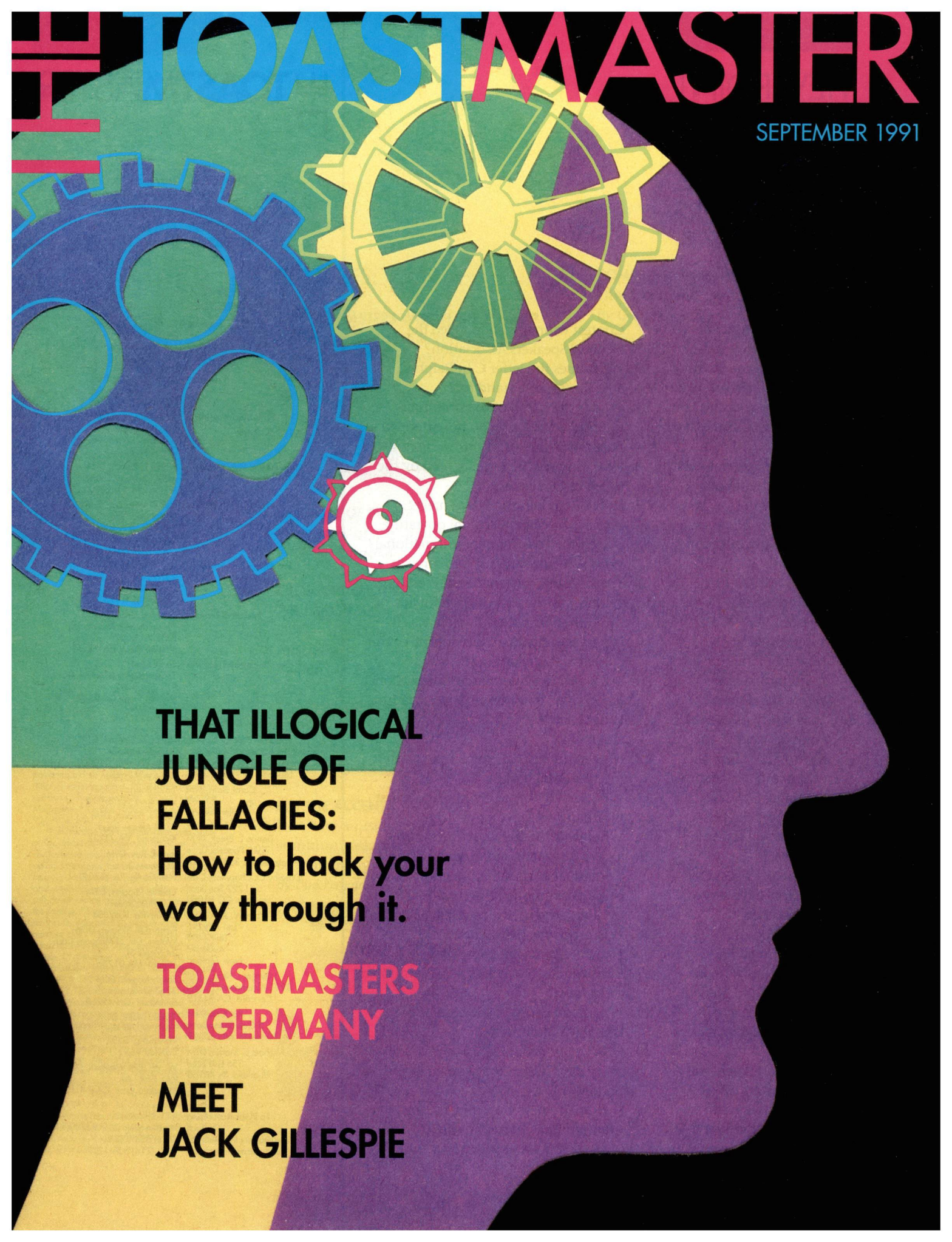


TOASTMASTER

SEPTEMBER 1991



**THAT ILLOGICAL
JUNGLE OF
FALLACIES:
How to hack your
way through it.**

**TOASTMASTERS
IN GERMANY**

**MEET
JACK GILLESPIE**



VIEWPOINT

TEST YOUR TOASTMASTERS TRIVIA IQ

■ Here's a quiz for all Toastmasters who want to find out how much they *really* know about our organization. Answers are listed on page 31. Have fun!

1. Who was Toastmasters' first International President?
2. How many members does the organization have?
3. When was the first Distinguished Toastmaster (DTM) award presented?
4. How many buildings have housed the World Headquarters?
5. How many Advanced Manuals exist in the Advanced Communication and Leadership Program?
6. How many Success/Leadership Modules are there?
7. How many Executive Directors have served Toastmasters International?
8. Which Executive Director has won an Olympic Gold Medal?
9. What's the name of the organization's founder?
10. When and where was Toastmasters International founded?
11. What's the name of the International Speech Contest winner who founded the National Speakers Association?
12. What does the letter C in Ralph C. Smedley's name stand for?
13. What's the name of the past international president who has attended all Board of Directors meetings since 1946?
14. How long are the terms served by the Board of Directors?
15. How often does the Board meet?
16. What's the current annual operating budget for Toastmasters International?
17. Who is the only woman to serve as Toastmasters' International President?
18. Which was the first district outside of the United States, and where was it?
19. Where was the first club outside of the United States chartered?
20. What year did Toastmasters International incorporate as a nonprofit association?
21. What color were Dr. Ralph C. Smedley's eyes?
22. How many districts does Toastmasters International have?
23. Who served as the organization's first International Director-at-Large?
24. When was "Speechcraft" introduced?
25. a. What was the name of the first manual of speech projects published by Toastmasters International?
b. How many speech projects did it have?
26. When was the first issue of *The Toastmaster* magazine published?
27. In how many countries do Toastmasters clubs meet?
28. What club meets at the base of the Himalaya Mountains?
29. How many people join Toastmasters every day? (Counting weekends and holidays)
30. How many new clubs did Toastmasters International charter last year?

Turn to page 31 for the answers.

THE TOASTMASTER

PUBLISHER Terrence McCann
EDITOR Suzanne Frey
ASSOCIATE EDITOR Brian Richard
ART DIRECTOR Tina Forssten
TYPESETTER Susan Campbell

TI OFFICERS AND DIRECTORS

Founder Dr. Ralph C. Smedley,
(1878-1965)

OFFICERS

President A. Edward Bick, DTM
7172 Grantham Way
Cincinnati OH 45230

Senior Vice President Jack Gillespie, DTM
P.O. Box 1497
Winnipeg Manitoba
Canada R3C 2Z4

Second Vice President Bennie E. Bough, DTM
4607 Ordinary Court
Annandale VA 22003

Third Vice President Neil R. Wilkinson, DTM
Barcol Door Ltd.
15104-118 Avenue
Edmonton Alberta
Canada T5V 1B8

Immediate Past President John F. Noonan, DTM
2536 Derbyshire Way
N. Vancouver B.C.
Canada V7H 1P8

Executive Director Terrence J. McCann
Toastmasters International
P.O. Box 9052
Mission Viejo CA 92690

Secretary-Treasurer Frank Chess
Toastmasters International
P.O. Box 9052
Mission Viejo CA 92690

DIRECTORS

Robert E. Barnhill III, DTM
Innovative Money Advisory, Inc.
P.O. Box 2583
Lubbock TX 79408-2583

Carol Blair, DTM
R.R. #2
Millet Alberta
Canada TOC 1Z0

Donna L. Brock, DTM
7619 Peacock Drive
Huntsville AL 35802-2826

Dorothy O. Chapman, DTM
1222 San Juan
La Junta CO 81050

Charles Rodgers, DTM
202 Third Street
Collinsville IL 62234

Richard A. Skinner, DTM
Waters, Div. of Millipore Corp.
34 Maple St.
Milford MA 01756

Ginger I. Kane, DTM
3921 Almondwood Court
Concord CA 94519

Pat Kirk, DTM
5 Oak Shore Drive
Burnsville MN 55337

Michael E. Martin, DTM
355 Lisa Lane
Plainfield IN 46168

W. W. (Bill) Woolfolk, DTM
P.O. Box 146
Mountain View CA 94042-0146

To Place Advertising Contact: P.O. Box 9052
Mission Viejo CA 92690 USA
Toastmasters International (714) 858-8255
Publications Department FAX: (714) 858-1207

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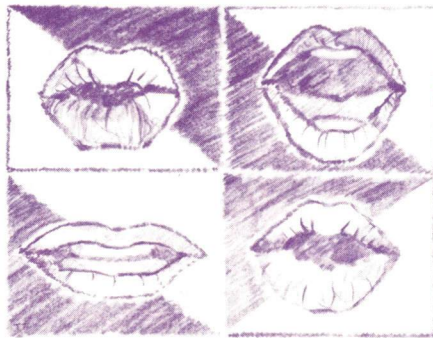


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LETTERS

KEEP TI CLEAN

I think we should replace the position of Ah-Counter at Toastmasters' meetings with a Bad-Word or Vulgar Expression Counter. Many clubs now permit vulgar four-letter words that would surely not have been permitted in the early decades of Toastmasters International. Of course, just a few people are doing this, but it seems kind of namby-pamby to have an Ah-counter when a participant said something rather more offensive.

I recommend we call this new counter the "Umpire" and abide by a rule from a more courteous age: Three strikes and you're out! Out of the club and out of Toastmasters International that is. Come on, let's play ball! And keep it clean.

PETER GARLAND, CTM
ENTERPRISING TOASTMASTERS CLUB 133-57
ALAMEDA NAVAL AIR STATION,
CALIFORNIA

LET'S DABBLE IN DIRT!

I wholeheartedly disagree with Julie Bawden Davis' article "Don't Dabble in Dirt" (June). First of all, I don't know what Brady Bunch kind of world she lives in, but no one in my Toastmasters club, or anyone I know for that matter, is the least bit offended by a slightly off-color joke. In my icebreaker speech, I began by "dabbling in dirt." I had a captive audience for the entire speech and the speech was well received.

Secondly, the whole section on "avoiding hot buttons" is ludicrous. The article suggests not to joke about gender, religion, ethnic background, race, regionality,

disabilities – not even about someone's political views. Excuse me, but what's left? Some of the best humor comes from the above topics, and to avoid them is to avoid a major source of material.

Davis' advice, to write speeches that can't possibly offend anyone, is impossible. No matter what you do or say, you will always end up offending someone.

Finally, the article contradicts itself with the last line: "It's important that we express the beauty of our language by using it to its fullest degree." How can we do that and *not* "dabble in dirt?" One person's junk is another person's treasure.

Like it or not, "dirt" is an integral part of our language and it is here to stay. The attitude of the article suggests some kind of puritanical state of the '50s. Things change. While "dirt" might have been shocking back then, it is perfectly acceptable today. Toastmasters should move with the times. Let's move into the '90s; let's dabble in dirt.

ERIC JUERGENSEN
WESTINGHOUSE FRIENDSHIP CLUB 1054-18
BALTIMORE, MARYLAND

IN FAVOR OF BLUE LANGUAGE

We've all attended contests where an excruciatingly funny speaker was out of the running because of "blue" language – not royal or navy blue, but Robin's egg blue! Why can't the prudes present simply express their disapproval by withholding their laughter, or better yet, hissing. But beware, you can't laugh and hiss at the same time!

If there is no subjectivity to the method of rating speakers, Pablum is the result. I don't mean subjectivity regarding the content – only the delivery. If nothing "blue" or controversial can be rewarded, how can we as presumably mature adults express ourselves in a satisfactory manner? I'm for revising the judging methods as presently constituted. Pablum is for the kids!

DAVID R. STEPSAY, ATM
ASSOCIATES CLUB 141-1
LOS ANGELES, CALIFORNIA

THOUGHTS ON LINGUISTIC NUANCE

Carol Richardson honored us with her cleverness in the June issue ("Two Skunks Chewing Barbed Wire"). Carol certainly creates a funny image – as would almost anything else chewing barbed wire.

Maybe the Universal Metaphor never caught on because people never got the point. Does the chewing somehow affect the amount or intensity of skunk odor? How do the barbs fit in?

"And the only reward for linguistic success is cliché." Carol seems to tell us to avoid clichés, yet here she says cliché equals linguistic success. So do we as Toastmasters pursue or avoid linguistic success?

How does "the etymology of 'trivial' add texture to a familiar word, making its every use slightly more meaningful?" This needs deciphering.

She indicates the best writers prefer Anglo-Saxon English to Latin – for example, they avoid words like "finalize" and "utilize." I'm not aware that finalize and utilize have any roots in Latin.

