possibilities that their zeal to organize a club reached out and engulfed others.

The new club enjoyed friendly competition, took its Basic Training seriously, undertook to master all the advantages offered by Toastmasters International. Those were the days when the club was new, the membership full—and the spark plugs hot.

What causes these spark plugs to become clogged, cracked, to lose heat—in short, to stop operating? There are many reasons, but three seem to be outstanding.

First: The neglect of Basic Training and the substitution of sociability for study. The true purpose of the club becomes neglected, and soon abandoned. The club degenerates into just another place to while away an hour or two with the boys.

Second: The neglect of proper evaluation. Unfortunately, almost every club has its monotonous evaluator, who consistently drones the same formula. Or there is the careless evaluator, who doesn't take time to check the Basic Training speech being given, or to familiarize himself with the purpose of the speech.

These lead, of course, to . . .

Third: Discouragement. If no one shows enough interest to evalu-

ate intelligently a talk which the speaker has spent many hours in preparing, the speaker soon becomes discouraged. He stops preparing; what's the use? The evaluator has already ceased to be an evaluator in the true sense of the word. The spark plug cracks; the club is no longer a true Toastmasters club.

By reading this article instead of the comics or the sports news, you are showing that you are still a spark plug in your club. You want to remain hot, to help others to remain hot. Perhaps you are wondering how or where new club spark plugs may be found.

There is a way. Old spark plugs can be restored, and new ones found, by scrubbing each member thoroughly with the *Balm of Appreciation*. This should be followed by plentiful applications of the *Light of Publicity* for worthwhile contributions to the club program. There's nothing like a sincere pat on the back of a worker to make him feel that his contribution is worthwhile. If the pat is followed by an article in the local press—then you've made another hot spark plug!

Let's not be afraid to face a few facts. Regardless of the number of members on the club roster, the average weekly attendance in most clubs won't exceed 20. Few indeed are the clubs which have no room for more active members—especially if they have cleaned out the deadwood on the rolls according to

Leonard W. Fish organized and was 1st president of Connecticut Yankee Club 536 of New Haven, 1st TM club in Connecticut. In 1952 he was Governor of Dist. 31, which has since been divided into Dists. 31, 53 and 45. He is known as "Mr. Toastmaster of New England."

the rules of Toastmasters International.

Let's face another fact. In every club there are bound to be members who attend meetings, but who are not spark plugs. These are members who enjoy the good fellowship of the club, learn a minimum of Toastmastering, are on hand every week, but who will not take any responsibility. Sometimes these men may become spark plugs, but the chances are against it. Don't make officers out of them in the hope that such a move will automatically turn them into balls of fire. Nine chances out of ten it won't.

The older your club, the more important it is to concentrate on Basic Training and other material from International. Theirs is the voice of experience.

Keep your club well oiled with publicity, keep your spark plugs clean with appreciation, cooperation, and good, alert evaluation. Get out of the rut and move steadily ahead in your community. You'll gain in prestige, you'll have a lively club and you'll receive greater benefits from your Toastmasters training. ♦

The true standard of quality is seated in the mind; those who think nobly are noble.
Isaac Bickerstaffe

NOTES *from the* HOME OFFICE

An oil portrait of Dr. Ralph C. Smedley, founder of Toastmasters International, was unveiled by Robert W. Gail at a recent meeting of Boothill Toastmasters Club 429, Billings, Mont.

Gail told the members that he had wanted to paint Dr. Smedley after meeting him at a District 17 convention in 1955. He created the remarkable likeness by referring to memory, snapshots and pictures in *THE TOASTMASTER* magazine.

* * *

Ivan Case of South Denver, Colo., works on a night shift. He wanted to join a Toastmasters club, but evening meetings were out because he goes to work late in the afternoon and doesn't get to bed before 2:30 a.m. Then he heard about Club 1588, which meets in South Denver at 7 a.m. every Thursday. He joined. He's always on time, even though he has less than four hours sleep the night before. In fact, the club has elected him to the office of secretary-treasurer. And you have to be pretty wide awake for a job like that.

* * *

When Waukon Club 470, Waukon, Iowa, got into a discussion about new members, several members were pessimistic about finding any men in town who had not been invited before. The owner of the restaurant where the club meets, Mrs. Thelma Kelley, overheard the discussion. She volunteered to provide four guests.

Mrs. Kelley had her full quota

present at the next meeting. Two of them joined.

Mrs. Kelley is an ardent booster for Toastmasters. While vacationing in Kentucky, she looked up meeting places of Toastmasters clubs to get ideas on how she might be of more service to the Waukon club.

Incidentally, the Waukon Toastmasters will resist efforts by other clubs to entice Mrs. Kelley into opening a restaurant in any other city.

* * *

In 1957, when Fred Piff joined Spring Hill Toastmasters Club 808 of Mobile, Ala., he had been in the United States only two years. Born in Austria, he had learned English at European schools.

"My English was quite poor when I came to Mobile," Piff says. "For instance, I had tremendous trouble with the 'v' and 'w' words—something inherent in all Europeans learning to speak English."

At the invitation of his friend Walter Newman, Piff joined the Spring Hill Club.

This year he was chosen to represent his club in the Area Speech Contest. He won it and went on to win the District 29 competition. He didn't win the Zone Contest, but in taking top honors at the District level, he proved he was the best speaker among the members of the 45 clubs in District 29. That's an accomplishment for any man. It's an even greater achievement when the man has been speaking English regularly only four years.



Painter Gail displays new portrait of Dr. Smedley

The joint bulletin published by the Hong Kong and Victoria clubs in Hong Kong has this to say about Toastmasters wives:

"When you realize what they do in the cause of Toastmasters, they certainly deserve a hearty vote of thanks—apart from anything else. Many a speech at an ordinary Toastmasters meeting is a vast improvement through the pre-meeting evaluation by none other than a Toastmasters widow who can proudly take her place with the golf widow and the bridge widow."

* * *

POSTSCRIPTS: John L. Hastings, District 52 governor, has been elected president of the National Peace Officers Association. Hastings is Superintendent of Special Service in Los Angeles for the Atchison, Topeka and Santa Fe Railroad. . . . Members of Sunrise

Toastmasters Club 74, Phoenix, Ariz., are helping the youth of their community by serving as announcers at Little League ball games. . . . Recently Fred Ingraham, past president of Club 464, Compton, Calif., was chosen by the Cummins Engine Co. to be its representative at a national sales meeting. Ingraham credits his Toastmasters training for earning him an award as the individual contributing the most toward the success of the meeting. . . . Gil Thoele, Area 8 Governor, District 6, reports that 90 per cent of the clubs in the St. Paul area are providing speakers for the Boy Scouts. Governor Thoele says, "The men participating in this program are finding it an excellent opportunity to speak before new groups. It is a wonderful opportunity to sell Toastmasters and the Boy Scouts of America."

Because of the many letters we have received concerning the article "Thank You" by William J. Tully, (THE TOASTMASTER, June, 1959) we have asked Dr. Smedley to clarify the position of Toastmasters International.—Ed.

How About "THANK YOU"

By RALPH C. SMEDLEY

A NUMBER of readers of the magazine have written with comments on the article by W. J. Tully in the June issue of THE TOASTMASTER, in which he advocates the use of a terminal "thank you" by the speaker. Some inquirers are troubled by what they think is an indication that we have reversed our policy. The fact that the article was published in the magazine is interpreted by some to mean that it is an expression of change of attitude on the part of the organization.

This is not at all the case. The fact that an article appears in the magazine does not necessarily mean that it reflects a policy of Toastmasters. It expresses the ideas of the writer. He is entitled to his own opinions and beliefs.

