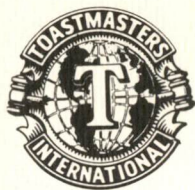


MAY, 1959



THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING

IN THIS ISSUE:
THE DECIDING
FACTOR
•
ZONE
CONFERENCES

DENVER—TOASTMASTER TOWN OF THE MONTH



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

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

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

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The TOASTMASTER

For Better Thinking—Speaking—Listening

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When industry looks for executives,
the ability to speak is often

The Deciding

By A. W. WEBBER

IN THE MOVIES, or in the old-fashioned rags-to-riches novel, it sometimes happens that a young man enters a firm and very quickly is promoted to vice-president at a salary of \$20,000 a year. This may make for an exciting plot, but like a lot of exciting plots, it rarely has a counterpart in real life.

It is possible that such a skyrocket promotion may happen in a family-owned business, but in the practical business world it happens seldom if ever. Industry today looks for *ability*, for on the ability of its employees, its own success and survival depend.

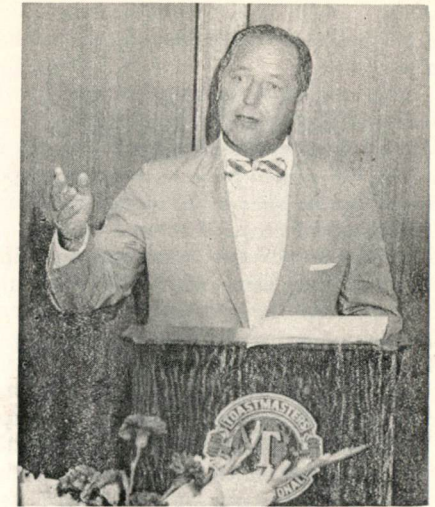
Most progress in industry comes from self-development, by fully utilizing our abilities and insuring that the boss and other responsible persons are aware of our abilities and of the progress we are making. Self-development is not an easy process and we must all work at it.

It covers a wide field. Some of us may need to work on our judgment, others may need moral courage, or a better appearance and more pleasing personality, while some may need to develop and strengthen the basic threshold quality of integrity. There are countless other qualities which I might mention, and some of us need one and some another. There is however, one thing which we all need in common—a better ability to speak, in public and in private. Here is a field in which we can never reach perfection but where our progress can be extremely gratifying and can result in easier attainment of the things we all desire.

Sometimes I feel about public speaking the way Ted Trueblood, the fishing expert, feels about the use of leaders in bass fishing. He says that some folks say that bass strike just as well without leaders

A. W. Webber is district manager for the Southern Bell Telephone and Telegraph Company of Orlando, Florida. This article is an adaptation of a speech given before the Telephone Toastmasters Club 2727 of Orlando, on the occasion of its charter party.

Factor



as they do with them. On the other hand, some people say that it is practically impossible to catch bass without leaders. Ted says that he uses them because he has never heard anyone say that he caught less bass with leaders.

I feel much the same way about the matter of being able to speak in public. There are varying degrees of opinion, ranging from one extreme which claims that without the ability to speak adequately our progress is nil, to the opposite which avers that such ability is merely a decorative fringe added to the essential qualities. But I have never heard anyone say that being able to speak in public adequately and acceptably was a detriment to an individual's progress.

Though we may have wonderful ideas, if we cannot express them or sell them to others, then for all practical purposes we have no

ideas. It is my opinion that we should all give considerable thought to developing our abilities to sell our ideas to others. We don't need to bother about selling them to ourselves; we are usually our own best market. Other people are not often so easy to convince. To get our ideas across requires patience, tact, and perseverance, but above all it requires clearness and intelligibility. No one accepts an idea which he cannot understand.

We once had a man come into a particular department of the Telephone Company. He was 36 years old—a bit older than we normally like to get men. This particular man had one great asset; *he recognized his own shortcomings*. He took some training in public speaking although to do so required a considerable sacrifice, since he could ill afford either the time or the money. During the various phases

of his public speaking course, he discussed them with his manager after hours.