As for "tradition" vs. "elegance" of tile – tradition may be more realistic, but elegance connotes an impression of style and status beyond anything tradition does. The art director may have had such an idea.

I wholeheartedly agree with Carol that originality and variety are linguistic spices. Yet in the modern era we have to recognize the affect of computerization: one word for one meaning makes for efficient software. Minds are following computers. And many aspiring speakers/writers grow up knowing nuance only as a six-letter word – if they can even spell it.

DICK PROSSNER
BERKELEY YMCA CLUB 3609-57
BERKELEY, CALIFORNIA

HONESTY APPRECIATED

Carol Richardson's well-written column "The Sentimental Journey" (April) makes a good point. I felt as manipulated as she did when I saw "Terms of Endearment" and also "ET." I did *not* feel manipulated by "Dances with Wolves" – I sobbed for days over that movie, but it was a clean catharsis.

On the other hand the older I get, the more patriotic I get. I think America's survival depends on Americans' willingness to speak up *honestly* about America and its problems. I appreciate a balance of honest heart and mind in speeches. Sentimentality should not be equated with emotion. Emotion/passion/earnestness – that is honest and altruistic – has been the fuel of the greatest speeches ever made.

PAMELA PRICE, CTM
SECOND STAGE CLUB 3742-F
COSTA MESA, CALIFORNIA



MY TURN

VISITING CLUBS WHEN TRAVELING IS A GREAT WAY TO "MEET THE LOCALS," MAKE FRIENDS AND HONE YOUR SPEAKING SKILLS.

By Tom Lagana, CTM

TIPS FROM A TRAVELING TOASTMASTER

"Before I leave on a trip, I call the number given to me by World Headquarters to verify when and where the meetings are held."

■ As a guest at my first few Toastmasters meetings, I wondered how I would ever be able to attend club meetings regularly with my heavy travel schedule. The nice lady who kept urging me to join said I could attend Toastmasters clubs in different cities while on the road. A good idea, except that my next trip was to Denmark, and Toastmasters has no clubs there. However, while still in Copenhagen, I outlined a speech about my adventures in Denmark and decided to join Toastmasters as soon as I returned home.

A lot has happened in less than a year. Not only did I join Toastmasters, I have served as treasurer, won my club, area and division humorous speech contests, and am now the new president of my club. I still travel frequently, but I now enjoy it more because I get to meet Toastmasters from all over the country.

As soon as I find out about an upcoming trip I call Toastmasters' Headquarters and ask for the Membership Department. I tell them I will be traveling soon and ask if they can refer me to some clubs near my destination. The staff member quickly provides the days and times of the meetings, along with phone numbers to a contact person. (Some clubs also are listed in the phone book.) If the person answering the phone doesn't know all of the meetings in that area, he or she can probably refer you to someone who does.

Before I leave on a trip, I usually call the number given to me by World Headquarters to verify when and where the meetings are. This helps since the information supplied to Toastmasters International often change. I ask the

local contact if it would be okay to attend a meeting while in town. Not only does the friendly Toastmaster on the other end of the line let me visit the club, he or she usually sounds delighted to hear from me. Once I arrive in town, I call to verify my attendance and volunteer to participate in the program. The first time I did this they even sent the area governor to pick me up at my hotel before the meeting!

Arriving early for the meeting gives you a chance to meet everyone and be invited to participate in the program, should they need last-minute assignments filled. Have a manual speech ready, just in case. And don't forget to bring your manual so you can take full advantage of having an out-of-town evaluation of your speech.

Also bring a copy or two of your club's latest newsletter. If the club you're visiting doesn't have a newsletter, showing them yours might inspire them to start one. If they do have one, bring a copy back with you to share with your own club.

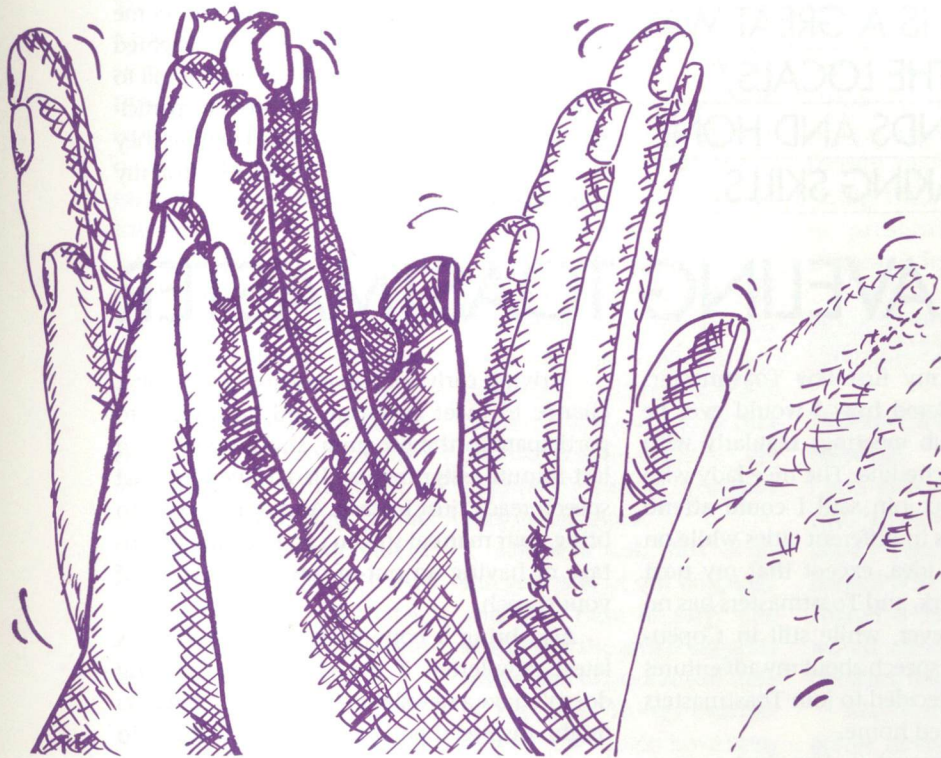
At the end of the meeting, you'll probably be asked for your comments about their meeting. As with any evaluation, be sure to mention the good things you've noticed and diplomatically offer a few suggestions for improvement. Your evaluation works two ways: you can also bring back ideas from other clubs to help strengthen your home club.

Tell potential new members that a heavy travel schedule is no reason not to join your club – tell them that their traveling can be an advantage. Also, don't let your own traveling schedule drain your enthusiasm. Instead, use your traveling as an opportunity to visit other clubs, meet the local residents, and make some friends along the way. You'll also find many exciting new topics for future speeches. It's a chance to share your enthusiasm and keep that Toastmasters spirit glowing. Whether on business or pleasure, you too can be a "Traveling Toastmaster." **T**

Tom Lagana, CTM, is the president of Caesar Rodney Club 2297-18 in Wilmington, Delaware.

IS TOASTMASTERS WORTH THE EFFORT?

By Steve Classe, CTM



WHEN FACED
WITH THAT VERY
IMPORTANT
SPEECH, THIS
TOASTMASTER
FOUND HIS HARD
WORK PAID OFF.

PREPARING TO GIVE A SPEECH CAN be a real pain. And who needs the sick feeling you get in your stomach before you deliver it?

Perhaps you have asked yourself, as I have, "Is Toastmasters worth the effort?" Two experiences have answered that question for me. I would like to share them with you, but first I must offer some background information. I have stuttered ever since I was about four years old. My adult years have been filled with embarrassment, frustration and anger resulting from my inability to speak like a normal person. I don't know why I stutter, but certain situations are particularly troublesome for me. One is going home to visit my parents and relatives. Another is speaking before an audience. Both of these situations were present in the two experiences I want to share with you.

The first experience occurred last September when I went home to help my parents celebrate their 50th wedding anniversary. They

"My father was dying and I wanted to use this opportunity to tell him and Mom that I loved them."

had a large party and all of our relatives and family friends were there. In a brave moment, I had volunteered to be the emcee at the celebration. This must have surprised my parents and everyone else who knew me as the "shy little kid who stuttered," but I wanted to do it as a gift to my parents — first because I know they have always felt responsible for my stuttering, and second, because my father was dying and I wanted to use this opportunity to tell him and Mom that I loved them.

So I carefully prepared a speech for the occasion, complete with appropriate humor, recollections of the good times and memorable events in their marriage, disclosure of Dad's courageous battle with Lou Gahrig's disease, and the expression of my love for them.

Of course, the preparation of the speech was not the hard part, it was the delivery that terrified me. As "zero hour" approached, my heart was beating so fast I thought it would burst right out of my chest. I kept imagining one reason after another why I shouldn't go through with it. Finally the time came and somehow, with the grace of God and the training of Toastmasters, I did it! It felt great. I delivered it without notes and had good eye contact, smooth gestures and plenty of appropriate humor. I had a strong opening, body, and closing.

When I finished, I felt like I had slain a dragon. I had just delivered the most important speech of my life and it was a resounding success. People kept telling me what a wonderful talk I had given and kept congratulating my parents. One man said that he, too, had a 50th anniversary celebration coming up and wanted me to do the same thing for him! It was wonderful and I was ever so grateful for my Toastmasters training.

**"I had just delivered
the most important
speech of my life
and it was a
resounding success."**

The other experience occurred the following month when we buried my father. At the funeral mass, I gave the eulogy. I had stayed up to 1 a.m. that morning writing it and then was so nervous I couldn't sleep all night. I kept rehearsing the words in my mind. Finally, after communion when the music stopped, the time had come. Once again, with the grace of God and the training of Toastmasters, I did it. I walked tall and stood erect at the podium. I spoke slowly and maintained good eye contact. I did not use notes. I had a good opening, body and closing, and I used appropriate humor. But best of all I was able to say what I wanted to say in an organized and articulate manner. When my voice began to crack with emotion, I spoke even slower so that my message could be clearly heard.

When I finished I had the thrill of walking back to my pew to a standing ovation. I imagined that my father was pleased and proud of me. People were saying that it was the best eulogy they had ever heard. My brother said that he had never heard people clap in church before. I was very pleased. This was truly the

most important speech of my life and it, too, was a resounding success.

In telling you this, I don't mean to be boastful or to imply that I am a great speaker in comparison to other speakers. In fact, I'm far from it. But for me, in these two most important speeches of my life, I feel like I reached a level I could only dream of before. I will always be grateful to Toastmasters because without Toastmasters these speeches would never have been delivered.

So, my fellow Toastmasters, in answer to the question, "Is Toastmasters worth the effort?" I can honestly say that not only is it worth the effort, it is one of the best things that ever happened to me.

If you should begin to wonder whether all your hard work will pay off, remind yourself of the progress you have made. Consider that some day, you may want to deliver a speech that is very important to you. Imagine the satisfaction you will feel when you know that you have done your very best. **T**

Steve Classe, CTM, is a member of Moonshiners Club 470-24 in Omaha, Nebraska.

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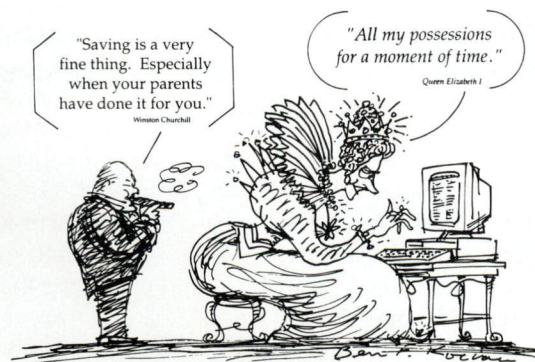
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THAT ILLOGICAL JUNGLE OF FALLACIES

HOW TO HACK YOUR WAY THROUGH IT.

By Roy Fenstermaker, DTM

■ In today's world our eyes, ears, and occasionally even our noses are bombarded with gigabits of information – some true, some false, and a good many doubtful. From the labels on the medicine we take to the six o'clock news we are at the mercy of others who may or may not be all that interested in telling the truth, the whole truth and nothing but the truth. What could be more important, therefore, for our safety and well-being than to be able to separate the communicative wheat from the propagandistic chaff?