I must reiterate the frequently repeated statement that Toastmasters International *does not lay down rigid rules* for its members or for all speakers to follow. We recommend such methods and policies as seem desirable, but every speaker is at liberty to think for himself and make his own choices.

But what about this "thank you" business? If Toastmaster Tully prefers to end his speech with a "thank you" that is his privilege. It is your privilege if you think

that it adds to the effectiveness of your talking. In my opinion, the effect of a speech is weakened when the speaker gasps "thank you" as he subsides into his chair. Frequently it is an expression of nervousness or the admission that he has nothing more to say.

If a speaker has reason to be thankful for the opportunity of addressing a group, it is quite in order for him to say so in a formal and intelligent manner. Suppose he has been permitted to speak to some group on a project in which he is deeply interested. It might be the Red Cross or the Community Chest, or a project to establish a new park. It is a project in which he believes, and for which he wishes to gain support. Thus, when he comes to the end of the speech, he may very properly say, "I appreciate the privilege of presenting my ideas on this matter and thank you for your attention and for the opportunity to address you." This does not weaken the effect of his speech.

But if he soars to oratorical heights and exhorts the crowd, "Let's all get together and push this project to a glorious completion! Thank you"—he has not added substantially to the effect of his words. ❖

THE PLEDGE OF ALLEGIANCE

By PAUL W. HORNADAY

Many historical traditions have had modest beginnings. This is true of the Pledge of Allegiance, or, as it is frequently—and erroneously—called, the Salute to the American Flag.

Authorities differ on the date when the Pledge was first repeated in public. Some state that the occasion was a Columbus Day celebration in Boston, Mass., in 1892. Others affirm that it was first presented to the public at the Chicago World's Fair in October, 1893. The Pledge was written by Francis Bellamy, associate editor of *The Youth's Companion*, with some assistance from James Upham, the editor.

Two changes have been made in the wording since that time. In 1923, delegates of 72 patriotic societies meeting for the first Flag Conference in Washington, D. C., unanimously approved a motion by the committee chairman, Gridley Adams, to change "my flag" to "the flag of the United States of America." Also changed at that time was the manner of salute to the flag and to the national anthem—to be made standing, with the right hand over the heart. These changes became official in 1942, under Public Law 829. In 1954, the words "under God" were added to the Pledge.

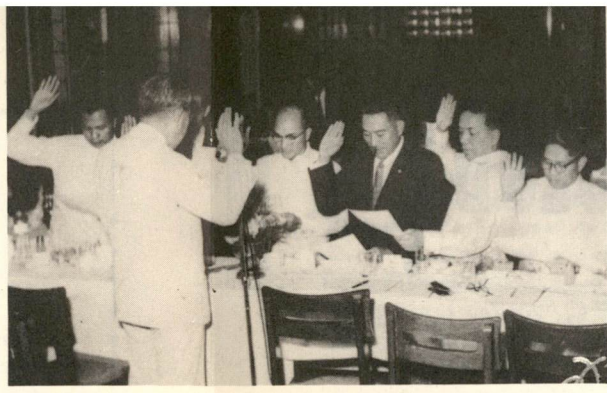
The American Flag was born in a war which brought independence. It is the visible emblem of the body, the mind and the soul of the American Nation.

When Toastmasters join in the Pledge, these words should be repeated thoughtfully, reverently, and with the cadence as indicated by the punctuation:

"I pledge allegiance to the Flag of the United States of America, and to the Republic for which it stands, one nation under God, indivisible, with liberty and justice for all."



CANADA's Postmaster General "Bill" Hamilton (left) applauds Bill McLellan, winner of Dist. 61 (Quebec and Eastern Ontario) at 2nd Annual Speech Contest. D.G. J. P. B. McCormick (seated) was general chairman of event. Mr. Hamilton is honorary member of Ottawa Toastmasters Club



PHILIPPINES: Tamaraw Toastmasters 1164 of Manila hold officer installation, with Justice Jesus Barrera as inducting officer



THAILAND: Deputy Prime Minister H.R.H. Prince Wan Waithayakorn (left) installs officers of Bangkok Toastmasters 2010. N. H. Ball, outgoing pres., Princess Voravan and G. M. Nolan, incoming pres., approve

TOASTMASTERS AROUND THE WORLD

HAWAII: Windward Oahu Club 1654 members enjoy entertainment by Tahitian and hula dancers at April officer installation



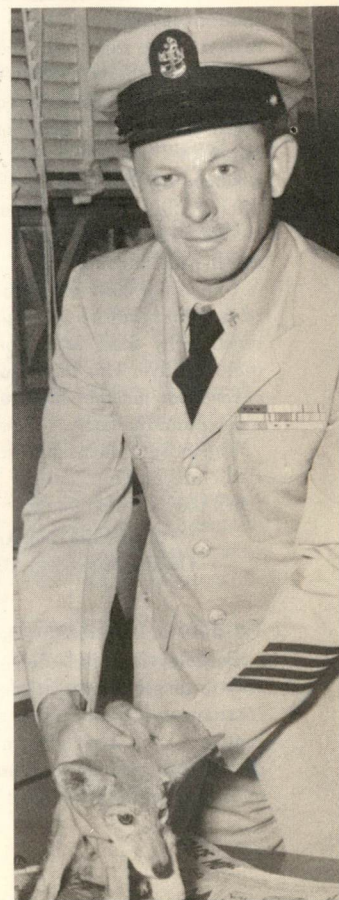
GERMANY: Lt. Colonel Lucas of Ramstein AF Toastmasters presents charter of new Stuttgart Toastmistress Club to Pres. Irene Oatman. Ramstein TM's helped organize new club



FRANCE: Major General W. T. Hefley, Commander of Air Materiel Force, European Area, congratulates Paul Wight as he presents charter for Les Orateurs Club, third TM club at Chateauroux Air Station



USA: Luther Keil, Ed. V-P of Artisan Toastmasters 1946 of NAS Miramar, Calif., accepts unusual award as best speaker of the week. Month-old coyote was presented after speech "Is It a Sin to Be Rich?"



CLUB TO CLUB

Sponsors Scout Speakers

The Capitol Hill Club of Oklahoma City has instituted a training program for Boy Scouts interested in obtaining merit badges in public speaking, and in so doing has enjoyed a gratifying boost in membership.

The boys first visited our club with their Scoutmaster to learn about Toastmasters. The following week they made an ice-breaker speech, then started on the first of the four speeches required for the merit badge. Each Scout made an extemporaneous speech, with subject announced by the Toastmaster when introducing him. The boys were timed and evaluated in exactly the same manner as are the regular members.

One of our club requirements for these boys is that they be accompanied to each meeting by their father or other adult male relative. This has resulted in applications for membership from the Scoutmaster and the fathers of two of the boys.

The Scouts themselves express an active interest in joining Toastmasters when they are old enough.

Capitol Hill Toastmasters 709 Oklahoma City, Oklahoma

* * *

To Banish Club Lethargy

Berkeley Club 57 believes that the best way to dispel the threat of club lethargy in summer—or any other time, for that matter—is by instituting a lively series of special theme programs featuring special speakers and events.

Our club has recently featured two prominent doctors of the vicinity, who spoke on public health and cancer, and epidemiology. The question-and-answer period which followed was so successful that it had to be forcefully cut off by the toastmasters in order for the meeting to end on time.

Other programs under the guidance of Educational Chairman Nate Kupper have featured a presentation by a University of California seismologist, and a meeting on the theme of "Education" was addressed by Dr. Carl Wennerberg, Superintendent of Schools in Berkeley.