You may smile and say to yourselves, "This guy was smart; he knew how to impress the boss." No doubt he was and did, but at the same time he was doing one of the best productive jobs I have ever seen. The point is that in addition to doing a fine piece of work—the best of which he was capable—he took the time and trouble to improve his ability to communicate. He recognized his shortcomings and took steps to overcome them.

This man now holds a very fine position with our company. He attained that position in just four short years. I might add that he is in every way deserving of his position and has obtained excellent results.

We should bear in mind that the selection for promotion in the business world today is not a matter of choosing between good and bad. It is a matter of deciding between *good* and *better*. People who have only mediocre ability are seldom considered for the really good jobs, so the competition is keen. A fine ability to speak in public can mean the difference, can be the deciding factor that tips the scale in your direction.

The real value of Toastmasters training does not lie only in the development of our speaking ability. It is true that it provides us with the opportunity to learn and practice, and offers us help and encouragement along the way. It also provides us with the finest kind of helpful, constructive criticism. We recognize that a cheering section is fun

and makes a lot of noise; it is heartening to have and makes us feel wonderful. But cheers alone will not win the game. We develop our skill through trial and error and practice, and by having a friend point out our weaknesses and show us how to overcome them.

The real value of membership in a Toastmasters club is that it gives us a start on what we might call the first of the three stages of public speaking. This first stage is the place where we have fear and lack confidence in our ability to speak before an audience. Prior to that first appearance, our imagination runs wild. We picture ourselves as becoming embarrassed to the point of complete failure, of stuttering and blundering and falling flat on our faces. Then in the next few seconds, we see ourselves really "wowing" the audience. Then back again to the failure, back and forth like a weather vane, until we are sure that we are nothing but a miserable lout and had better sneak home quietly before we disgrace ourselves. Toastmasters helps us through this period and leads us into the second stage.

The second phase is where we don't mind appearing and have overcome most of our fears and lack of self confidence. We have only the normal butterflies in the depths of our stomachs and we are willing and ready to speak before our fellow club members and anxious to receive their evaluations.

We reach the third stage when we begin to look for opportunities to speak in public and to accept them joyfully. This brings me to the real point of this article.

Toastmasters should lead us to the place where we look for opportunities to speak in public. Though we may attend our club meetings regularly and fulfill our assignments and responsibilities meticulously, if we do not seek out opportunities to use our training and abilities, they are of doubtful value. We are not receiving adequate return for the time and money we have invested. We must capitalize on what we learn.

I believe that the real test of a speaker is comparable to the real test of a boxer. The test of a fighter is not, "How is his form?" but "Can he win the fight?" The real test of a speaker is, "Did the audience enjoy his talk and get something from it?"

I recognize that there are certain basic principles of public speaking. Yet every day we listen to speakers who violate one or more of the rules and find that we have enjoyed their talks or received something of value from them. Please do not misunderstand; I believe that fundamentals are important; like the boxer who learns certain fundamentals of the art and from them, using his own natural attributes, develops a style. For example, there are successful fighters who keep their left hands considerably lower than what is generally accepted as good form. Joe Louis, one of the greatest fighters of all, was prone to do this, yet

it enabled him to have tremendous left hand power which won him many fights.

So it is with a speaker who, after developing his own personal style, may find that some basic rule may be ignored. He offsets it by his own personality, or by some quality such as humor. Humor is important in speaking; it lets the audience know that we are human and one of them. By all means, if we have a sense of humor, let's practice our timing and other technicalities so that we can capitalize on it. Let's work to develop our own style of speaking. After mastering the fundamentals, this is the next step.

Naturally, no man expects to win promotion and job advancement on the basis of his public speaking ability alone. But for those who have the other requisites, the necessary qualifications, this ability can be—and many, many times is—the means of bringing them to the front. Those of us in Toastmasters, I am sure, understand and recognize this and consider it a basically sound reason for club membership.

There is more. If we learn to give others the benefit of whatever ideas we as individuals might have, honestly and forcefully, who knows? It is entirely possible that when we come to the end of our careers, we shall have contributed in some small measure to the welfare of our fellow men. ♦

The future has a way of repaying those who are patient with it.

—The Rev. Arthur Pringle

"Does that
take a
two-thirds
vote?"