To reach that truth or at least to have a means of reaching it, civilization has provided us with a discipline called logic. An essential weapon in the armory of

logic is the study of fallacies, those pesky distortions of reason that obfuscate and distort the truth and render credible communication impossible. It's a mental jungle out there. We can all gain by becoming aware of the pitfalls of fallacies – none more so than Toastmasters who are dedicated to rational communication. By becoming acquainted with some of the fallacies to which we and others are commonly exposed, we not only clarify our own language and thinking but help others do the same. Following is a by no means complete listing of the more common fallacies and what they mean. By being able to recognize them readily, we are armed for the battle of wits.

appeal to emotions: Emotion has a proper role in good communication, but when used in excess or to manipulate the audience, it leaves little room for rational discussion of issues. Adolf Hitler's harangues at Nuremberg are classic examples. His frequent references to family, honor and patriotism were contorted to defend the atrocities of Nazism.

a priori reasoning: Literally, "reasoning from what went before"; i.e., reaching a conclusion based on a biased, assumed or unjustified premise. Thus: "If God wanted us to fly, he would have given us wings."

band wagon: This is an appeal based on majority opinion: "Everyone knows that..." or, "The great majority of people agree that..." Even if most people believed the earth was flat, that wouldn't prove it is.

begging the question: Circular reasoning, or assuming a conclusion that remains to be proved. For example: "God exists because the Bible says so, and the Bible is true because it's God's word."

cultural bias: Judging others by our own standards and norms, or judging customs in former times by modern standards and laws. Thus: "Thomas Jefferson at one time owned as many as 250 slaves. It was hypocritical of him to write that 'All men are created equal'..."

failure to distinguish between antecedents and causality: To the orators of Rome this was known as "Post hoc, ergo propter hoc"; in other words, "Since the first, therefore the second." Because something precedes an event does not necessarily mean it caused that event. For example,

the incorrect reasoning that "The discovery of how to refine gasoline resulted in the invention of the automobile."

false analogy: Accepting or rejecting a proposition because of a supposed identity with another similar case or situation. It is rare that one finds two cases precisely alike. For example: "We tried doing this before and it didn't work." The conditions may have changed between the first attempt and the second.

false dilemma: One is given a choice between two courses of action or alternatives, both of which are unacceptable. Typically the dilemma does not include all alternatives; it is usually sufficient to point this out to get off the horns of the dilemma.

false generalization: Substituting a personal opinion for a universal law or generalizing from insufficient and faulty data. Watch out for words such as "all," "everyone," "whenever," etc. Unless the generalization is highly qualified, citing a single contrary case can usually undermine the fallacious argument.

false reasoning - deduction: The conclusion does not follow directly from the premises or the use and arrangement of premises does not follow the rules of deductive logic. For example: "If you buy this camera, your vacation pictures will turn out perfectly."

false reasoning - induction: Arguing for a conclusion; disregarding data that do not fit the hypothesis. For example: Iraqi news reports from the recent Gulf War claiming that Iraq was winning the war, despite overwhelming evidence to the contrary.

faulty terminology: Probably the most common fallacy: Failure to define terms precisely or to distinguish the meaning of the same term used in different contexts. Inaccurate definitions. Proving a point with faulty etymology. "Humpty-Dumptyism," i.e. turning words and meanings upside down. Exotic euphemisms; e.g., "We are fortunate in having so few 'friendly casualties.'" Under this heading must also be included double-talk, such as "wood interdental stimulator" for toothpick, and gobbledegook, or generally unclear language. Thirty-second political commercials on TV and radio provide a wealth of examples.

fictional consequences: Projecting imaginary or hazardous results to a current course of action. Thus: "If my opponent is elected, convicted

**"Fallacies can be land mines
in an argument or
discussion."**



criminals will go free and move into your neighborhood.”

guilt by association: Attacking a proposition because of the notoriety of those favoring it, rather than arguing the merits of the case itself.

impaired authority: Basing a belief or argument on the word or authority of another who may have no real expertise on that issue. Thus, a Hollywood starlet might add incandescence to a political gathering, but contribute little substance to a discussion of international affairs.

improper use of statistics: Generalizing from too small a sample; biased sampling; failure to segment the sample according to the distribution of the population; distorted use of the arithmetic mean to prove a point. (“A person seated on a cake of ice with his feet in the oven on average is comfortable.”) Improper extrapolation from limited data; misinterpretation of statistical results; failure to identify sources and verify procedures. A caution

to the unwary using statistics: I once had a college professor who categorized lies as follows: “Lies, damn lies, statistics and college catalogues.”

intuition: The speaker “feels” or “just knows” that something is true or false.

over-simplification (reductionism): Reducing a complex issue to one or a few terms, ignoring the substantial impact of other causes and influences. For example: “Low teacher salaries is the prime cause of the failures of the school system.”

personal attack: Known to the Romans as “argumentum ad hominem”; or an argument addressed to the person, this has characterized political discourse since time immemorial. (Lively examples may be seen on the excavated walls of Pompeii.) Typified by character assassination and attacks on the reputation, lifestyle, mannerisms or appearance of the opposition. Includes the use of wit, satire, irony, sarcasm and innuendo. Former Vice

continued on page 31

SCORING POINTS IN DEBATE OR DISCUSSION

By Roy Fenstermaker,
DTM

“Statistics do not prove themselves; they need to be analyzed and proper conclusions drawn.”

- Verify and document all authorities and sources for your facts and question those of the opposition.
- Don't overstate the weight of the facts in proving your own argument.
- Track the connection between the facts and conclusions in your case. Do the conclusions follow logically? Identify any weak links in your own case. Assume your listeners will do the same. Prepare a rejoinder beforehand.
- Avoid cheap criticism of the opposition. The audience will turn against you if you blatantly put down others. Relieve tension occasionally with a bit of self-deprecating humor.
- Simplify the argument for the audience. Reduce the number of arguments to the fewest and strongest. Spend 80 percent of your time on 20 percent of the issues, but indicate your awareness of other arguments and proofs.
- Be especially careful in the use of statistical inference. Question the accuracy, timeliness and source of all statistics – both your own and that of the opposition. Don't confuse causality with statistical correlation. Statistics do not prove themselves; they need to be analyzed and proper conclusions drawn.
- Show how the opposition has not addressed or disproved your arguments, or how they avoided the main issues.
- Look for the weak link in the opponent's argument, refute it and demonstrate its importance to their overall case.
- Don't confuse opinion, either your own or the opposition's, with fact and argument. Respect other's opinions, but venerate the truth.
- Be courteous, fair and honest and – always – keep cool!

ONE OF ENTERTAINER JIMMY DURANTE'S most memorable experiences took place shortly after World War II. Journalist Ed Sullivan asked Durante to accompany him to a nearby veteran's hospital and entertain the many wounded and disabled young men.

Durante wanted to go but was committed to do two lucrative radio shows the same day. Sullivan assured him they could finish early and get back in time. So Durante agreed, but said he would have time for only a brief routine at the hospital.

The two drove out and Durante did his single number. The audience of young men was ecstatic and pleaded for more. What happened next astounded Sullivan who knew that Durante had to leave immediately if he were to get to the radio station in time for his performances.

Durante responded to the pleading, laughing audience by returning to the stage for not one, but two more long routines. When he finally made his exit to a standing ovation, Sullivan advised him he was too late for his radio shows.

"Look at the front row of the audience," Durante said, "and you'll see why I forgot all about those shows."

Curious, Sullivan poked his head through the curtain and spotted two soldiers in the center of the front row. Each had lost an arm. Yet, they were applauding by clapping their two remaining hands together, obviously enjoying the show.

Although Durante received many accolades for his work as an entertainer, the sight of those two young men was, for Durante, the ultimate compliment. He relished this memory the rest of his life.

Compliments take many forms – a written note of support, a gentle touch, a kind word. Whatever form it takes, a compliment has the power to make us feel great about who we are and what we do. In a society where praise is sweet but short and criticism long and detailed, nothing can brighten a day quite like a sincere compliment from a stranger or friend.

Most of us would probably agree with Mark Twain's observation: "I can live two months on one good compliment." Yet, life often becomes so crowded that praise is easily squeezed out. The remedy for this is discipline. Here are eight ways to offer the gift of a compliment and brighten someone's day:

in praise of praise

By Victor Parachin

THE POWER OF A COMPLIMENT.

1 USE EVERY OPPORTUNITY. Compliments are short-lived – they tend to dissolve shortly after they are received. That's why we need them often. Opportunities to show our appreciation are all around us. Thank the waitress who served well. Compliment the store clerk who was helpful and cheerful.

Recently I took my four-year-old son into a video rental store. Both of us looked confused as we studied the mass of videotapes available. The manager, a woman in her 20s, asked what type of film we were

looking for and recommended a new release. I told her she was "wonderful" to help us and she beamed with pleasure at my simple compliment.

2 BE CREATIVE. Move from the ordinary to the insightful. The compliment "That's a pretty dress" has more power when it's elaborated: "You have an incredible eye for style. What a great outfit!"

Likewise, try replacing a comment like "That was a good presentation" with "You were



**"If a compliment
can boost the spirit,
lack of one from
important people
can hurt for a
long time."**

clear and eloquent in your presentation. You obviously worked hard at it. Thank you."

3 BE SPONTANEOUS. As a graduate student at the University of Toronto in the early 1970s, my standard attire was a pair of blue jeans, a shirt and sneakers. One day I had to dress up in a sports coat and tie. I was uncomfortable being dressed that way but will never forget what happened when I got off the subway near the university. Walking up the stairs to the street a woman in her 60s commented, "Young man, you look exceptionally handsome."

While I was amazed at that spontaneous compliment I was more astonished at the power her kind remark had over me. Although the jacket and tie I wore that day are hopelessly out of date, I've kept them in my closet to bring back the warm memories of a stranger's flattering comment.

4 BE SENSITIVE. We all need affirmation – more so at some periods of our lives than others. An honest compliment paid at the right time can work miracles for our self-esteem. Fulton J. Sheen, one of America's most prominent Catholic priests, writes of his deep disappointment about his parents' lack of affirmation for him when he was young and insecure:

"I struggled to be a leader in the class and I would come home with holy pictures and medals, but I would never receive one word of praise from my parents." If a compliment can boost the spirit, lack of one from important people can hurt for a long time.

5 BE SPECIFIC. Generalities are not nearly as effective as specifics. If you merely say to someone, "You're the greatest," the person is left wondering, "The greatest what?"

Doris, a young, aspiring actress, puts it this way: "While it's always nice to hear someone say they enjoyed my performance, it's always better to be told, 'I admired the scene where you went from sadness to anger to joy in

moments.' Something that specific is wonderful because it shows that the person noticed what I was trying to accomplish on the stage."

6 PLEASE TOUCH. Never forget the power of a silent compliment. On one occasion I had to deliver an important speech before a large audience. As I rose to move toward the lectern a friend sitting beside me simply touched my arm and squeezed gently. Knowing that at least one person was wishing me well, my spirit immediately soared. Similarly, a silent hug or a warm handshake can convey love and confidence.

7 WRITE A NOTE. While the spoken word can be quickly forgotten, a written expression of appreciation or support can be read over and over. One couple who felt depressed because of a move necessitated by a job change had their spirits considerably brightened when they received this note from good friends:

"Dear Larry and Joan, we feel very fortunate to have friends like you and look forward to continuing our relationship for many more years to come. Our most sincere wishes for a wonderful, successful and happy future. We will always treasure your friendship no matter where you live."

Whenever Larry and Joan felt lonely while adjusting to a new city they pulled out the many letters and cards written by their friends. Each note warmed their hearts.

8 KEEP IT SIMPLE. Sometimes the best compliments are one-liners. A friend of mine told me about being nervous before a formal business event she and her husband were required to attend. Even though she spent hours getting ready, she still felt inadequate. When she came out of her bedroom dressed in a long gown and makeup in place she heard her six-year-old daughter say, "Wow!" The woman said: "That one sound caused my confidence to soar."

Finally, it is worth remembering that a compliment is a gift that costs nothing but can mean everything. Poet John Milton once observed: "Apt words have power to assuage the tumors of a troubled mind." And all it takes to give this marvelous gift is an open heart. **T**

Victor Parachin is an ordained minister who works as a counselor and therapist in Chicago, Illinois. A freelance writer, he regularly contributes to several newspapers and magazines, including *The Toastmaster*.

"Never forget the power of a silent compliment."

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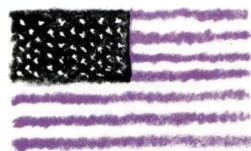
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CROSSING CULTURES: *The* LANGUAGE TRAP

By Doris M. Buck

OBSERVATIONS
BY AN AMERICAN
IN AUSTRALIA.



AS LETTERS TO THE Editor in this magazine sometimes point out, Toastmasters in English-speaking countries other than the United States often have cause to scratch their heads over American vernacular. Likewise, English spoken and written beyond the borders of the United States can send traveling Americans into culture shock. When I had the opportunity to temporarily live in Australia, I spent months trying to decipher Australian English. I discovered not only different meanings to words and phrases, but also different frames of reference and lines of logic.