Attendance has received a big shot in the arm with these attractions, and discussion at the meetings has been lively and spirited.

Berkeley Toastmasters 57 Berkeley, California

* * *

Honor Charter Members

Ellensburg Toastmasters Club 446 has held two testimonial banquets in three years honoring charter members still active in the club. (The club has been founded 13 years.) Testimonial speeches are made in the form of table topics. Special guests of the evening are members of various lodges or organizations of which the honoree is a member; these guests join in the topic period with brief appreciations of the guest of honor.

Ellensburg Toastmasters 446 Ellensburg, Washington

Meeting in the Air

Sponsored by the Lansing Toastmasters of Lansing, Michigan, representatives of Toronto No. 1, Oakville, Port Credit and Brampton Clubs joined Lansing TM's for a Toastmasters meeting in the sky. Members boarded a plane, courtesy of Trans-Canada Air Lines, held table topics over Niagara Falls; upon returning to the ground, wound up the evening with a tour of the Airport and closing remarks by area and district officers.

Incidentally, the Robin Hood hats in the picture are worn by the Lansing TM's—we are known as the "Merry Men of Lansing" and our club bulletin is titled "The Highwayman"—all in keeping with the Robin Hood theme. It's just a gimmick, but we feel it gives the club individuality, and it has certainly promoted good fun at area functions.

Lansing Toastmasters 2088 Lansing, Michigan

* * *

Gala Installation

Our club, the Hong Kong Toastmasters, for the first time put our joint Installation Dinner Dance party with the Victoria Toastmasters Club of Hong Kong on the local TV.

The dinner was held in the spacious dining room of the Repulse Bay Hotel. Over 100 Toastmasters and their ladies attended. Toastmaster Harry Odell, the great impresario of the Orient, acted as Master of Ceremonies and presented singing stars and floor show artists, and organized novelty dances.

All this was on the Rediffusion (Hong Kong) television program the next day.

Hongkong Toastmasters 1364 Hongkong



Toastmasters join in meeting in the air

Financiers Charter

A novel table topic featured the recent charter party and officer installation of the Financiers Toastmasters 1953 at Buffalo, N. Y. Each member was requested to give a short speech presenting a Toastmasters lapel pin to the man beside him. Topic was suggested by Area Governor David Quigley, who also installed the new officers and presented the charter.

Three members gave their "Be in Earnest" speeches, and "Exchange Speaker" Edmund Shine, winner of the 1958 Toastmasters International Speech Contest, presented his prize-winning talk.

Special guests were four officers of the Manufacturers and Traders Trust Company, including Mr. George A. Newbury, President of the Bank, who commented briefly on the program and expressed his immense satisfaction with the progress of the members.

The Financiers Toastmasters Club is composed of present and past members of the Executive Training Program at the Manufacturers and Traders Trust Company.

Financiers Toastmasters 1953 Buffalo, New York



Democrat and Republican join hands in Toastmasters

When Parties Meet

Seward Toastmasters 1627 has the unusual distinction of having both the Democratic and Republican County Chairmen as members. Elmer Steider (picture, left) is the Democratic Chairman, employed as Seward County Veteran Service Officer. Byron Norval (right), Republican Chairman, is an attorney of Seward.

Recently TM Steider as toastmaster of the evening had the pleasure of introducing TM Norval, speaker, and at this amiable meeting of political opposites the picture was taken.

**Seward Toastmasters 1627
Seward, Nebraska**

* * *

Public Relations Symposium

What makes news?

To answer this question and to foster an increasingly effective public relations program, District 50 (Los Angeles, Calif.) recently held its first Public Relations Symposium. All club publicity chairmen and other club officers and all area governors and district officers were invited to

a dinner meeting to hear experts in the public relations field discuss their experiences and give helpful ideas on public relations programs.

Three speakers gave talks of 20 minutes each, followed by a question-and-answer hour moderated by Thomas R. Schott, District 50 Public Relations Director.

Toastmasters attending feel that in this type of program lay the answer to their publicity problems. District 50 plans to conduct a similar symposium annually as another segment of Toastmasters Training.

**District 50
Los Angeles, Calif., and vicinity**

* * *

“Open” Meeting

The temperature was 50° and the north wind was blowing, but the Lincoln Toastmasters 403 held an open meeting in the center of the intersection of 12th and “O” streets in the heart of the business district, a short distance from the beautiful Nebraska State Capitol.

Lincoln was celebrating its centennial anniversary, and had constructed an open-air stage for special events, complete with public address system. It was on this stage that our club held its regular meeting, which drew a large crowd of observers. The theme of the meeting was, of course, the Centennial.

Toastmaster Howard Doty, who is manager of the Lincoln Clinic, made all arrangements for the meeting.

The audience in the bleachers and the passers-by who stopped to listen were enthusiastic and encouraging in spite of the temperature.

**Lincoln Toastmasters 403
Lincoln, Nebraska**

Topics on TV

Area 8 Toastmasters appear on an afternoon show on station KLRJ-TV, Las Vegas, Nevada, for an hour every other Wednesday. So far, the show has been largely a modified table topics session, with questions phoned in by the audience. Recently appearing on the show were Pres. Irv Goldstein of Las Vegas Club 1536, Asst. Area Governor Bob Robinson, Lt. Howard Dull of Nellis AF Base—Lake Mead Base Officers Club 2053, and Pres. Ron Nadler of Desert Toastmasters 1864.

Recently Area 8 became the sponsor of Explorer Scout Post No. 88. Members of the Post specialize in public speaking and meetings closely resemble those of a Toastmasters club. The Post was organized by Bob Hilton, immediate past president of Desert Toastmasters. Other Toastmasters of the area serve on the Post committee.

**Area 8, District 12
Nevada**

* * *

Court Jester

Our club has found a great deal of enjoyment in our Court Jester, who is appointed each meeting to entertain the club with a joke, humorous story, or any antic he chooses. Laughter has an ingredient which helps digestion of the meal and sets a happy tone for the meeting.

Our club is following the example set by monarchs of the Middle Ages, who were never apart from their Court Jesters.

**Christopher Toastmasters 958
Minneapolis, Minnesota**

For faster service, include your club and district numbers in all communications to the Home Office.

“First Man”

Trophy

Our club has a new trophy, carved by Secretary Harold Thomas, which will be awarded each meeting to the Toastmaster who gives the best performance. “Adam,” as the trophy is called, signifies the first man of the evening, as Adam was the first man on earth.



Adam Trophy delights club

Adam's eyes, one a red and one a green stone, stand for the red and green lights on the time clock used by the club. The well-developed larynx symbolizes the Toastmaster's voice.

**Warner & Swasey Toastmasters
2418
Cleveland, Ohio**

* * *

How Do You Read?

At a recent meeting, members of our club were enlightened and entertained by an interesting table topic given to us by Topicmaster Ernie Fretter. The topic was: “How do you go about reading your newspaper and what do you derive from it?” The topic was presented in a serious vein and each member complied by treating it seriously. Rick McLean won the cup for his serious and thought-provoking discussion of the issue.

**Garden Grove Toastmasters
No. 1721, Garden Grove, Calif.**

Does your method of speaking fit YOU?

By TED VAN SOELEN

ARE YOU SATISFIED with your speaking ability? If you are, then this article holds nothing of interest for you.

If you are not—and few Toastmasters ever attain *complete* satisfaction with their speaking prowess—then perhaps one little thought will invoke ideas which might be helpful to you.

Do you remember how W. C. Fields made his way into the entertainment world? He juggled his way in. Now, not many entertainers gain international recognition when starting as a juggler. But for Fields it worked.