By ERNEST S. WOOSTER

"MR. CHAIRMAN, that requires a two-thirds majority vote," cheerfully pipes the smug member who wants all to know that he knows a Robert or two.

How's a chairman to remember this parliamentary oddity?

For the average chairman, there are only 10 times when a two-thirds vote is needed. Robert lists 17, but some overlap and some are encountered about as frequently as a warthog at a coming-out party.

They are listed here as protective, technical and occasional—the first being the most commonly used.

Protective

In protective motions the high percentage ballot rations the quantity of talk allowed. They are:

1. to object to consideration of a question
2. to limit debate (also, what's worse, to extend it)
3. to call for the previous question

To object to consideration of a question is very useful if you don't like the motion, don't think there is

time to consider it carefully, don't think this is the right time to get into a long, tiresome debate, or just want to stomp it to death.

You rise and say (and you don't need a second; it is the only one of the 10 that doesn't), "Mr. Chairman, I object to consideration of the question." To be more effective, throw in a quick reason so the folks won't think you are a curmudgeon. You have a big advantage, too—no debate allowed.

But you must get into action just as soon as the chairman has put the question. You can't monkey around until interested members have begun to toss it back and forth. By then you're too late.

You may want to limit debate when you fear that you will be talked into a stupor if all say all they want to say. You move in to put a stop watch on the wordage.

If your motion meets with the approval of two-thirds of the voters, a limit is placed on the whole period of time allowed, or on the number of minutes each speaker may use.

"I call for the previous question"

is the proper and conventional method of saying "I want a vote on this question right now."

The word "previous" is misleading. It does not mean to go back to the first or main motion, though it can be worded to do this. It merely applies to what is being talked about at the time. Because it means shutting up a few hopeful orators before they can begin, it takes a two-thirds vote to obtain this vacation for tired ear drums.

Technical

Listed here as technical motions which require two-thirds majority are those which change the regular procedure of a meeting. These are:

1. to suspend the rules
2. to rescind
3. to create special orders, refuse to proceed with the regular orders, or to put one out of its assigned place
4. to close nominations or limit the number of candidates.

If you have a bit of dubious business and the rules are against you, move to have them suspended. It is not the best parliamentary practice, but many organizations clutter up things with so many rigid rules that it takes a power drive to get through. If two-thirds of the members agree to abandon precedent, you win.

You may want to rescind some hasty action, or one which proved less justifiable than it seemed when the original vote was taken. You must line up two-thirds of the members to put this one over. That is, unless you have been foresighted enough to have given advance notice of your intention. If you have

shown this amount of intelligence, a bare majority will suffice.

The military-minded General Robert preferred a flanking movement. He suggests that the motion be to reconsider. His reasoning is good because this takes only a majority, not a two-thirds majority. The method is to move for reconsideration. When this succeeds, the matter is back to where the original vote was taken. Now a new vote may change the result, as the question is again open for discussion.

Creating special orders of the day means giving one or more items a preferred rank (even postponing or displacing other business) at the future date or hour set for them.

Making it a special order is a good device for insuring plenty of time and prominence, or for postponing immediate action when you don't think the vote would go the way you want it.

Refusing to quit arguing about what is before the meeting when someone calls for the orders of the day also takes a two-thirds vote. The same is true if the members begin to play checkers with the orders and jump them about into new designs.

Juggling the orders of the day is a little tricky; anyone who wants to make an issue of it should first consult Robert.

When the impetuous Mr. X shouts "I move the nominations be closed," he wants to shut off too much competition, hates to go into a ballot vote, or is just tired of having the list of candidates increased.

Most chairmen merely let it go at that, take a vote on closing the nominations and then declare them closed. Technically, however, it re-

quires two-thirds majority to close the nominations.

Occasional

Under occasional motions we have:

1. to expunge
2. to amend the constitution or change standing rules, etc.
3. to extend the time set for adjournment or the time or length of a recess.

When a sad mistake has been made and two-thirds of the members solemnly vote to correct it, they may *expunge* the record of it.

The secretary doesn't actually wipe it off, or obliterate it, or blot it out. He merely draws a circle about it and writes "Expunged" with the date of the motion authorizing this. Anyone can still read it. The reason for not blotting out what is ordered to be blotted out is that if this were done, who would know what was expunged? Or that something else wasn't expunged by error or intention?