When I arrived in Melbourne, my American frame of reference was so alien that I found conversations and business meetings incomprehensible. Therefore, I focused on more universal, nonverbal aspects of communication. I would escape confusion by observing group dynamics. I'd ask myself who was playing what role in the group. Who were the active listeners? Who acted as standard setter or reality tester? Was that person building trust or seeking recognition? I became more adept at identifying skills, observing reactions and assessing effects. I listened to voice tones and inflections. As I watched faces, postures and seating choices, communication took on a whole new meaning.

In the beginning, my hosts endured having to translate simple remarks such as "just put your cases in the boot" (put your suitcases in the trunk of the car) and "we'll have to queue up for take-away" (line up for take-out

food).

They'd give me quizzical looks when I'd ask for a candy bar. "What's a 'candy bar?' We have 'milk bars' (corner drugstores)." Thankfully, some meanings were easier to grasp. For example, I'd be handed a flashlight and asked to hold the "torch," or my friend would model her new "windcheater," or sweatshirt. In short, we found great good "humour" in our communications.

In the business setting, however, I had to learn to remain unperturbed by differing definitions and resulting misunderstandings. Once at a workshop, a speaker who had just returned from an educational trip to the United States delivered a presentation on American life that was – in my opinion – taken completely out of context. He had innocently taken his observations of America, applied Australian values and references, and mistakenly reported on an America that to my knowledge did not exist. And there I sat, looking at my country through Australian eyes, distorted by Australian definitions and interpretations.

Then it occurred to me that I was doing the same thing. I was experiencing a small part of Australian life and applying my American background to try to make sense of it all. I wondered if I would ever realize the extent to which I took Australia out of context. Would I innocently misrepresent Australia upon my return to the United States? I wonder if anyone is truly able to see more than one culture within the proper context.

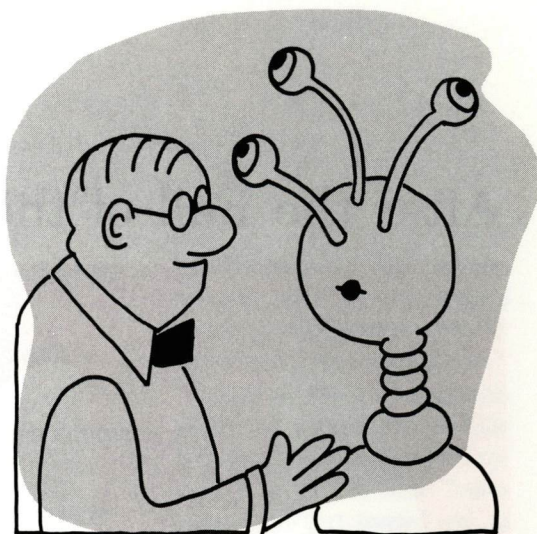


**"I wonder if anyone
is truly able to see
more than one
culture within the
proper context."**

My Australian friends may never fully grasp how profoundly moved I am when I hear the song, "God Bless America." Likewise, I doubt I could ever fully share their appreciation for "Waltzing Matilda." What sets us apart are shades of meaning and emotion that are beyond words and must simply be accepted, if not understood.

My Australian friends helped me bridge the language gap. They not only taught me Australian English, they also explained the reasoning behind the vocabulary. The United States and Australia are not merely "two countries divided by one language"; they are two countries divided by means of logic. In frustration I would often ask "How did you come up with *that* (conclusion)?" In response, the Australian would take me step by step through the logic used. To my amazement and delight, it made perfect sense every time.

I learned to see the reasoning within the Australian context. This experience, more than any other, taught me there is always more than one way to approach a problem and therefore more than one logical solu-



tion. Thanks to that, I've become more aware of the need to choose words wisely, construct sentences carefully, express ideas understandably, and to listen effectively and with an open mind.

I've concluded that the cultural differences in language, reasoning and frames of reference prevent communication rather than enhance it. Therefore, I shall not rely on spoken language as the means by which to communicate with my fellow man. I have begun a quest for a more universal foundation for communication. Perhaps it should begin with ideas like: "Laughter has no foreign accent." **T**

Doris M. Buck is a member of the Pleasant Valley Club 2560-10 in Cleveland, Ohio, where she practices holistic polarity therapy.

ARE YOU GOOD ENOUGH TO BE A PRO?

Toastmasters' Accredited Speaker Program is now accepting applications for 1992.

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Only a handful of Toastmasters have what it takes to become Accredited Speakers. If you think you're one of them, write to World Headquarters for details on how to apply.

The deadline for the 1992 Accredited Speaker Program is November 1, 1991.

After the Fall of the Wall:



■ When members of the West German Buxtehude Hedgehog Toastmasters Club stepped off the bus in the East German Baltic city of Ribnitz-Damgarten in May last year, they discovered a large, festive crowd of East Germans waiting for them. Taken

by surprise, they were then informed that they were next on the entertainment agenda and were requested to take the festival stage and show what "Toastmasters is all about" to the expectant crowd.

Despite the initial misunderstanding, the Toastmasters eventually procured a meeting hall, rounded up interested parties, and held a demonstration meeting. Judging by this incident and other attempts to "export" the Toastmasters program to Eastern Europe, the interest in what club membership has to offer is high among residents in formerly communist East European regions. It may only be a matter of time until

Toastmasters clubs are thriving there like they are in other parts of the world.

The Buxtehude Hedgehog Club 6007-U meets in the quaint village of Buxtehude, just 30 minutes south of Germany's largest city, Hamburg. It is somewhat inexplicable that Hamburg, with its 1.6 million inhabitants, has no Toastmasters club, while tiny Buxtehude (pronounced "Books'-ta-hoo-da") boasts the only club in the northern half of the country. But its members, all Germans except one American, are a vibrant group that readily accepted an invitation across the former Iron Curtain to Ribnitz-Damgarten. This trip marked the start of a year-long effort to start a Toastmasters club in what was, before November 1989, the showplace of modern socialism.

Ribnitz-Damgarten, like most East German cities, reveled in its newfound freedom once the walls, barbed wire and mine fields separating them from the West were removed. The city near the Baltic port of Rostok quickly established a sister-city relationship with Buxtehude in the west. When it was time to organize a city-fest in the spring, the ministry of cultural affairs contacted Buxtehude's civic leaders who, in turn, contacted local clubs and performing groups they thought would be interested in taking part in the festival. That's how the Buxtehude club and Toastmaster Hans-Peter Lutjen-Dagefordt became involved.

Lutjen-Dagefordt, a native German and prominent English teacher in Buxtehude, has been instrumental in organizing the Buxtehude club's drive to

TOASTMASTERS IN GERMANY

By C. Michael Segaloff, CTM

export the Toastmasters program to eastern Germany. He describes how the initial efforts were met with enthusiasm, only to cool with time. "We started with about 30 interested people, but the initial enthusiasm has died down. A lot of the East German people are having second thoughts about the ways of the west, and now, with their economic difficulties, they have more important things to worry about."

"There are other difficulties," he continues. "The majority of the population, for example, has no telephone service. This makes it particularly difficult to stay in touch with key people, or to organize meetings. Another problem is getting interested people to assume leadership roles. After 40 years of being told what to do, many East Germans are afraid to do anything on their own."

Lutjen-Dagefordt has higher hopes for their club building efforts in the Baltic port of Schwerin (pronounced "Shveh-reen"), the capital city of the newly created state of Mecklenburg-Vorpommern. The Buxtehude club has met with interested people from this historic port several times since November, and is confident that a club will be formed there soon.

The Buxtehude club isn't the only club in the west trying to bring the benefits and joys of the Toastmasters program to the east. The city of Kaiserslautern, which is closer to France than it is to eastern Germany, boasts the energetic Kaiser Club 7273-U. The Kaiser club has adopted the University of Jena, located in the East German city of Jena, and plans to establish a Toastmasters club there. The entire project is the brainchild of the club's immediate past president, Doug Fisher, CTM.

"I was invited to go to Jena to lecture on computer science," says Fisher, "and it turned out to be one of the most incredible experiences of my life! They are absolutely starved for information there, and yet they have so little in the way of resources. There is no centralized university library, for example, and software for their few computers is almost non-existent. During my lecture, I invited audience participation, and they didn't know how to react. Several people later told

"After 40 years of

being told what to

do, many East

Germans are afraid

to do anything on

their own."

me that audience participation was not only not encouraged in East German universities before 1989, it was not allowed."

Fisher immediately began to plan what could be done to help improve the quality of education at Jena. His next Toastmasters project turned out to be a panel discussion on how to help the university. Club members discussed several plans, including a book drive, donations of magazine and software subscriptions, and hosting students and families for educational opportunities in the west. Almost as an afterthought, the club decided that the Kaisers club would organize a Toastmasters club at the University of Jena and maintain a relationship with the newly formed club once it was established.

The club plans to transport several members of the Kaiser club to the University of Jena, a six-hour drive even on Germany's 100-mph autobahns. There, the club will donate educational materials to the school, and then organize the club and hold a demonstration meeting. An enthusiastic university professor volunteered to round up prospective members before the Kaiser club's arrival.



"I was told that audience participation was not only not encouraged in East German universities, it was not allowed."

As of this writing, no clubs have yet been chartered in eastern Germany, although prospective members keep meeting quite regularly. Germany currently has at least 18 active Toastmasters clubs, most of them members of the Continental Council of European Toastmasters, or CCET. The CCET also has clubs in Belgium, France, Luxembourg, Switzerland and Austria.

Although Toastmasters has already gained a toehold in communist countries (five

clubs in the Soviet Union and one in Vietnam being the most notable examples), the newly democratized eastern European countries have not yet seen the rapid growth in Toastmasters that was expected when the wall fell in November 1989. Political and economic uncertainties have replaced the early euphoria that swept Europe in the months following the

reunification of Germany. Nevertheless, people are meeting and clubs are on the verge of organizing. Poland and Czechoslovakia, too, have experienced democratization and an opening of the borders. A Toastmasters club called "Bohemian Babblers" was recently chartered at the University of Prague in Czechoslovakia. And there are frequent reports of clubs attempting to charter in Poland as well. It is only a matter of time.

The concrete walls, watchtowers and barbed wire that once separated the peoples of eastern and western Europe all came tumbling down in a fortnight. Yet, it takes a different set of tools and a lot more time to break down the walls we can't see. Most importantly, it takes special people. People who value understanding, communication and leadership: people like Toastmasters. **T**

C. Michael Segaloff, CTM, is a member of Kaiser Club 7372-U in Kaiserslautern, Germany. He won second and third place in the most recent CCET European International Speech Contests held in Zurich, Switzerland, and Stuttgart, Germany. He is currently serving with the U.S. Army in Baumholder, Germany.

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A

FOREIGN ACCENT MAY BE BEAUTIFUL, BUT not when it impedes communication. Take the case of the woman rushed to the hospital during a miscarriage who couldn't understand what her doctor was saying. "Are you breathing?" she heard, surprised because she obviously was wide awake and talking to him. It took her a minute to realize he had really asked, "Are you bleeding?"

This incident, described in a letter to Dear Abby, exemplifies the problems that can arise when people's accents are so thick they are

director of the Center for Speech and Language in Palo Alto, California. The result, says Webster, is that they may be speaking English, but it still sounds like Spanish or Tagalog or Cantonese. Webster, the educational vice president for the One-ders Club 4486-4 in Palo Alto, is one of many speech experts who have added accent improvement to their practices. Webster's main target is people whose English can't be understood. "If 40 percent of what you say is lost, you lose your audience, and it can hold you back at work."

By Sue Fagalde Lick

PUTTING THE ACCENT ON UNDERSTANDING

DON'T LET A HEAVY
ACCENT CRAMP YOUR
COMMUNICATION
STYLE; LEARN TO PERFECT
YOUR PRONUNCIATION
IN CLASS.

hard to understand. The Asian expert whose presentation is lost on the dozing audience, the landscaper from Argentina whose sales pitch inspires more laughs than lawns, and the German bank clerk who was demoted from her teller position because of her poor English, are all candidates for accent improvement.

Speech pathologists, language schools and adult education centers all offer programs to help people take the final step in mastering a language or perfecting their pronunciation. It's a step some people never take. Eager to learn English as quickly as possible, many foreigners focus on words and grammar, disregarding their accents until they pose obvious communication barriers.