Here is the key thought: *Find the method, system or technique which works for you.* This is true throughout the entire repertoire of life's activities, but for present purposes let's stick to its application in the field of public speaking.

To set your thoughts in motion and help you develop the manner of speaking which most suits your

personality, try every conceivable method till you find the one which fits you most comfortably. For instance:

1. Try speaking extemporaneously.
2. Try thinking deeply for several days—or weeks—on your topic and what you intend to say. (Remember—a thought once thought is easier thought again.)
3. Try reading a talk or two.
4. Try rehearsing your speech several times before your wife or even man's best friend, your dog—if he'll listen.
5. Try writing out your speech before you deliver it.
6. Try memorizing your speeches a couple of times.
7. Try speaking with notes.

If none of these work for you, perhaps from experimenting with them, a brand new technique will emerge which will be the right one for you. Perhaps a combination of two or more will work best.

The point is that no one but you, yourself, can find the approach or technique that will give you the most comfortable fit. Experimentation is necessary. Don't be afraid to branch out into something new and different. It may turn out to be the very thing that you have been looking for all along. Even if you are not dissatisfied with the methods which have been serving you for some time, go ahead and try something new. A slight addition or change in method might make a big difference. Remember, it is entirely possible for a good approach to become a better approach, for a successful speaker to become a much more successful speaker.

In my own case, none of the methods which I have listed above worked very well. However, by trying them all, I evolved a hybrid system which works for me. Here it is:

1. I think for several days on my chosen topic. It stays in the front of my mind. I think about it while dressing, shaving, driving to work.
2. I write down all the ideas which come quickly to mind. These

I jot down on any bit of paper handy.

3. I give a "dummy" delivery—that is, I arrange my ideas in my mind, think over what I am going to say and how I am going to say it.

After that—I'm in business!

Because this method works for me, I have never been disappointed in my speaking effort when I took the time and trouble necessary to follow it. Even when I receive a "short-notice" assignment, I follow the same practice—thought, writing, and "mum" delivery. I have learned to compress the three steps into a few minutes when necessary.

Think of the great speakers of history, past and present. A few names come instantly to mind: Patrick Henry, Daniel Webster, Lincoln, Bryan, Churchill. All were different, in methods of preparation and delivery. Each used his own individual technique. Yet the end result was the same—successful public speaking. In other words, the "fit" was natural.

If your hat doesn't fit comfortably over the eyes, try pushing it up a little. ♦

Ted Van Soelen of Albuquerque, New Mex., is owner of Van Soelen & Co., Realtors, vice president of The Grand Imperial Investment Corp. and district manager of Renyx, Field & Co., Inc. He is past president of Albuquerque Toastmasters 122.



PERSONALLY SPEAKING

By RALPH C. SMEDLEY, Founder

Use the Public Library

No doubt there is a public library in your town. Do you use it? This library can be a wonderful help to you and your fellow members. If you are not using it, you are the loser.

In the average city library there are to be found many books on speech and related subjects. You can find works on humor, on speech construction, on great speakers, along with textbooks on public speaking. Here is the place to look for information on subjects you wish to present. If you are short of subjects, you can find in the library ideas to be followed up in studies which will help you produce good talks.

Sometimes we get requests from members for bibliographies on various subjects. Our response usually is a suggestion that use be made of the local public library, where helpful attendants will be glad to assist in locating reference books on almost any subject.

One fine piece of cooperation with the library is for your club to present a subscription to THE TOASTMASTER. The librarians are glad to add our magazine to their reading room supply, and when the

local Toastmasters Club provides it, by paying the small subscription fee, your members are likely to find an especially cordial welcome from those who are thus aided. And the presence of THE TOASTMASTER in the reading room is excellent publicity for your club.

We Support, But We Do Not Endorse

Here is a distinction which should be borne in mind by our members. We advise all Toastmasters to make use of opportunities to give speeches before audiences outside their own clubs. The practice thus secured is of great value to them, and the service they render aids good causes to do better work; but it should be borne in mind that the fact that a speaker is a member of a Toastmasters Club does not mean that his organization has endorsed the project he supports. He speaks as an individual, using the skills acquired in his Toastmasters Club to promote some proposition in which he personally believes.

For Better Evaluation

The "Point of Emphasis" for September is better evaluation. There is hardly any other feature of our work which is more in need

of emphasis. This time, try some variety in your club's evaluation, and present two or three well-prepared talks on the subject.

Here is a form or plan for evaluation which works well. Let your club try it a few times.

Each evaluator, and each member, for that matter, will listen to each speech with certain questions in mind. Here they are:

1. *The openings.* Was the speech started in an interesting manner? Did it catch your attention? Did it indicate the purpose of the speech?

2. *The conclusions.* In each case, was there a definite conclusion? Did it indicate what the speaker wanted you to do about it?

3. *Material.* Was the material well selected and arranged? Did it lead to a definite climax, or a clear conclusion?

4. *Delivery.* Was the speech well delivered? What feature detracted from the effectiveness?

5. *Results.* Did you get any good from listening to the speech? Did it give information, entertainment, inspiration?

6. What parts of the speech will you remember tomorrow? Was there anything in the speech which you will remember for so much as a week?

Apply these simple tests to any speech and you, as a listener, will gain more from it and you will be able, as evaluator, to give more helpful comments.

How Do You Stand?

The success of the speaker depends in some measure on the way he stands when he speaks. He should present himself well.

A sloppy, careless stance puts him at a disadvantage in two ways. First, it tends to alienate his audience. Second, it is reflected in his manner of speaking.

A good position works in the opposite way. It makes the speaker feel confidence in himself, and it attracts favorable attention from his hearers.

To stand well, the speaker should cultivate certain habits. He needs to stand erect, but without stiffness or tension. He is not "standoffish," but rather gives the effect of approaching the audience. Without actually leaning toward them, he seems to come close to them.

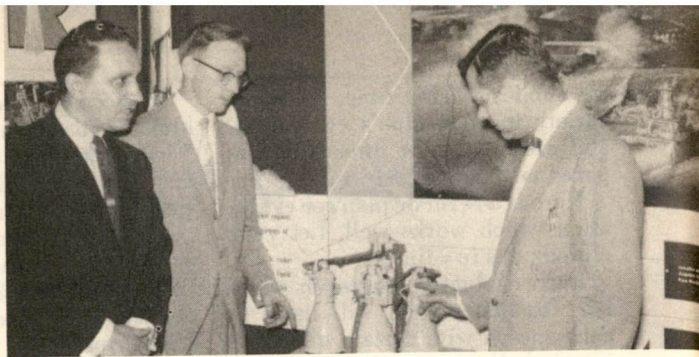
He takes full advantage of his height, never seeking to conceal it by appearing to crouch or hold himself down. He stands tall.

The basis for a good position is in the placing of the feet. One of the best ways of placing them is in the military position of "parade rest." In this, he places the left foot slightly forward, with the right foot a few inches to the rear, and with the left heel pointed toward the right instep. The relative positions of the feet can be shifted occasionally, without any shuffling.

This position has the advantage of discouraging the tendency to sway from side to side, and it helps the speaker relax.

In general, the best position for the speaker is a natural, easy one, free from freakishness. He stands up, resting his weight easily on both feet. He avoids all rocking, swaying, bending and other aimless movements. He tries to stand naturally, at his best. ❖

Toastmasters Dennis, Malone and Davies prepare for their integrated speeches on rocket propulsion.