The meticulous General Robert had an improved idea. It is better to *rescind* than to *expunge*, but still better to *reconsider*, which makes *expunge* a low-brow relative of the more blue-blooded motions.

How to *amend the constitution* is usually provided in the constitution

itself. It doesn't come up very often in most organizations, though in some it is almost the regular order of business.

Notice in advance is usually required, with the wording to be inserted and that to be deleted. This is so that a headstrong minority may not some time constitute a transient majority and do damage by hasty action.

Amending the constitution is usually as solemn a procedure as the burial of a rich uncle is to prospective heirs.

When the time has been set for *adjournment*, members may have made dinner dates or want to visit relatives or friends. So if the meeting is going to change the time, at least two-thirds must agree. The same rule applies to a *recess*.

Any club can set a few two-thirds rules of its own, but few do. Also, most members and chairmen are dimly aware that some motions take this higher vote, so rarely invoke them. It is not merely ignorance. The rules don't seem important enough to make much difference.

Maybe they are right in most cases; maybe the importance of the larger proportion is of small importance in any except the first three instances mentioned here.

Ernest S. Wooster, a more-than-25-year Toastmaster, is a member of the Santa Ana (Calif.) Toastmasters Club 15. He has served as a member of the Board of Directors of Toastmasters International. An ex-newspaperman and State employee, he finds life in retirement busier than ever before, with writing, activities of the Senior Citizens group and, of course, Club 15.



THE TOASTMASTER



Outside Speaking is THE TEST OF A TOASTMASTER

By BARNEY KINGSTON

IN THE BOXING WORLD there is an expression used to describe a certain type of fighter. He is the boxer who looks like a million dollars in practice, but facing an opponent in the ring, under the glare of the lights and before a roaring crowd, he folds up like an accordion. In the boxer's jargon, he has *left his fight in the gym*.

I've observed a lot of Toastmasters who are world-beaters in their clubs, poised, assured, confident and fluent. But the moment they get into an area contest, or step outside the friendly, familiar confines of their own club, they fall flat on their faces. Why?

Recently I was a guest speaker at a Toastmasters club. The presi-

dent asked for volunteers to speak on behalf of the Red Cross. He didn't get a single volunteer! In my own club we were asked to speak in a fund-raising campaign for combatting muscular dystrophy; no one volunteered. The head of the Speakers' Bureau in my own District (which contains over 60 clubs) tells me that he has the devil's own time trying to line up as many—or perhaps I should say as few—as 15 speakers.

What is the fear that seems to petrify the average Toastmaster, keeping him from utilizing his newfound abilities for a worthy cause or purpose? Speaking from my own experience, I would say that it is the fear of the *unknown or strange audience*.

Last November I had the privilege of being the principal speaker at a large convention of vacuum cleaner distributors and salesmen. This was a milestone in my life, for it was only a few short years ago that the very thought of speaking for even five minutes before a group of eight or ten people would have thrown me into paroxysms of fear. As a matter of fact, I can recall my first 2-minute talk in which

I stuttered, stammered and sputtered my way through an agonizing ordeal. And then, just a few years later, here I am giving a major 30-minute address before a large crowd of people!

One thing I can tell you, however—I didn't jump from my icebreaker in a Toastmasters club to a major convention speech overnight. For the last three years I have made it my business to be a guest speaker in a Toastmasters club at least four times a year. I've participated in many business and fraternal affairs and assisted in some worthy civic causes. I have found that each time you speak outside your club you'll encounter many challenges; the audience is different, the shape of the room is different, the acoustics are different. You are an unknown quantity to your listeners, and must win your acceptance the hard way. But each time you accept these challenges you'll find that you grow another inch in speaking stature. And here is a surprising thing—you gain confidence and poise which does not desert you even when conversing with top execu-

tives and high-ranking government officials.

On the basis of my experience, (I have been a Toastmaster for five years) I believe that we should make some changes in the requirements for the Certificate of Merit which is awarded upon completion of the Basic Training course, and also in the requirements for the Club Achievement Award. Let's place a premium on *outside* speaking—because the man who never speaks outside his own club is a “gym fighter” who is apt to get kayoed the first time he gets booked for a main event.