"They take the new language and put their old pronunciation on top of it," says Brendan O'Connor Webster, a speech pathologist and

Most accent improvement programs are based on the work of Arthur Compton, a San Francisco speech pathologist who in the early '80s developed a course called "Pronouncing English as a Second Language." In 1979, Compton had been working on children's speech problems when two San Francisco State University students came to him for help with their accents. Compton found very little research on the subject and began doing his own by analyzing the characteristics of foreign speakers. His accent improvement program grew out of this study. Since then, Compton and his staff have trained more than 1,500 speech pathologists across the United States and continue to offer seminars to others eager to join the field.

In most accent improvement classes, participants work in small groups, focusing on sounds they consistently mispronounce. They study how speech sounds are formed with the lips, tongue and teeth and practice those sounds. Gradually, they move to words and phrases. For homework, they use audiotapes to perfect the new sounds they are learning.

The teachers gauge students' progress by meeting individually with new students and recording them reciting words, paragraphs and individual sounds. The staff studies the tapes to see what sounds are being substituted for standard English. The more variations, the more difficult the English is to understand. The students are taped again at the end of the course. According to Webster of the Center for Speech and Language in Palo Alto, and Phyllis L. Taylor, associate director of Compton's

"Sometimes the problem stems from culture. In the Philippines it is considered rude to show your tongue."

Institute in San Francisco, students average a 60 to 70 percent improvement.

The biggest challenge for students is learning to hear the difference between the sounds they are making and the sounds they should be making. Barbara Oskoui, who teaches accent improvement classes through Santa Clara Adult Education, says she has learned to imitate most of the sounds her students make so she can demonstrate what they are doing wrong.

Oskoui's students use two tape recorders for their homework. One plays the instruction tape, which has sounds and spaces for students to imitate. The second recorder tapes both the lesson and the student's responses so they can hear them juxtaposed. Most of the students hate listening to them-

have trouble with r's, says Oskoui. "The Japanese come out with something between an 'r' and an 'l,' so that *lather* and *rather* sound exactly the same."

Sometimes the problem stems from culture. In the Philippines it is considered rude to show your tongue. But it is impossible to say "th" without sticking the tongue between the teeth.

Webster has charted typical mistakes from different cultures. For example, non-native speakers will tend to pronounce the word "love" in the following way: Japanese will say "ruf"; Mandarin, Cantonese and Vietnamese people will pronounce it "luf"; Koreans will say "lu"; Filipinos "lub" or "lup," and Spanish natives will make it "lup."

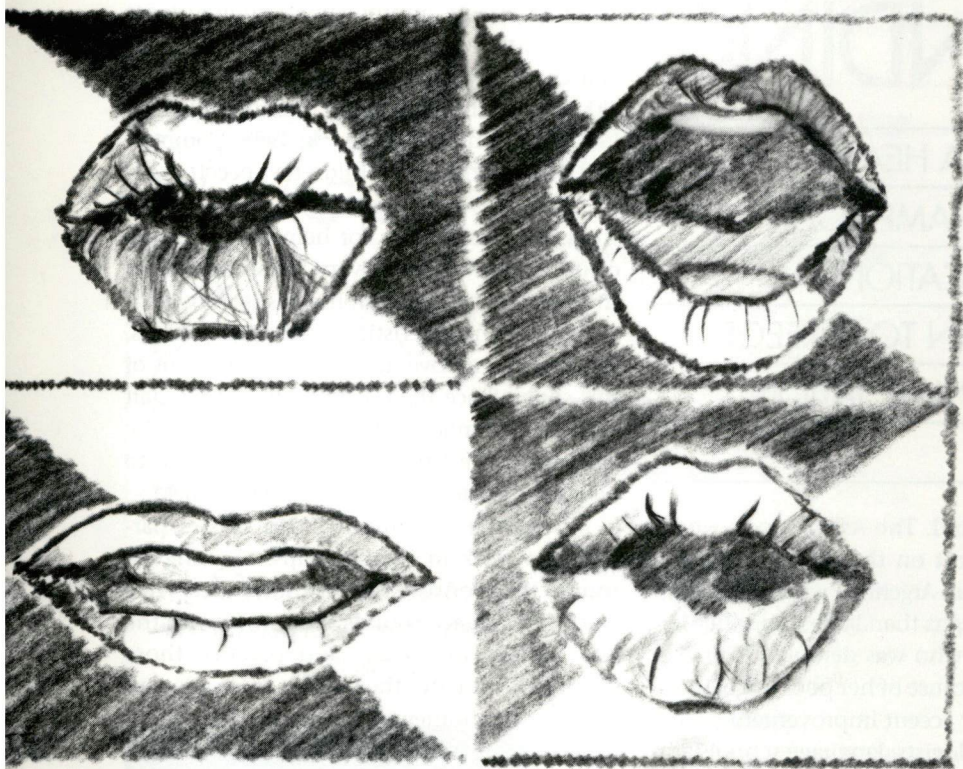
Oskoui says most of her students take the program at their employer's suggestion. A supervisor may say, "If it were easier to understand you, we could promote you to such and such job." Fliers for her classes are headlined, "Huh? What? Could you please repeat that?" If that's how people respond to you, the flier suggests you take the class.

Even if they have no problems making themselves understood, some students have other reasons for wanting to tone down their accents. A German woman complained that every time she opened her mouth people asked where she was from. She felt it set her apart from other Americans.

A woman from the Azores sought help from Oskoui after running into trouble at a restaurant. She had been in the United States for 11 or 12 years, but still pronounced words Portuguese-style. At the restaurant she asked for a "Ham-BOOR-gah." The waitress couldn't figure out what she was saying and kept asking her to repeat it until finally the woman gave up. "Oh, just give me a sandwich," she said.

Some employers recognize the problem and encourage their staff to enroll in accent improvement programs. Oskoui gets many employer referrals, as does Taylor, who also gives on-site classes at large companies.

Most of the people who enroll in accent improvement programs are highly motivated. The typical student is a professional, age 30 to 50, who hopes an improved command of the language will bring a career boost. Medical workers, for example, come for help when



themselves, Oskoui says, but it's an important part of the learning process.

People from different countries have different problems with their pronunciation. Spanish speakers' z's sound like s's and their v's sound like b's, Oskoui says. They confuse sh and ch and i and e. Vietnamese tend to leave off the ends of words, and Arabs, who don't have p's in their native alphabet, have trouble saying them in English. Many groups

they are facing oral boards to get their licenses to practice.

The problem of accents is not limited to people trying to learn English. If an American learns a foreign language, he or she can have the same problem. In fact, Taylor recently worked with an American woman who was moving to Mexico and wanted to speak Spanish like a Mexican.

Accent improvement classes also attract Americans who are trying to shed a regional accent, like the woman from Arkansas who was tired of her coworkers teasing her about her Southern twang, the New Yorker who wanted to pronounce his r's properly, and the British actress who wanted to Americanize her accent so her roles wouldn't be limited to English women.

Improved pronunciation can improve a person's self-esteem. Taylor says she notices that foreign people tend to speak louder and with more confidence in their own language. When speaking English, they hold back, afraid "their accent will be heard before the content." After the course, their verbal confidence greatly increases.

Taylor stresses that their old accents are not erased. Instead they have new skills, another way to speak. Accent improvement classes are not designed to homogenize speech so everyone sounds alike. "I think accents are delightful. I relish in them," Taylor says. **T**

Sue Fagalde Lick is a freelance writer living in San Jose.

R_x FOR CLEAR PRONUNCIATION: SLOW DOWN

By Sue Fagalde Lick

"Raising your voice is not going to improve communication. Just because someone has a pronunciation problem doesn't make the person hard of hearing."

Phyllis Taylor of the Institute of Language and Phonology has three suggestions to those wanting to make their speech easier to understand: "Slow down. Slow down. Slow down." Fast talking is contagious; the faster you talk, the faster they talk, and if you can't understand them, they may not understand you, either.

Other helpful hints from the experts include the following:

- If a person asks you to repeat something, don't immediately assume you said it incorrectly. He or she may not have heard you. Say it again, slowly.
- Make sure you include all the sounds in the words you use, especially at the ends of words.
- Use other people as teachers. In a restaurant, for example, point to the word on the menu. Let the waiter say it, then repeat it after him. "Hamburger?" "Yes, hamburger."

- There's not much point in endlessly repeating a word incorrectly. After a couple unsuccessful tries, write it down.
- As a listener, don't just say "Huh?" if you don't understand. If the person is speaking too rapidly, ask her to repeat it more slowly. If you understand most of what was said, but are stuck on a word, tell her what you do understand and ask her to repeat or write down the word you missed.
- As an English speaker addressing a newcomer to the language, be as specific and clear as you can.
- Raising your voice is not going to improve communication. Just because someone has a pronunciation problem doesn't make the person hard of hearing.
- Be aware that few people born in the United States consciously know the rules of pronunciation, but they have subconsciously internalized them by hearing the language all their lives. **T**

GIVE YOUR
COLLEGE CLUB
THAT CAMPUS
TOUCH.

By Gina Marie
Signorella, CTM

COMMUNICATING IN COLLEGE

ATTENDING COLLEGE is like no other experience in life. Students are often on their own for the first time and must choose which paths to follow. It's a time for exploration, excitement and preparation for the future.

College Toastmasters clubs have a unique opportunity to help their members grow and find success after graduation. Although a student's primary reason for joining Toastmasters is, like most people's, to improve communication skills and self-confidence, a college club is different from a business or community club in that its members are often young and ripe for a challenge.

But don't let that fool you – forming a thriving Toastmasters club on campus can be an uphill battle. Michele Ford, past president of the University of Delaware Club 5320-18, says, "It's difficult to find people interested in joining a club for the purpose of self-improvement – not social enrichment."

The competition between Toastmasters International and the plethora of other student groups is fierce. The growing popularity of fraternities and sororities makes it more difficult for students to devote time to an organization like Toastmasters – especially since Toastmasters requires quite a bit of "homework" and thus can be difficult to fit into an already full academic schedule.

So what's a campus club to do? The answer lies partly in image, public relations and gearing the club to the interests of college students. The following tips can help a college Toastmasters club better meet the needs of its

members and become a thriving and visible member of the college community:

- 1. Realize that college students have hectic and irregular schedules.** Is your meeting time convenient for most members? Avoid hours that conflict with class schedules (dinner meetings may be a good solution). Consider rotating meeting times so that all members can attend at least some of the meetings.

"Present your club as a forum for exchanging unique ideas."

Above all, be flexible. It's unrealistic to expect members to give their all to Toastmasters during midterms and finals. Instead of a formal meeting during those times, try scheduling a short "study break" so members can stay in touch with one another without sacrificing valuable study time.

2. Make sure your college club is known on campus. Make sure students know they have much to gain by joining a Toastmasters club. The communication and leadership skills learned in Toastmasters can enhance their academic performance, not to mention their social life, and be a valuable asset when job hunting. The more your club becomes involved with campus activities, the more publicity you'll gain. Make your club an active member of the college community. Visibility can work wonders in getting new members.

Some suggestions: Organize a debate between two rival campus political groups. Open your club contests to the rest of the campus. Create a float for the Homecoming Parade or sponsor a booth at the spring Career Fair. Maybe even participate in some community-oriented service events.

3. Make your advertisements vivid, bright and catchy. It's difficult to grab the attention of an active college student solely on the basis

You may even want to develop theme meetings, in which certain issues are addressed – foreign or domestic policy, campus crime, religious freedom, AIDS, student activism, modern dating habits, family life, etc.

Keeping your college Toastmasters club in tune with the interests of its members will help keep your meetings fresh, innovative and stimulating.

5. Gear the "personality" of your club to the personality of college students. Although it's still important to adhere to the proper speaking protocol, such as shaking hands and addressing your audience properly, college clubs need to overcome the age-old image of the public speaker as a stuffy old man in a bow tie who bores people with long, monotonous monologues.

Take advantage of campus resources. College students often have access to computer equipment and great publicity and promotion facilities, such as the campus paper, radio or TV station. If your school has a phone directory, prominently list your phone number in it.

Above all, strive to show your campus that public speaking is in no way boring, elitist or stuffy. Show that Toastmasters are real people who have fun together but whose main purpose is helping each other become better communicators.