Three's NOT a Crowd

when Toastmasters join forces for technical talks

By HUGH E. MALONE

IT WAS ONLY natural that the three of us should talk about rocketry before our club, the Knights of Columbus Toastmasters 2159 of Springfield, Ohio. We work with rockets at Wright-Patterson Air Force Base. Claude Davies is an integration officer in ground support of weapon systems. Sebastian Dennis is a buyer for research rocket engines and I am a chemist for rocket propellants.

Whenever we spoke on the subject before our club, the criticism most frequently heard by all three of us was: "Your speech is fine, but it's so technical that most of us don't understand what you're talking about."

Our purpose in making these talks was the usual threefold goal of all Toastmasters speeches—to increase our own ability, to further the audience's understanding of

our subject, and to provide entertainment. If our audiences couldn't understand us, obviously something was lacking. So we decided to try an integrated presentation.

The task was to develop material from this highly technical field into an interesting, informative and interrelated presentation understandable to the average adult not versed in the subject. The desire to listen and understand was already established—people want to know about rockets. They want to be able to read newspapers and magazines, hear broadcasts and discuss the various angles of rocketry with understanding. We didn't have to sell our audiences on the subject, but we did have to get the subject into the comprehension range of the audience, without talking down to them or insulting their intelligence with over-simplification.

Our revised integrated presentation was carefully planned. Claude, we decided, would speak first, outlining the history of rocket propulsion. I would follow with a discussion of the theory of rocket engine operation, describe the important parts of the rocket engine and demonstrate the action of several rocket propellants. Sebastian would describe the conditions encountered in space flight and the requirements imposed on both spacecraft and spacemen.

We needed a good conclusion to tie up the program, so we decided to show a film of the Bonmarc Missile, narrated by Claude. The whole program was timed to take exactly 40 minutes.

Our first audience was a Knights of Columbus fraternal group. As we started, we felt that the men were extremely skeptical. Before long, however, their attention was captured—and held. Their interest and comprehension were proved when they held us on the platform for 30 minutes of questions!

Success is the best advertisement. Since that first night, we've had requests to repeat the program before the Lions Club, Kiwanis, Knights of Columbus Fourth Degree, Scottish Rite, First Baptist Church, Westminster Presbyterian Church, Highlands Presbyterian Church and others. Our audiences have included doctors, lawyers, educators, businessmen, city officials and children at several Father-Son banquets. Our highest compliment is when people come to us after the program and say, "Now we understand what makes rockets go."

Our most recent presentation was before the Area 6, District 40 Toastmasters meeting at Wright-Patterson Air Force Base. Toastmasters are the world's best audience, but they are also the world's best critics, especially of other Toastmasters. Their approval, enthusiastically expressed, was our assurance that our work was successful.

It occurs to me that there are many other fields where Toastmasters could prepare similar integrated programs. Such complicated subjects as insurance, real estate, parliamentary procedure, investments and others could be presented in a triple play which audiences would find informative and entertaining.

We heartily attest that the benefits derived by the participating trio are proportionate to the effort expended. The individual Toastmaster, in addition to the personal satisfaction derived from making a successful talk, benefits from his preparation and presentation, and from the special skill gained in fitting his talk in with the others. The listener gains in knowledge and understanding. Toastmasters International benefits because members of the audience say to themselves, "Look what Toastmasters has done for these men. Maybe it can do as much for me." ♦

Hugh E. Malone is a rocket propellant chemist at Wright-Patterson AFB, Ohio. He was a charter member and first president of K of C Toastmasters 2159, and has served as secretary-treasurer of Area 6, Dist. 40.

How to be **ONE UP** as

*or how to confuse
and confound your evaluator*

By R. A. LEUCHTER

THAT FAMOUS IRISHMAN, Stephen Potter, said that if you are not one up then you are one down. Now to many of you this phrase, as well as his philosophy of *Gamesmanship*, needs no introduction.

For the benefit of others not familiar with his ideas, let me explain that a Gamesman is one who, while being a poorer player, can nevertheless contrive to defeat his superior opponent by using so-called *ploys* or *gambits*.

It is fascinating to speculate on how the principles of Gamesmanship could be applied to Toastmasters. I have assembled a few illustrations on the subject.

Several Ploys

A Gamesman, or perhaps we should more appropriately call him a Speechman, must first of all be capable of neutralizing his critic. He can use several ploys to achieve that end.

An easy one, and one which I recommend, is to select the strongest point in your speaking, for example, your physical appearance. Then say to your critic before the meeting, "I say, old chap, would you like to watch my physical ap-

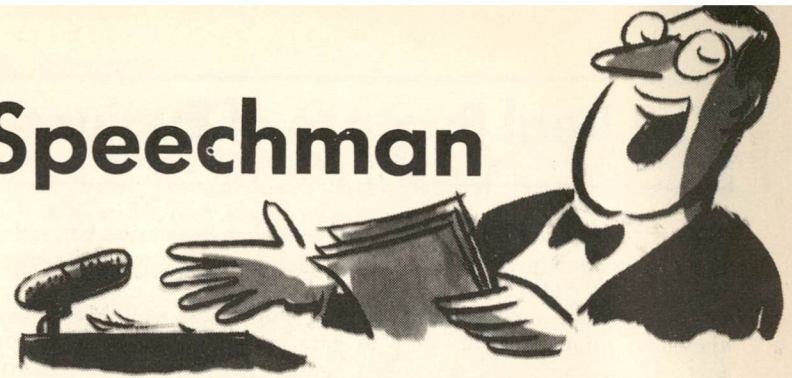
pearance, I'm trying to improve on it." Of course the critic wishing to be helpful is watching your physical appearance to the virtual exclusion of everything else. The result is that he gets up and praises you for two minutes for your excellent physical appearance.

Now, if you are a Speechman, the chances are you don't have any strong points. The trick then is to divert your critic's attention to some harmless mannerism like jingling the money in your pocket. The effect on the critic is remarkable. You will find he will devote at least one half of his criticism to telling you what to put in your pocket instead of the keys or money or whatever you had, to break this most regrettable habit. For the rest of the speech he will give you 100 per cent.

Note Gambit

You can go further and use what is known as the *anonymous note ploy*. This works as follows: Before you get up to speak you send an unsigned slip of paper to your critic, with one question: "Are you evaluating this speaker?" What happens, of

a Speechman



course, is that the critic gets the note and reads it, thereby missing the poor opening you have just made.

He then tries to decide whom the note is from, and misses still more of your speech. Now the chances are he will conclude that the note is from the General Evaluator, and he will answer it, "Yes, of course I am." He misses more of your talk, and then the General Evaluator sends it back and says, "I thought you should be."

If you are clever enough you can arrange the exchange of notes between your critic and the General Evaluator to last throughout your talk.

A Speechman should always be capable of dramatizing his delivery, and again there are several ploys. A very good one is to remove your glasses, lean towards the audience and repeat what you have just said:

I will illustrate this: for example, you say "The government should take action in this matter" (removing glasses) . . . "Fellow Toastmasters, the government's duty is to do something about this matter." Of course, the spectacles are between

you and the audience and their removal symbolically enhances the directness of your appeal.

Lost Audience

It is also interesting to observe that at the same time the audience is by this means brought into more intimate contact—made more aware of your presence in front of them. The Speechman himself loses sight of the audience, having just removed his glasses. That is very important for those Speechmen who have difficulty in facing the audience.

Now these are a few ideas on how Speechmanship can help you to be one up on your audience, and one up on your critic.

In concluding, I can do no better than to quote that famous Gamesman, Stephen Potter, who was once, while playing golf, overheard to say: "It may not be cricket, but it's still a game!"

R. A. Leuchter is a member of the C-I-L Toastmasters 2577 of Montreal. Toastmaster Leuchter is a chemist with Canadian Industries, Ltd., of Montreal, Quebec.