I would like to offer three concrete proposals. First: when a man completes his sixth Basic Training talk, he should be required to participate as a guest speaker at another club before giving his seventh talk. Second: before a Toastmaster can receive the Certificate of Merit upon completion of his 12 Basic Training talks, let's require a 13th, or “graduation” speech. To fulfill this assignment, the speaker must offer evidence that he has given a speech, for any cause or

purpose whatsoever, *outside* a Toastmasters club. And finally: let's put more emphasis on outside speaking in determining the annual Club Achievement awards. Let's ask ourselves—what good are fine meetings, regular attendance, interesting programs, if the end result is to have only a bunch of “gym fighters”? Let's give extra points to the club which has 100% of its members participating in outside activities during the year; let's give extra points for the club which has members who volunteer for a Toastmasters Speakers' Bureau. In short, let's put more emphasis on putting our Toastmasters training to work. For in truth, the man who “leaves his fight in the gym” has failed the test of a Toastmaster.

Fellow members, the motion has been made. It has been enthusiastically seconded and discussed. What's your vote? ♦

(The editors of THE TOASTMASTER will welcome reactions, comments and remarks on Toastmaster Kingston's proposals.)

Barney Kingston, member and past president of the Speakers Forum Club 371, Chicago, is Merchandising Director of Salesman's Opportunity Magazine, known as the world's largest sales publication. He is the author of many articles on merchandising, marketing and advertising, and also talks on these subjects at seminars and conventions—which may have contributed to his winning first place in the District 30 Speech Contest in 1957.



A great British scholar, Sir Richard Livingstone, said in 1941: “We cannot have too much science, technology, economics, but they lose their usefulness unless we see clearly the ends for which we intend to use them, and unless those ends are worthy of man. They deal with means and not with ends, and the more we have of them the more we need to strengthen, in both education and life, those studies whose subject is ‘the knowledge of good and evil.’”

From the Review of The Institute of Public Affairs, Victoria, Australia, October-December, 1957.



It takes **two**

By BARBARA L. AVERY

YOU'VE HEARD OF LO, the poor Indian? Shake hands with Lola, the poor secretary. Believe me, I've learned to appreciate a phone caller who is concise, organized and courteous—the Toastmaster type. For about three hours a day, I hold a telephone and listen to gentlemen of commerce who are practicing their various maneuvers on me. This sometimes leads me to believe that woman's place is, truly, in the home. Preferably a home without a phone.

But for the present, my place is right outside the cave of my boss. I am the old dragon who must be overcome before the Knight can get into my boss' cave, where the money is.

My boss sits at his desk and reads magazines and rearranges the paper clips. He makes passionate computations on letters I'm planning to file. Occasionally, I get

treated to fervid outbursts, such as, "Thirty-two fifty! But at 3000 miles . . ." He slaps one hand to his forehead and makes a fist with the other. He twists miserably in his chair and sighs. He is often oblivious of my presence; if I slipped a stiletto out of my stocking and danced raffishly round his chair singing *Carmen*, he wouldn't notice.

I don't take his behavior to mean that he is planning to give himself a hole in the head, or that he is planning how he can run off to Tahiti with the elevator girl. What he is planning is how he can make the best possible profit, all things considered. Part of my job as secretary is to arrange things so that my boss will have time and energy to consider all possibilities. He pays me every week with this service in mind. We have a verbal contract which includes the arrangement

to telephone

How do you look at the other end of the wire?



that he will pay me and I will so order his office life that he will have a chance to think.

Enter the secretive *Mr. Diplomatic Immunity*, on the telephone. He wants to talk to my boss. At this point, I have the temerity to ask him who he is. This is grossly offensive to Mr. Immunity. He doesn't care to use his name lightly, among hirelings.

I ask him what he wants to talk to my boss about. Now I've gone *too* far! If he had wanted to discuss his affairs with me, he'd have done so. It's none of my *business* what he wants to say to my boss. The effect of Mr. Immunity's call is to leave me with the vague hope that I haven't refused a man who was going to give us a million-dollar contract, or maybe treated a secret agent coldly when our government *needs* us.