College Toastmasters learn early the



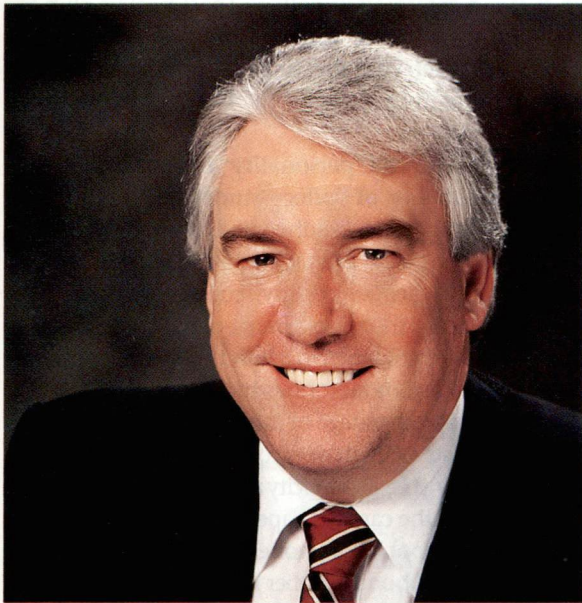
"Above all, strive to show your campus that public speaking is in no way boring, elitist or stuffy."

of self improvement. Most young people join clubs to have fun, so make your posters, fliers and other promotional materials reflect the vibrant, fun-loving side of your club.

4. Discuss topics of interest to young people. College clubs have access to a veritable sea of people with different ideas, beliefs, creeds and nationalities. Present your club as a forum for exchanging unique ideas.

importance of speaking skills to a successful career and healthy social life. Campus Toastmasters are on their way to becoming the leaders of tomorrow, but they must strive today to encourage their friends to catch the Toastmasters spirit! 

Gina Marie Signorella, CTM, is a member of Caesar Rodney Club 2297-18 and a recent graduate of the University of Delaware.



JACK GILLESPIE

TI'S 1991-92 INTERNATIONAL PRESIDENT

TOASTMASTERS:

**UNLEASH YOUR
POTENTIAL!**

Jack Gillespie's
Presidential Theme

To our newly elected International President, Jack Gillespie, DTM, lifelong learning is the major benefit of Toastmasters membership. "I learn something new with every speech I hear, with every speech I evaluate, and with every speech I give," he says.

Mr. Gillespie joined Toastmasters 19 years ago to improve his speaking skills. After almost two decades of rigorous Toastmasters training, he has accomplished much more. He has climbed the ranks from District 64 Governor to International President in nine years; serving as International Director from 1984 to 1986, then as Third, Second and Senior Vice President. He is a member of Winnipeg Keystone Club 3211-64, Entre Amis Club 1421-64, Louis Riel Club 3207-64 and Skyliners Club 831-64. As District 64 Governor, he led the district to a President's Distinguished District Award in 1983. During his second year as Director, Mr. Gillespie served as Chairman of the Membership and Club Extension Committee (MACE). He is a member of the National Speakers Association and a past member of ASTD and the Manitoba Society for Training and Development, where he served two terms as President. Mr. Gillespie is Personnel Administrator for the

Manitoba Department of Highways and Transportation, where his responsibilities include recruitment, labor relations, negotiations, employee assistance programs, classification, and training and development. His wife, Grace, is a member of Winnipeg Real Estate Board Club 1429-64. They reside in Winnipeg, Manitoba, with their three children: Jacqueline, Caroline and Roger.

THE TOASTMASTER:

How did you select your theme, "Toastmasters: Unleash Your Potential," and what is its message to each member?

Every human being has far more potential than they are ever called on – or choose – to use. I believe that Toastmasters training, through the self-directed, experiential learning process, allows all members to polish their skills and uncover talents they never imagined they possessed. Daily life today calls for skilled communicators and confident visionary leaders. These qualities are learned, and I believe Toastmasters is the organization best suited to helping people practice and develop these qualities. Through the avenue of Toastmasters, we unleash our potential!

What do you hope to accomplish during your term?

There are many things I hope to accomplish. First and foremost, let's continue the rapid growth spiral. In the past 15 years we have added 115,000 members and 3,500 clubs. In my presidential program, I've set a challenging goal of chartering 900 clubs by June 30, 1992. Is that impossible? No! Experience tells me that when we aim high, we have as much chance of reaching our goals as we would if we aimed lower. We *can* do it! I am asking district and club leaders to create an atmosphere of excitement and excellence at all club meetings. To do this, they must use the tried and true Toastmasters methods of sound club programming.

The club meetings are where Toastmasters International manufactures and delivers its products. Enthusiastic and committed club leaders will ensure that every meeting is of the highest caliber.

When did you join Toastmasters and what were your personal goals? Have you accomplished them?

I joined Toastmasters in 1972 just after having been promoted to training officer. I had to speak nearly every day and knew I had to develop my speaking skills fast! I joined the Skyliners Club 831-64 in Winnipeg, Manitoba. Did I accomplish my goals? Yes, as they existed then. What Toastmasters did was open a whole new world to me both internally as a person, and externally as a professional trainer. The popular phrase in the early '70s, "The race for inner space," certainly applied to me. Toastmasters helped me discover who I was and what I could do. Toastmasters helped me unleash my potential!

Many members leave Toastmasters after a year or two. What has kept you active for the past 19 years?

I believe in lifelong learning. I learn something new with every speech I hear, with every speech I evaluate, and with every speech I give. I find every club meeting, speech contest or district conference extremely interesting, and I always leave inspired.

Which TI program(s) have you found especially helpful in your own personal or professional growth?

All the manuals, starting with the basic Communication and Leadership Manual and continuing through all of our advanced manuals. Manual speeches inspire discipline in a speaker because each one has goals to be met and criteria to be followed. They allow you to focus your attention when you are researching and developing a speech. They train you to consider your audience and deliver a speech that is meaningful and organized.

Can you recall any one incident that stands out as your most enriching while serving as a club member, club leader or international officer?

Every icebreaker speech I hear is a high point for me. Watching new members take their first step toward excellence in communication is exhilarating! From a personal standpoint, achieving my DTM was the greatest thrill. When I had finished my last qualifying task and put my application in the mailbox, I felt deep satisfaction and joy in my accomplishment. Incidentally, my last qualifier for my DTM was to recruit my wife, Grace, and five of her friends. That was enough for my DTM, but I was on a roll and recruited a dozen others the next month. Success breeds success!

Specifically, how has serving as a club and district officer helped your career?

Being a club officer teaches you the value of enthusiasm. As you behave, so do your club members. Being a club officer taught me the values of organization and time management. I also learned a healthy amount of tolerance. I have held every club office, some several times. It is very satisfying to be involved in other people's growth. District officer? I'd venture to say that anyone who has been a district governor can lead any organization, anywhere, anytime.

"I'd venture to say that anyone who has been a district governor can lead any organization, anywhere, anytime."

When did you decide you wanted to become International President?

I considered it seriously during my second year as international director. I felt I had more service to carry out. Toastmasters has a lot to contribute to the human race. Our founder, Dr. Ralph Smedley, in his book *Personally Speaking*, uses the phrase: "...in our area of service." I decided that further leadership opportunities in Toastmasters was my area of service.

Why does Toastmasters International spend so much time emphasizing growth, new members and new clubs?

I believe in the principle, "If you're not going forward, you're going backward." We are not speaking to an audience, we're speaking to a parade. Time marches on and new people bring fresh enthusiasm, new ideas. New members keep us current and keep meetings dynamic. New clubs can be built in places that previously seemed to be dry wells. We should never let an opportunity pass to build a club in a new company or community.

What personal goals do you encourage new members to set?

First, to recognize that everyone works at their own speed. Having said that, however, I would recommend that new members set a goal of achieving their CTM within 18 months. New members must use their

first three or four speeches to assess their own strengths and weaknesses and then set a plan to work on them. I know a new member who came to her number five speech – vocal variety – and found difficulty in raising her voice. It has taken her a long time to develop this speech. These are personal obstacles that a new member must discover and overcome.

We all discover things about ourselves in our first few speeches.

How do you feel about members presenting non-manual speeches at club meetings?

What's the purpose? Sound and fury? In my opinion, all speeches must have a purpose. The manual lists the objectives that help you move forward as a speaker. A non-manual speech weakens the fabric of a good club program; club standards are lowered. A non-manual speech benefits no one. Not the speaker, nor the listeners, nor the club.

Constructive evaluations are essential to a club program. How are they achieved?

The evaluator must listen carefully and kindly advise the speaker in a non-judgmental manner. The best evaluators place themselves in the speaker's "shoes" and use phrases like these to qualify their candid advice: "It is my opinion that you should..."; "Have you considered using..."; "I wonder if this would work for you..." An evaluator's primary goal should be, "How can I help the speaker improve?" There are many techniques to a good evaluation. A person should develop methods that best suit them and the speaker. But always be sensitive.

How do you build club membership?

Invite your friends! Ask your neighbors to visit! Most members join Toastmasters through direct referral. These new members are excited, growing and dynamic, and they can't wait to invite their friends to club meetings as guests. Use publicity and marketing to let the world know where your club is, how good it is, and how people can benefit by joining.

What makes a club strong?

In short: Having an organized program, where the meetings start and end on time, everyone participates, manual speeches are given, and meetings are fun! As Dr. Smedley said, "We learn best in times of enjoyment."

Half of all new Toastmasters clubs are in corporations. Why is this?

Company executive officers and human resource staff are realizing that an on-site Toastmasters club is a wonderful complement to a company's training program. It is self-directed learning, it is ongoing, it addresses a myriad of developmental needs, and it is a great value at a relatively low cost. The first benefit is team building. I started a club in a large manufacturing company some years ago. The training manager said to me, "People in sales are now talking to people in engineering. Engineering people are talking to the quality control department. Marketing people are talking to production line people, and production people are talking to management." How's that for an instant benefit?

How can involvement in Toastmasters benefit a person's career?

Effective communication is crucial in all areas of life. The veteran, skilled communicator is comfortable in any situation. To begin with, Toastmasters training helps a person to handle job interviews better, thus offering the opportunity to attain higher positions. Once they have attained the position, they can work more effectively with coworkers, managers and clients. As I mentioned earlier, Toastmasters helps people discover and develop skills they didn't know they had. It makes them more versatile and opens up new avenues.

If you had a single message to impart to every Toastmaster in the world, what would that message be?

We are all born with a large amount of talent and potential. We owe it to ourselves and our world to be the best we can be. Let us all use the avenue of Toastmasters to Unleash Our Potential. **T**

HOW ARE YOUR DUES DOING?

“It’s especially important to not send in supply orders, new member applications or other correspondence with your semiannual report.”

club receives these forms to collect the dues. Begin collecting dues a month or two beforehand so you can send the money and completed forms to World Headquarters by the specified date, thus ensuring no interruption in membership or service from Toastmasters International.

For example, start collecting dues in early September for the October semiannual period. Collect all dues by September 15. Then, when the forms arrive, simply send them, along with the dues, to World Headquarters in late September or early October to arrive at World Headquarters by October 10. Remember, the semiannual report form, membership list and payment must be received at World Headquarters by October 10 for your club to receive credit in the Distinguished Club Program.

Here’s how to prepare your club’s semiannual report:

- ▶ Carefully review the computer-generated membership list included with the semiannual report form sent to your club by World Headquarters. Mark off the names of those people no longer considered active members of your club. This includes anyone who has not and does not intend to pay dues.

Please return the computer list, and not a handwritten or typed list. The semiannual lists can be processed much more quickly and effectively if the computer list is used.

- ▶ Add the names and addresses of those members **who joined the club before October 1 or April 1** and have paid their dues. These would include members whose applications were sent in after the computer-generated list was printed at World Headquarters. Make certain that **after October 1**

or April 1 an Application for Membership (code 400) is submitted for any member who joined the club after that date. Send these applications separately, and **not** with the semiannual report (unless these members are needed to bring the club’s membership to eight, which is the minimum number of members required to retain a charter).

- ▶ Review and correct members’ names and addresses on the membership list. **Include a \$12 payment for each member on the list with your semiannual report** (\$9 for members of undistricted clubs).
- ▶ Before mailing your report to World Headquarters, make sure the envelope contains:
 1. The computer-generated membership list provided by World Headquarters; including your corrections. (No handmade lists!)
 2. Two semiannual report forms (white and yellow copies).
 3. Check or draft for payment in **U.S. currency**.

It’s especially important to **not send in supply orders, new member applications or other correspondence with your semiannual report**. This slows down processing of all the items. Likewise, processing is slowed down when new, transfer or reinstated members are added to the Semiannual Membership list.

By following these instructions on how to properly prepare and submit your Semiannual Membership Report and dues, your club and its members will continue to receive the benefits provided by Toastmasters membership. In addition, your World Headquarters staff can process the reports promptly and maintain effective service to your club and its members. **T**

■ An important function of the club treasurer is to plan for the early collection and proper payment of semiannual membership dues. This can ensure that your club remains in good standing and allows the World Headquarters staff to better serve your members.