The Real Purpose of Evaluation

By R. C. UNDERHILL

HOW YOU FEEL about giving and receiving evaluation can color your whole benefit from Toastmasters training, and may determine your usefulness to your club.

In a recent survey taken by our club, most of the members said they had joined Toastmasters to gain confidence in speaking on their feet. Quiet knees and controlled hands are worthy goals; many of us attain them. Often we drop out of the club when we have done so.

A few men set higher goals. Some feel that improved speaking will help them in their careers; others are preparing for opportunities around the corner. Still others seek the thrill of persuading people to accept a point of view.

Now, if in our clubs we can provide evaluations which help Toastmasters toward these higher goals, obviously we also help the confidence-seekers. The "if," however, depends on the attitudes with which we approach the assignment of evaluator.

In our *Basic Training Manual*, Dr. Ralph C. Smedley tells us that evaluation promotes the habit of "critical listening." The critic can warn himself against the bad practices he observes and thereby develop a high level of speech consciousness. This is very true, but it is only part of the story. Critics should remember that they evaluate for all the club to hear, and their evaluation should be so designed that all members may derive benefit equal—or nearly equal—to that which the speaker receives.

Sometimes we tend to lose sight of the real purpose of evaluation. We fall into "nit-picking," or probing for the picayune. Is this because we lack experience or ability to recognize the bigger, more worthwhile aspects? How can we talk about ways to improve a man's style when we are straining to catch his phraseology? *We're failing to hear the speech for listening to the words!*

Let's remember the real purpose of evaluation, as Dr. Smedley states it: ". . . to give the speaker the advantage of knowing quickly and honestly the reaction of his hearers. . ."

Few of us are professional speakers, or professionally qualified to teach the art of speaking. Yet we can all react constructively to a speech. Our honest, unlabored reactions give the speaker—and all the members—the necessary clues to greater effectiveness next time up.

No, we neither speak nor evaluate for exercise alone. We come to our club meetings, week after week, for the thrill of progress. We'll do better in our efforts if we both give and receive evaluation with humble thoughtfulness.

R. C. Underhill is past president of Summit (New Jersey) Toastmasters 1781.

BOOK REVIEW

EFFECTIVE SPEECH FOR DEMOCRATIC LIVING — by Robert T. Oliver. Published by Prentice-Hall, Inc., New York. (May be purchased from Toastmasters International, Santa Ana, California.) Price \$2.75. Calif. clubs include 4% sales tax.

Dr. Robert T. Oliver is Head, Department of Speech, Pennsylvania State University, editor of the authoritative quarterly "Today's Speech," and is well known as a lecturer and authority on Korean affairs. Toastmasters will remember him for his contributions to THE TOASTMASTER magazine and as one of the featured speakers of the 1958 International Convention.

In his latest book, Dr. Oliver has distilled into 107 readable, informative and interesting pages the essence of the art of speaking, both from the platform and in discussion groups. He states the basic principles of effective speaking in clear, memorable manner, and in addition to describing the qualities of a good speaker, he gives valuable hints on how to develop these qualities.

Toastmasters will find special value in the chapters entitled "How to Prepare a Speech," "How to Make Your Ideas Memorable," "How to Make Your Ideas Clear," and "How to Make Your Ideas Persuasive." Club officers in particular will be interested in the section entitled "How to Conduct a Discussion," and the final chapter on "How to Participate in a Parliamentary Meeting."

To deal with a complex subject adequately in a brief space is far more difficult than to write about it at length. Dr. Oliver is to be congratulated for the careful manner in which he has successfully condensed a large amount of material into a small space, yet kept the essentials of theory and method. The lack of elaboration permits the essential facts to stand out more clearly.

"Effective Speech for Democratic Living" is an authoritative book, thoughtful, easy to read, and thoroughly adult in its approach to the problems of public speaking. Toastmasters, who are primarily concerned with the art of speaking on the adult level, will find it a most valuable adjunct to their Toastmasters training.

—Seth Fessenden

One of the finest and truest definitions of sympathy: sympathy is your pain in my heart.

Halford E. Lubbock

Toastmaster Town of the Month

DAVEY CROCKETT WAS SINGING the praises of the Birmingham area in 1817, two years before Alabama became a state. But the huge iron statue atop Red Mountain on Birmingham's south side is not in memory of that famous early American adventurer. The statue of Vulcan, mythical god of the forge, has a more modern meaning for the citizens of Birmingham. The 55-foot, 120,000-pound iron man is a symbol of Birmingham's natural resources—the only spot on the globe where the three essentials for making steel—coal, iron ore and limestone—can be found in large commercial quantities.

The statue of Vulcan on its 179-foot pedestal is the second largest statue in the United States, exceeded only by the Statue of Liberty.

Less than 100 years ago, Birmingham was forest, farmland and mountain. Today, Birmingham is a major producer of steel products. But in recent years, the city has expanded its economy to include such diversified products as cookies and chinchillas, mattresses and meat, aircraft and aluminum, furniture and steel tanks, insurance and industrial safety equipment.

Picturesquely situated in the Appalachian foothills, Birmingham is more than a city of industry and commerce. The success of its Opera Association, Civic Symphony, theater groups, ballet and art museums is a tribute to the cultural interests of the more than half-million residents of the Birmingham metropolitan area. A 12-block Medical Center contains the University of Alabama Medical and Dental Colleges, University Hospital, Veterans Administration Hospital, Crippled Children's Clinic and public health buildings.

The first Toastmasters club in Birmingham—Club 512—was organized in July, 1947. The 11th and newest club—Club 2625—was chartered in January, 1958.

The growth of Toastmasters in Alabama, particularly in the Birmingham area, led to the formation in 1955 of District 48. Originally the Birmingham Toastmasters were in District 29, which includes clubs in several Southern states. District 48 covers Alabama except for an area in the southern part of the state which remains in District 29.

The Toastmasters of Birmingham have been active in district affairs. They have been equally prominent in civic programs and have volunteered their services for worthy causes on hundreds of occasions.

Birmingham is a progressive, vigorous city. It is a city that is building. Its Toastmasters clubs are building too—building leadership and more effective communication in the industrial center of the New South.



JUST IN JEST

Looks like rain," said the tourist to the oldtimer at a filling station in an arid part of the West.

"I sure hope so," sighed the old man. "Not for myself, you understand, but for my grandson here. I've seen rain."

Voter to persistent candidate: "Why, I wouldn't vote for you if you were St. Peter himself."

Candidate: "If I were St. Peter, you wouldn't be in my district."

A perfectionist is a person who chooses a picnic site as if it were to be a permanent home.

Then there was the dejected employee who came home one evening and slumped into a chair.

"Well," he said resignedly, "the worst has happened."

"Why, whatever happened, dear?" his wife asked anxiously.

"The boss called me in at quitting time and gave me the business."

Police inspector to lady driver whom he has stopped: "Your driving license seems to be valid, madam. Now suppose you tell me just how in the world you ever got it."

To some people, the most important ingredient in the recipe for success is crust.

Then there was the Texas housewife who said to her husband: "Will you get the car out, dear, and drive the youngsters to the backyard so they can play?"

Inflation is a state of affairs when you never had it so good or parted with it so soon.

Small boy's definition of conscience: "It's something that makes you tell your mother before your sister does."

"For heaven's sake, be brief!" an exasperated railway superintendent counselled an employee whose reports on trivial incidents often ran to many tedious pages. Thus reprimanded, the worker reported as follows on damage done by a cloudburst: "Dear Sir: Where the railroad was, the river is."

Teacher: "Johnny, why weren't you at school yesterday?"

Johnny: "Well, ma'am, I was coming, but a policeman said 'Mind the steamroller,' so I stayed and minded it."

A man usually can do more than he thinks he can, but he usually does less than he thinks he does.

The optimist is as often wrong as the pessimist. But he has a lot more fun.

Anger is a wind which blows out the lamps of the mind.

A first-grader was telling his father how his school day began. "First, you have to be in your seat when the bell rings. Next, we say our morning prayer, give the pledge to the flag and then sing America. Then Mr. York, our principal, gives the commercial."

The little city boy was on his first real vacation in the country with his father. The two were hiking when they saw a rainbow. Sighed the boy, "It's pretty. What is it advertising?"

Letters to the Editor

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

As long as I have been a member of Toastmasters our evaluation session has been frequently disrupted by the criticism of a speaker using the phrase "Thank you." There is in the opinion of many of our members a very definite ruling in public speaking against ending a speech in this manner.

However, many members cite such great orators as Winston Churchill, Bishop Sheen, Adlai Stevenson, Franklin D. Roosevelt and others who almost invariably have ended their orations with a simple "Thank You."

Since I am the educational vice president of our club it is my obligation to get some semblance of a ruling on this issue. It is in this interest that I am seeking information from Toastmasters International, and would like an answer simply and clearly stated to the following question:

Is it or is it not proper to end a formal address with the phrase "Thank you"?

E. J. Fortier, Jr.

Knights of Columbus Club 740
New Orleans, La.

We refer Toastmaster Fortier and all the others who have written us on this subject to the article by Dr. Smedley on page 18 of this issue of THE TOASTMASTER.—ED.

The increased use of pictures in the magazine is a step forward and makes for greater reader interest. The magazine has become a valuable factor in the promotion of interest in our movement, and you are to be congratulated upon its improvement.

Olin Price
Past Int. Pres. TI
Huntington Park, Calif.

Our meeting of April 14 was an interclub meeting with New Albany Club 410, which was highlighted by the joint installation of officers by Area 4 Governor Jack Durick.

Not only was this a very colorful and interesting meeting but, according to our limited information, it is possibly the first meeting of its kind in Toastmasters. We would be interested to know if our information is correct. If not, we stand corrected.

We of No. 2030 have found these interclub activities to be very interesting, educational and stimulating to all concerned.

M. J. Winkle
Minute Men Club 2030
Seymour, Ind.

THE TOASTMASTER occasionally receives word of similar joint club officer installations, and finds that most clubs using this idea have the same reactions of stimulation and enjoyment reported by the *Minute Men*.—ED.

Today, being responsible for the grace at the regular luncheon meeting of Capital Club 876, D. C., I prepared the one below. Several members suggested that I send it to you.

Our Father: Grant that we may improve ourselves in thought and word by remembering that Thou art the witness to all our thought and the listener to every word.
Amen.

Oliver Hanpeter, Ad. V-P
Capital Club 876
Washington, D. C.

Here in Pittsburgh we have been hard at work for the last three months re-organizing our March of Dimes Speakers Bureau. I thought you might like to know the results we have achieved.

James Del Sole, one of your leading Toastmasters in the area, was most cooperative in introducing our representatives into the Toastmasters clubs throughout Allegheny County. As a result of our campaign to enlist new speaking volunteers, we can now boast of 34 Toastmasters who are willing to give their time and energy to explain the New March of Dimes.

I would like to take this opportunity to express my appreciation and that of all of us for the magnificent cooperation which we have received.

Jerry Clack, Executive Secretary
The National Foundation, Inc.
Pittsburgh, Pa.

I truthfully believe that your new cover series for *The Toastmaster* is a striking idea. Not only is it attention-compelling, but I think it will tend to promote the idea of competition among Toastmasters—to enter their cities into the series. That Hannibal, Missouri, river scene just smacks of Tom Sawyer, Huckleberry Finn and "Ol' Man River."

How does a city qualify for this honor? We think we're a "Toastmasters Town" in the sense that we have had District and Zone meetings and many of our prominent men have been and still are Toastmasters. We could give you any choice of pictures, from beach scenes, Boardwalk scenes to the glamorous "Miss America" spectacle. . . .

J. J. Tynan
Atlantic City, N. J.

There are no rigid rules; we are looking for appealing pictures from interesting cities with active Toastmasters groups. We also try to give geographical balance to our selections.—ED.

The Naval Gun Factory Toastmasters Club 1979 has found the Inter-Club Exchange Program recommended by the International to be of great benefit to club activities and the formation of interesting friendships. We are curious to know whether any other club has enjoyed a more extensive interchange. During the past year we provided 23 exchange speakers and 20 evaluators as a part of our organized inter-club program. Has any other Toastmasters club during the past year had a larger or more varied exchange of speakers?

P. J. Crossfield
Club Achievement Chairman
Naval Gun Factory Club 1979
9904 Renfrew Rd.
Silver Spring, Md.

San Lorenzo Toastmasters Club 1371 devoted their May 13 meeting to listening to the taped speech of Major William E. Mayer, subject: "Communist Indoctrination—Its Significance to Americans," and then having a table topics session with emphasis on the speech as it affects Toastmastering.

Member George Garland had previously heard this taped speech; was so impressed that he gave our club a sales speech on Major Mayer's taped speech, convincing us that it would be well worth while to plan one whole meeting for this recorded speech.

This unusual meeting was greatly enlightening. The taped speech impressed us with the style and manner in which Major Mayer gave his speech. And the facts about our American P.O.W.'s of the Korean conflict stunned us with their ugly ramifications. Table topics brought out from the members the considered values of the speech apropos of Toastmastering. It is hoped other clubs will explore this idea.

Daniel L. Silva
San Lorenzo Club 1371
San Lorenzo, Calif.

New Clubs

(As of July 15, 1959)