The Semiannual Membership Report forms are mailed twice a year to your club (in March and September). Don’t wait until your



HALL OF F A M E

DTM

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

Gerald Green, 752-U
Kenneth H. Kirk, 2757-F
Douglas J. Thompson, 683-5
Catherine S. Roush, 1508-5
Lloyd Merritt Smigel, 4130-5
Robbie A. Elliott, 4556-5
James D. Miller, 5369-6
Shirley M. Maxwell, 1303-21
Ron Harger, 4467-22
Regina I. Merritt, 5929-23
Merick A. S. Sherline, 1132-28
Linda L. Braggs, 2766-30
Donald D. Giesen, 985-39
Leo E. Ellis, 2695-39
Peter Koroluk, 284-42
Kathie Pendrigh, 577-42
Betty Ann Hay, 1440-42
Namon Harris Jr., 1684-43
Katherine S. Wood, 4254-43
Ruby Carolyn Peet, 1095-47
Edward Carey, 1600-47
Fekry H. Ismail, 556-48
Thomas Johnson, 7488-52
Fero Beer, 3485-56
Janet Mildred Murray, 4948-56
Margaret A. Pickell, 3753-63
Marie T. Langton, 4892-69
David Wellham, 2054-70
Alison Lavick, 5323-70
Jenny Neale, 6419-70
Krista Greenwood, 7521-70
Josephine Ward, 1568-73
Maril Seymour Hoffman, 3966-74

ATM Silver

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

Kathleen A. Thompson, 2717-F
Donna G. O'Connell, 280-1

Anthony Kaselionis, 710-1
Russell Kurtz, 4419-1
Doug Thompson, 593-5
Deborah R. Davis, 7159-5
Christine King, 6500-10
Bettye Lewis-Underhill, 1043-12
Will Brown, 149-15
Bryant A. Gillham, 3689-18
Mickey Van Lewis, 1190-25
Dolores Beaver, 741-26
Brian G. Kelley, 2237-26
Richard A. Haefs, 4691-27
Bobby Williams, 2628-33
Barbara L. Wood, 3374-33
E. Frank Poyet, 4055-33
M. J. Williams, 1031-39
Donald J. Robson, 450-42
William Edward Newman, 1318-42
Jake Christopherson, 7643-43
Billy B. Johnson, 1033-44
Marie Braddock, 2123-44
Foy L. Kirkpatrick, 6145-44
Oliver N. Skoglund, 4562-48
Gordon G. Leggot, 1617-60
Kai Rambow, 3057-60
Rolf W. Eschke, 5123-65
L. Carol McConnaughey, 5460-65
Norman Thomas Hanscombe, 3186-70
Joseph E. McIlroy, 3928-72

ATM Bronze

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

Jeffrey L. Chess, 37-F
Bill A. Szymanski, 6404-2
Duane Jones, 4337-3
Mary B. McCarthy, 3400-4
Lydia T. Elliott, 2538-5
Karen M. Newcomb, 2085-7
Glen F. Biesinger, 6470-15
Jack D. Campbell, 454-16
Joan Johanson, 597-19
Gloria Collyard, 1640-20
Gordon L. Springate, 872-21
Steve E. Watkins, 6360-23
Tommy Gilbreath, 4154-25

Wanda Mullino, 5509-25
Dennis West, 2668-26
Lois J. Tressler, 4926-26
Marc Nagele, 4789-30
Michael J. Burnham, 5283-30
Bettye J. Stanford, 5762-30
E. Frank Poyet, 3105-33
Ronald A. Smith, 6409-33
Irene B. Murray, 5740-42
Hollis M. Richardson, 3547-46
Frances C. Okeson, 3817-46
Bernard J. Key, 1702-47
Albert Thomas Fromhold Jr., 2165-48
James P. Delaney, 2805-49
Lillie Ann Kim, 4239-49
M. H. Herb Muller, 172-52
Edwin Dockus, 382-52
John Hormozi, 3629-52
Anne Marie Lagache, 4988-57
Tara Rishter, 3057-60
Linda Chadwick, 3815-60
Patsy Armstrong, 6612-68
Lenis A. "Bud" Harvey, 6612-68
Fitz H. Husbands, 6612-68
Norman Thomas Hanscombe, 3186-70
Jennifer Gilchrist, 3543-70

ATM

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

Sharon L. Baker, 1240-U
Augustine Kian Boon Lee, 2086-U
Ananda Chittambalam, 5324-U
David Aceves Ramirez, 5649-U
Cathy Van Bruggen, 223-F
Bill Masey, 285-F
Ted Sierakowski, 1456-F
Donna Whitcher, 1927-F
Maggie Weatherstone, 3033-F
Kenny Malkus, 3742-F
Pamela Gallacher, 4136-F
Hugo Hunziker, 4136-F
Ron Shmitz, 4149-F
Peter J. Ricks Jr., 5045-F
Sue Palmer, 5270-F
Manoranjan Dutt, 5639-F
Ralph Morris, 5639-F
Penny Post, 212-1
Kanaiya P. Mahendra, 3221-1
C. B. Schultz, 3645-1
Jack Wood, 3921-1
Ellie Oliver, 5336-1
Nelson A. De Lano, 6266-1
John H. Gelineau, 41-2
Edmund Nelson, 626-2
Marie O'Connell, 733-2
Sue Dynneson-Bynum, 2828-2
Joan F. Silling, 4823-2
Stephanie K. Boone, 5144-2
Diane J. Murphy, 6404-2
Richard Plemons, 7137-2
James J. Sienicki, 350-3
Kathy Collins, 499-3
Steven M. Collins, 499-3
Bruce Knudson, 499-3
Geraldo J. Maly, 499-3
V.P. "Slim" Huntimer, 1912-3
Daniel Allan Goodrich, 2694-3
Larry E. Soughan, 4363-3
William B. Hoelker, 4873-3
Michael L. Bohon, 5965-3
Patricia A. Gosmon, 6825-3
Howard L. Selznick, 33-4
Claire Golden-Butler, 56-4
Stephen W. Austin, 107-4
Gloria Sayers, 191-4
Herminia B. Cabellon, 1771-4
John Aulwes, 1803-4
Patricia Ann Garcia, 1803-4
Javed Mohammed, 4460-4
Clem Molony, 4658-4
Dave Weir, 4658-4
Elaine Ferry, 6152-4
Terri Walker, 6325-4
Colista Isadore, 6608-4
Joe Tajrai, 6645-4
Edward J. Dollard, 6785-4
Katherine Martha Sada, 6980-4
Albert J. Breneman, 7595-4
Claudia De Nure, 474-5
S. Terry Lee, 905-5
Jerry L. Dufek, 1275-5
Robert E. Matchinske, 1815-5
Robert Opliger, 1815-5
Cora Van Loon, 4130-5
Rogelio Caballero Jimenez, 4732-5
David D. Brooks, 66-6
Bruce J. Hofman, 66-6

John C. Rezmerski, 175-6
Therese M. Hovanec, 183-6
Susan Lee Navratil, 430-6
David E. Adams, 490-6
Christopher L. Bates, 2090-6
William L. Ingham, 2119-6
Horst L. Truestedt, 4535-6
John H. Wirz, 4535-6
Myrna Eastman, 138-7
Roy N. Metzger, 158-7
Russell L. Carpenter, 253-7
Eugene L. Bryan, 605-7
Cheryl A. Fowler, 997-7
Rose M. Jenness, 2979-7
Susan Hurlbut, 3697-7
Jeffrey S. Uhlmeier, 4777-7
Janice Mathers, 5442-7
Richard J. Denker, 6129-7
Francene Orrok, 6515-7
Richard E. Drummond, 461-8
John A. Ballweg, 95-9
Jean Liles, 247-9
Miriam M. Holman, 4599-9
Sondra S. Pansino, 767-10
Walter Armstrong Anikienko, 2560-10
Mary J. Greer, 1894-10
Richard G. Smeznik, 5967-10
Cathy A. Campbell, 1127-11
Richard F. Wilkins, 5104-11
Lil Sievers, 6170-11
Michael Gouveia, 130-12
Karen A. Smith, 1166-12
Prentice J. Porter, 1374-12
William Rutherford, 1374-12
Violet Gillen, 4062-12
Janet R. Davey, 4202-12
Patsy Storla, 833-14
J.B. Thornton, 833-14
Dylon Ross, 1713-14
John Hoyt Sappe, 1779-14
Sylvia Harris, 2195-14
Charles F. Goodrich, 2587-14
Ellen Wilburn, 3411-14
Catharina Y. W. Ang, 4048-14
Marilyn J. Wall, 4144-14
Bob Hahn, 5405-14
Charles Harden, 5849-14
Phyllis C. Head, 5849-14
Ida McLaughlin, 5849-14
Vivian A. Robinson, 5849-14
Diane K. Norton, 5864-14
Fred V. Davidow, 6301-14
Paula Dugan Bowlin, 7322-14
James E. McCoy, 7424-14
Paul B. Bredthauer, 1422-15
Joy E. Farrance, 3222-15
Arnold D. Peart, 6207-15
Alice M. Timmons, 1032-16
Bruce A. Meyer, 1585-16
Norma Baxter, 2016-16

Ollie Bee Henderson, 2106-16
Janet Mork, 1759-17
Bill D. Burlison, 837-18
Michal Sue Prosser, 837-18
Marianne Bartlett, 1082-18
John L. Richardson, 1622-18
Douglas Fink, 3755-18
Genevieve Hale, 4546-18
Everett E. Riley, 4576-18
Reginald Kirkland, 6770-18
Deborah Hall, 6805-18
George E. Dressel III, 7221-18
Mark J. Olberding, 504-19
Minetta Friedman, 625-19
Gregory H. Willmore, 1116-19
Frederick Craig Moharry, 1501-19
Linda L. Skeers, 2388-19
Mark Bailey, 5866-19
William H. Lanners, 585-20
DeLane R. Meier, 717-20
Valerie Schmidt, 2710-20
Judy Johnson, 59-21
Valerie Henderson, 1085-21
Marie Laroche, 1938-21
Cindy Kindret, 2796-21
Bryan Johnson, 3081-21
Mary Ann Fenimore, 4962-21
Darvis Wayne Cook, 5952-21
William R. Sinclair, 6155-21
Gerald E. Vowles, 6246-21
Abiodun Fanimokun, 3990-22
Viswa Padmanabhan, 3990-22
Stanley J. Reimer, 3990-22
Chris W. Baumgart, 387-23
J. A. Munzer, 765-23
Elizabeth S. Reil, 765-23
Glen J. Pappas, 4013-23
Bonnie L. Buckley, 5385-23
Ronald E. Brown, 6220-23
Claudio K. Huang, 955-24
Ramon Belitz, 1029-24
Larry Musil, 1799-24
David W. Erickson, 2114-24
Lowell Matheson, 2114-24
Robert C. McFarland, 3369-24
Allen Doremus, 4976-24
Dan M. Sullivan, 5245-24
Sister M. Adolorata Watson, 6806-24
Aleta M. Amblen, 6999-24
Joe B. Roberts, 305-25
Dean A. Smith, 305-25
Ted Michael Gurley, 1190-25
William P. Mitchell, 1207-25
Hutch Hubby, 1495-25
George R. Bard, 2146-25
Rose M. Hammett, 3067-25
Rodolfo (Rudy) Beredo, 3178-25
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Henry Jackson, 5509-25
Barbara Anthony, 5981-25
Matthew Craig, 6043-25
Kimberly D. White, 6130-25
Rob Katzman, 6380-25
Judith Ann Nichols, 6850-25
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Clifford C. Sammons, 7388-25
Gregory Lee Lawson, 375-26
Clarence W. Eades, 795-26
Karen L. Lollar, 821-26
Theresa I. Hubis, 1357-26
Carol Mills, 3218-26
Larry O. Dassow, 4553-26
Lee Anthony Whittemore, 4553-26
Margarete Ralston, 4950-26
Anthony Hughes, 6076-26
Mary K. Flanary, 6347-26
John W. Patton, 6503-26
Erma Robinson, 91-27
Marian M. Davis, 827-27
Douglas S. Jones, 1762-27
Amiel Sharon, 1792-27
Ceronis Bilmanis, 3173-27
Kenneth Wells, 3776-27
Rosemary E. Senneff, 5986-27
William A. Rankin, 726-28
Jeanette L. Litogot, 6694-28
L. Jane Draughn, 226-29
John W. Morris, 531-29
Frederick Morgenstem, 2104-29
Jessie G. Osborn, 4734-29
Ronald W. Adams, 156-30
James A. Walsh, 614-30
Madhavan S. Veeravalli, 1717-30
Sharon L. Galbraith, 1743-30
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Christopher Lowe, 7429-31
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Everette Dean Shaw, 3986-32
Gordon R. Monk, 4076-32
Christena Bower, 4186-32
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Cathy Ungar, 1864-33