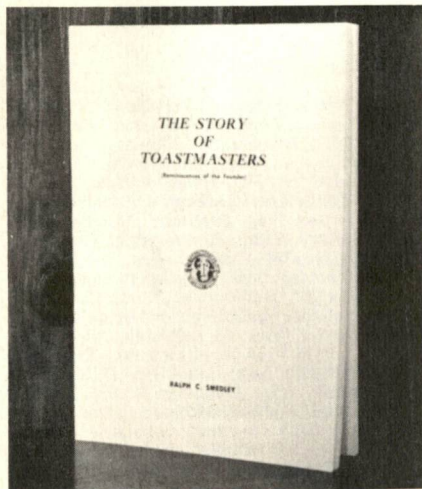
- 131 LOS ANGELES, California, (D-51), *Ducommun*, Tues., 5:30 p.m., Ducommun Plant.
- 433 TRENTWOOD, Washington, (D-9), *Steelworkers*, Mon., 7:30 p.m., Steelworkers Hall, E. 14015 Trent Avenue.
- 1317 NORFOLK, U. S. Naval Base, Virginia, (D-36), *Public Works Center*, 1st & 3rd Wed., 11:45 a.m., Naval Station Employees Cafeteria.
- 1703 KAILUA, Kaneohe Bay, Hawaii, (D-49), *Officer's*, Tues., 11:30 a.m., Commissioned Officers Open Mess.
- 2139 ROTA, Spain, (D-U), *Matadores*, Mon., 7:30 p.m., Enlisted Men's Club.
- 2187 PONCHATOUA, Louisiana, (D-29), *Tangipahoa Parish*, 1st & 3rd Mon., 7:30 p.m., meeting place undetermined.
- 2235 RAMSTEIN Air Base, Germany, (D-U), *Ramstein Airmen's*, 2nd & 4th Wed., 11:30 a.m., NCO Club
- 2240 HINES, Illinois, (D-30), *Hines*, Mon., 4:45 p.m., Veterans Hospital.
- 2276 BUFFALO, New York (D-34), *Delaware*, Tues., 6:30 p.m., Delaware YMCA, 2564 Delaware Avenue.
- 2413 PORT JEFFERSON, New York, (D-46), *Northern Brookhaven*, 2nd & 4th Thurs., 6 p.m., Wagon Wheel Restaurant.
- 2580 BRANTFORD, Ontario, Canada, (D-60), *Brant*, Thurs., 6:15 p.m., Hotel Kerby.
- 2689 LEAMINGTON, Ontario, Canada, (D-28), *Leamington*, 2nd & 4th Tues., 6:30 p.m., Lakeshore Terrace Hotel, Kingsville.
- 2978 PHILADELPHIA, Pennsylvania, (D-38), *Holmesburg Council K of C*, 1st & 3rd Mon., 8:15 p.m., 3300 Knorr Street.
- 2983 GREATER CLEVELAND, Ohio, (D-10), *Postal*, Mon., 5:30 p.m., American Legion Club, 3730 Euclid Avenue.
- 3006 CHATEAUGUAY HEIGHTS, Quebec, Canada, (D-61), *Chateauguay*, Mon., 8 p.m., Heights Recreation Club.
- 3007 GROTON, Connecticut, (D-53), *Groton*, 1st & 3rd Tues., 7 p.m., The Wagon Wheel Restaurant.
- 3008 NASHVILLE, Tennessee, (D-U), *Aveni*, 1st & 3rd Fri., 12 noon, Parkway Hotel.
- 3009 HILLSDALE, Michigan, (D-62p), *Hillsdale*, Thurs., 7 p.m., Paragon Restaurant.
- 3010 PORT CHARLOTTE, Florida, (D-47), *Port Charlotte*, 1st & 3rd Mon., 7 p.m., Smith's Plantation, Charlotte Harbor.
- 3011 EPHRATA, Pennsylvania, (D-38), *Ephrata*, 1st & 3rd Thurs., 6:30 p.m., Amvets.
- 3012 SAN FRANCISCO, California, (D-4), *Presidio*, Mon., 11:30 a.m., Presidio Officers Open Mess.
- 3013 SACRAMENTO, McClellan AFB, California, (D-39), *Warning Star*, alt. Tues., 11:30 a.m., Officers Club.
- 3014 ELWOOD, Indiana, (D-11), *Elwood*, 2nd & 4th Tues., 6:30 p.m., Sullivan's Restaurant.
- 3015 PERU, Indiana, (D-11), *Peru*, 1st & 3rd Tues., 6:30 p.m., Talley Ho Restaurant.
- 3021 MONTREAL, Quebec, Canada, (D-61), *Purchasor's*, Mon., 6 p.m., Dow Breweries Ltd., (temporarily).
- 3022 ROME, Griffiss AFB, New York, (D-34), *NCO*, Thurs., 7 p.m., NCO Mess.
- 3024 LEXINGTON, Nebraska, (D-24), *Lexington*, Tues., 6:30 p.m., Cornland Hotel.

DISTRICT GOVERNORS 1959-1960

- F Maurice A. Shenbaum
2. Les Bridges
3. Robert A. Englund
4. Roger L. Sherman
5. Howard G. Gray
6. Max J. Perras
7. Robert H. Gray
8. Guy G. Thompson
9. E. William Parker
10. Walter J. Stowman
11. Kerele C. Keller
12. Virgil True
13. William J. Bebble
14. Maj. Dale S. Jeffers
15. Donald A. Durell
16. Travis W. Freeman
17. Edward A. Engelhart
18. J. Lockhart Whiteford
19. Harold C. Lounsberry
20. Everett D. Bolstad
21. Ralph D. MacColl
22. James Quinn
23. William W. Macdonald
24. Dr. Leo Anderson
25. Julian I. Cristol
26. Leslie V. Ward
27. Ronald B. Camp
28. Frederic N. Lyon
29. Howard E. Flanigan
30. Dean Kline
31. Maurice F. Byington
32. Howard I. Bond
33. Homer Moulthrop
34. David N. Tufts
35. Ralph E. Howland, Jr.
36. William E. Spicer
37. Dr. F. L. Smith
38. George J. Flannery, Jr.
39. Raymond H. Grady
40. Ray L. Magly
41. Arthur E. Dracy
42. Alfred E. Pallister
43. Warren E. Leavitt
44. M/Sgt. Kenneth Gordon
45. Joseph F. Murphy
46. Karl M. Schau
47. 1st/Sgt. Donald F. Muller
48. Joe T. Porter, Jr.
49. Franklin Sunn
50. Samuel C. Hathorn
51. John N. Clauser
52. John L. Hastings
53. Gilbert S. Gruber
54. Paul M. Dauten, Jr.
55. William L. Mekeel
56. Edward G. Bossom
57. Gordon A. Dickie
58. J. D. Crook
59. Ensio J. Tosolini
60. J. Geoffrey Cudlip
61. Lloyd G. C. Taylor
62. Robert F. Smith
63. Wylie A. Bowmaster
- 217 W. Valley Blvd., El Monte, California
3430 36th Ave. West, Seattle 99, Washington
6616 N. Cardinal Dr., Scottsdale, Arizona
1634 Borden St., San Mateo, California
127 Millan St., Chula Vista, California
2109 Princeton Ave., St. Paul 5, Minnesota
312 Equitable Bldg., Portland, Oregon
1461 Johns Ave., Decatur, Illinois
S. 4025 Lee St., Spokane, Washington
342 Hayes Ave., Cuyahoga Falls, Ohio
1802 College Ave., Terre Haute, Indiana
736 W. Fir St., Oxnard, California
364 Brussels St., St. Marys, Pennsylvania
103 Briardale Ave., Warner Robins, Georgia
424 3rd Ave. So., Nampa, Idaho
527 So. Kenosha St., Tulsa, Oklahoma
310 E. Sussex Ave., Missoula, Montana
8 Woodview Terrace, Hamilton, Scotland
707 Putnam Bldg., Davenport, Iowa
316 12th St. N., Moorhead, Minnesota
260 Harvey St., Nanaimo, B. C., Canada
542 New England Bldg., Topeka, Kansas
504 Townsend Terrace, Las Cruces, New Mexico
616 Grant Ave., York, Nebraska
5508 Wheaton Drive, Ft. Worth 15, Texas
Box 1056, Greeley, Colorado
809 Barham Court, Modesto, California
2816 Vinsetta Blvd., Royal Oak, Michigan
711 1/2 Jemison St., Mobile, Alabama
1660 Burr Oak Road, Homewood, Illinois
38 Linden St., Fall River, Massachusetts
7640 So. Yakima Ave., Tacoma 4, Washington
505 Washington Way, Richland, Washington
924 Lincoln Bank Bldg., Rochester, New York
P.O. Box 87, Oconomowoc, Wisconsin
3601 Connecticut Ave., Washington 8, D. C.
Box 737, Burlington, North Carolina
1526 Chestnut St., Philadelphia, Pennsylvania
4833 Foster Way, Carmichael, California
2729 Vine St., Cincinnati 19, Ohio
S. D. State College, Brookings, S. Dakota
120 Chinook Drive, Calgary, Alta., Canada
1041 Savitz Drive, Apt. B. NAS, Memphis, Tennessee
3113 Aberdeen, Lubbock, Texas
13 Charles St., Sanford, Maine
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