Vita A. Schneider, 1900-33
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Kelsey Julander, 4260-33
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Marcella A. Petrick, 1983-35
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Trisch Stuewer-Hull, 2953-35
Mary Lou Vaillant, 4175-35
Charles O. Smestad, 5695-35
Geraldine J. Whitley, 693-36
Cheryl A. Martin, 1006-36
Walter H. Long, 1152-36
Alice E. Vaeth, 1314-36
Debbie Subera, 2157-36
Lewis C. Smith, 2279-36
Gladys E. Deibler, 3421-36
Martin K. Barrack, 3448-36
Cezarina A. Viqueira, 4493-36
Christine G. Slater, 5309-36
Roland A. Lapierre, 1293-37
Carl C. Campbell Jr., 2879-37
Laureen Bassett, 3015-37
Richard T. Reece, 4867-37
Larry Spangler, 7121-37
Stephen E. Fingerman, 1189-38
Barbara Kelley, 1638-38
Brent Stidley, 1907-38
Philip Scardilli, 2677-38
Heather Stephan, 3954-38
Jamet M. Scherer, 985-39
Cecilia MacDonald, 1070-39
Vicki S. Deas, 1383-39
Renate E. Daniels, 1813-39

ANNIVERSARIES

45 years

La Crosse, 411-35

40 years

Ptarmigan, 979-U

Monterey Peninsula, 934-4

Milwaukie, 656-7

Kinston, 962-37

Castro Valley, 961-57

35 years

Plane Speakers B-1, 2189-1

Andrews, 2184-27

Researchers, 2201-31

Penn-Harris, 2128-38

TM Breakfast Club, 2056-57

30 years

Procurement, 3344-14

Bellevue Breakfast, 3369-24

New Southwest, 3314-27

Wayne, 2099-46

Pretoria, 2199-74

25 years

Grand Falls, 3477-U
Fort Leonard Wood, 493-8
Innovators, 1023-11
Tifton, 1434-14
TM Club of Dalby, 2622-69
Tamworth, 2762-70

20 years

Marquis, 1554-14
Boca Raton, 3299-47

15 years

Money Talks, 3295-4
Poway-Black Mountain, 2955-5
Lexical, 1367-16
SWDCorps of Engineers, 2760-25
Merchant Mariners, 1765-27
Raytheon Wayland, 2922-31
Stampede City, 2105-42

10 years

Stockholm, 4700-U
Wry, 4723-2
Dobson Ranch, 4705-3
Laughmasters, 4727-5
Super Speakers, 4701-6
Sperry Speakers, 4726-6
Daylighters, 2039-7
Waynesville-St. Robert, 2842-8
Vineyard, 3810-12
President's, 1713-14
IRS Express, 3531-15
Alico, 4717-18
Annapolis, 4724-18
Riverbend, 4728-19
Athens, 4714-25
Plano Frontier, 4721-25
Survey-81, 4691-27
Landis & GYR Powers, 4704-30
Bishop, 3649-33
Los Oradores, 4706-39
Unity, 4695-40
Natl's Smooth Talkers, 85-46
Midtown, 4722-46
Sperry, 4698-47
Hawaii Kai, 4716-49
Quinebaug Valley, 4719-53
Energy Capital, 4703-63
Christiansburg, 3715-66
Cenla, 4715-68
Executive, 4688-74
Manila Bay, 1088-75

NEW CLUBS

Pacific Toasters, 8230-14
Atlanta, Georgia
Newnan, 8312-14
Newnan, Georgia

American Security Group, 8329-14
Atlanta, Georgia
Operatives, 8331-14
Forest Park, Georgia
Basic Commentators, 8314-15
Blackfoot, Idaho
Buffalo Heard, 8319-15
Murray, Utah
Lincoln National, 8334-18
Frederick, Maryland
Lunchbunch, 8339-19
Storm Lake, Iowa
New Dimension, 8316-21
Prince George, BC, Canada
S. U. N. Masters, 8349-22
Industrial Airport, Kansas
UNM Speechmasters, 8326-23
Albuquerque, New Mexico
Toastmasters at Principal, 8346-24
Grand Island, Nebraska
PCO, 8300-25
Dallas, Texas
Quality Care Communicators, 8304-25
Texarkana, Arkansas
Wadley Downtown Toasters, 8325-25
Texarkana, Texas
Money Talks, 8280-27
Falls Church, Virginia
OCA - Nova, 8282-27
Fairfax, Virginia
NOAA Science Center, 8342-27
Camp Springs, Maryland
Twice As Nice, 8308-30
Chicago, Illinois
Prime Time, 8273-33
Merced, California
Whitehatters Ovation, 8327-33
Santa Barbara, California
Portage Lake, 8199-35
Houghton, Michigan
M & I Speaks, 8299-35
Milwaukee, Wisconsin
Ambassadors, 8341-36
Glenarden, Maryland
Air Masters, 8200-37
Davidson, North Carolina
Blue Ridge, 8215-37
Asheville, North Carolina
DBC, 8323-37
Davidson, North Carolina
McGeorgemasters, 8252-39
Sacramento, California
Talk of the Town, 8328-39
Sutter Creek, California
Citibank, 8335-41
Sioux Falls, South Dakota

Executive, 8195-42
Saskatoon, Sask., Canada
Bankers Hollering, 8259-42
Calgary, Alberta, Canada
Envisioners, 8313-42
Edmonton, Alberta, Canada
Systematics, 8253-43
Little Rock, Arkansas
Batmasters, 8317-43
Bartlett, Tennessee
PAMCO, 8240-46
Florham Park, New Jersey
Babylon Babblers, 8348-46
Babylon, New York
Progressive, 8204-47
Tampa, Florida
Top Quality, 8216-47
Nassau, Bahamas
Sun-Sentinel, 8220-47
Deerfield Beach, Florida
NTC Orlando, 8247-47
Orlando, Florida
Palm Harbor, 8248-47
Palm Harbor, Florida
Metro-Dade, 8251-47
Miami, Florida
Kirkwood, 8303-47
Bradenton, Florida
Champions, 8315-47
Davie, Florida
Department of Insurance, 8345-47
Tallahassee, Florida
Talk of the Town, 8302-48
Troy, Alabama
U.A.B. Club Med, 8336-48
Birmingham, Alabama
LAPD Code One, 8228-52
Los Angeles, California
HUD, 8231-52
Los Angeles, California
Central Connecticut Advanced, 8225-53
Berlin, Connecticut
Torrington, 8270-53
Torrington, Connecticut
Newtown, 8309-53
Newtown, Connecticut
Middlesex County, 8340-53
Middletown, Connecticut
Caterpillar Aurorators, 8227-54
Aurora, Illinois
Successful Expressors, 8242-56
Houston, Texas
Jacobs Chatters, 8245-56
Houston, Texas
Public Utility, 8276-56
Houston, Texas
New Vision, 8283-56
Kelly Air Force Base, Texas

Nottingham Forest, 8310-56
Houston, Texas
Remarkably Speaking, 8311-56
Houston, Texas
Abbott World Class Speakers, 8322-56
Austin, Texas
Polymer Persuaders, 8332-56
Baytown, Texas
UNOCAL, 8350-56
Sugar Land, Texas
To The Point, 8192-60
Tiverton, Ont., Canada
NT Bramalea, 8267-60
Bramalee, Ont., Canada
Mississauga Valley, 8277-60
Mississauga, Ontario, Canada
London Chamber of Commerce, 8305-60
London, Ontario, Canada
Mail Talk, 8210-61
Ottawa, Ont., Canada
Appalachian, 8333-63
Gray, Tennessee
CAL Communicators, 8265-65
Buffalo, New York
Damneck, 8301-66
Virginia Beach, Virginia
1st Acadian, 8250-68
Opelousas, Louisiana
Metro Leaders, 8287-68
Metairie, Louisiana
South Central Bell II, 8330-68
New Orleans, Louisiana
Navarre Chevrolet, 8337-68
Lake Charles, Louisiana
Emerald and District, 8193-69
Emerald, Qld., Australia
Transient, 8261-69
Brisbane, Qld., Australia
Hughenden, 8284-69
Hughenden, Qld., Australia
Nambucca Valley, 8190-70
Macksville, NSW, Australia
Howick, 8344-72
Auckland, New Zealand
Morning Star, 8347-73
Perth, Western Australia, Australia
Dewar Rand, 8217-74
Sandton, South Africa
Copper, 8229-75
Toledo City, Cebu, Philippines
Gideon 300, 8230-75
Mandaluyong, Metro Manila, Philippines
HRDI-PNB, 8236-75
Escolta, Manila, Philippines
Meritissimus, 8249-75
Makati, Metro Manila, Philippines
Dromedary, 8306-75
Davao City, Philippines

Continued from page 10

President Spiro Agnew's "nattering nabobs of negativism" provides a mild example. Presidents Jefferson and Lincoln were both victims of scurrilous personal attacks during their terms in office.

rationalization: Justifying a position by trivial or specious argument. Gene Fowler in his book, *Timberline*, tells of the Colorado judge who sentenced "Man-eater" Packer to be hanged on the grounds that the felon had depleted the population of Hinsdale County by five out of seven registered democrats.

red herring: Diverting attention from the main issue by introducing an irrelevant thought or argument, such as refusing to address an issue on the grounds of secrecy, confidentiality or religious scruples.

straw man argument: Setting up a weak argument, then demolishing it as proof of the feebleness of the opposition. For example: "Those who favor capital punishment are those who think all problems should be solved by killing their sources."

word magic: Creating an entity by attribution or simplified generalization; "The average American family lives in the suburbs, has 1.7 children, 1.5 cars, and more than \$100,000 in accumulated assets."

Fallacies can be land mines in an argument or discussion – both for the person using them and for the opposition. A knowledgeable listener can demolish an otherwise well-constructed case if he or she points out that fallacious reasoning has been used. On the other hand, if the listener is unaware of the nature of the fallacy or is unequipped to rebut it, he or she may fall victim to an intrinsically weak case.

The solution lies in being alert, listening carefully to the thread of the argument and being prepared to step in with an apt rebuttal. But in the end, truth is its own reward. A case presented fairly and logically with no attempt to "win at all costs" will have appeal that far outweighs whatever advantage might be gained by fallacious reasoning. **T**

Roy Fenstermaker, DTM, won the 1983 International Speech Contest. At age 78, he's still active in two clubs: Rising Stars Club 5050-F in Downey, California, and the Dynamic Forcemasters Club 587-F in Santa Fe Springs.

ANSWERS

TO TRIVIA

QUESTIONS

continued from page 2

- | | | |
|--|--|--|
| 1. J. Clark Chamberlain (1932-33) | 9. Dr. Ralph C. Smedley | 20. 1932 |
| 2. Approximately 165,000 | 10. October 22, 1924, at the YMCA in Santa Ana, California. | 21. Blue |
| 3. 1970 | 11. Cavett Robert | 22. 70 |
| 4. Five: YMCA, Santa Ana; 3rd & Broadway, Santa Ana; Eighth Street, Santa Ana; Grand Avenue, Santa Ana; Arroyo Vista, Rancho Santa Margarita | 12. Chesnut (no "t") | 23. John A. Fauvel, DTM |
| 5. 12 | 13. Joe Rinnert, DTM | 24. 1942 |
| 6. 11 | 14. Two years | 25. a. "Basic Training for Toastmasters"
b. 12 |
| 7. Four: Ted Blanding, Maurice Forley, Buck Engle, Terry McCann | 15. Twice a year: At the International Convention and in February. | 26. April 1933 |
| 8. Terrence McCann won gold in wrestling in the 1960 Olympiad in Rome. | 16. \$4.5 million | 27. 50 |
| | 17. Helen Blanchard, DTM, (1985-86) | 28. Club 8112-U meets in Kathmandu, Nepal. |
| | 18. District 18, Scotland | 29. An average of 190, counting weekends and holidays. |
| | 19. British Columbia, Canada | 30. 707, beating last year's record of 638 new clubs. |

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___ 1995	___ 1845	___ 1843	___ 1974
___ 1984	___ 1846	___ 1844	___ 1973
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___ 1986	___ 1840	___ 1917	___ 1977-B
___ 1987	___ 1841	___ 1978	

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