But the point is, Mr. Immunity is not admitted. I explain to him that, due to the pressure of time, my boss cannot accept calls until I have a chance to determine if they would interest him. Mr. Immunity, naturally, never heard of such a thing.

Close kin to Mr. Immunity is *Mr. J. Firmly Morningcoat*. This gentleman has made up his mind, nothing is going to stand in his way, and he is going to prevail. But I conclude from our opening conversation that my boss would not profit from an interview with J. Firmly. "Mr. Morningcoat," I say politely, "Thank you for calling us, but I'm afraid we wouldn't be able to use your service at this time. Thank you for thinking of us, though. Good-bye."

"Good-bye? What do you mean good-bye? I'm not through yet. Listen, I *insist* . . ." J. Firmly gets

no further with his insistence than Mr. Immunity gets with his secret mission. The trouble with those two is that they are pouring their energy into impossibilities.

The secret mission of Mr. Immunity might be to suggest something valuable, or he might be trying to sell a tasteful arrangement of cushions and canopy to brighten up a dark corner of the office. We will never find out. And J. Firmly might have a marvellous idea; but it's not for us, and he'd be money ahead if he spent his energies on other prospects. It sounds as if I make a lot of arbitrary decisions. I do. But if your boss were in the diaper rental business, would you let him be confronted with people who want to put merry-go-rounds on top of his trucks, or have his



drivers peddle ice-cream as a sideline? My belief is that these activities would be an uneconomic use of our resources, and no amount of hauteur or screaming is likely to increase my appreciation.

Actually, most men are rather nice on the phone. I'd much rather listen to most men than to most

women. For one thing, you can usually hear what a man is saying. Men generally don't think themselves adorable when they have a voice like a dime-store flute. Men usually speak clearly and pleasantly. They say what they mean, in a straightforward manner.

Not many of them are given to high school dramatics. But *Barleywater Bigshot* is. He saw a TV show about an executive and he thinks that to seem too busy to be polite is to be a big man. He has studied his role so that each Bigshot technique has become a fetish. For instance, under no circumstances will he be the first to pick up the phone. Even when he calls us, my boss has to wait on the phone while his secretary gets Barleywater *back* on the phone. And even then that doesn't satisfy a prima donna like him. He has to ham it up. When his secretary tells him that she has Mr. Jones (my boss), Mr. Bigshot pauses a moment before saying hello. He almost says, "Who?" The idea is, see, he is up to his ears in policy-level decision-making; and for a moment, he just can't remember who a little character like Mr. Jones is.

A few men seem to have the notion that they must invariably seem pressed for time. I've been fascinated by the number of *salesmen* who call for an appointment with my boss, and when I give it to them, tell me that they'll try to fit him in. Just for my own malicious amusement, I sometimes switch the appointment to see what will happen. Here's what happens: He tells me what he's selling. I ask him if he can stop by on Thursday. Thurs-

day? Well, he *might* be able to make it. What time did I have in mind? I ask him if eleven o'clock would be satisfactory. He says, well, he had another appointment but he could shift things around, and he'll be in on Thursday at 11 a.m.

On second thought, I tell him, Thursday seems to be your busy day, so let's make it Friday at two o'clock. All he can do is mumble something in agreement. His whole "line" was invested in the Thursday gambit. The dismal fact is, he does that busy-busy-do-you-a-favor thing on purpose. He thinks you've got to be as smart as he is, to see through a subtle scheme like that.

Some men are not rude or troublesome on the phone, but they have a manner that is unsettling. Like *Uncle Unctious*, for instance—he makes any business conversation sound as if he were trying to soothe a volcanic idiot. His words are oiled; I can feel him plotting. When I talk to him, I wonder how he can manage to rub his hands, contemplate his sagacity, and talk to me, all at once. I'm sure he sweats.

Sweet Alec Budvase is another unfortunate. He's always bubbling over with maidenly enthusiasm. He is newsey, agreeable. "Oh, I know!" he says. He is genuinely sweet, I think; but I wish he'd conform to business techniques a little better, because I don't like to feel sorry for him.

The worst of the minor offenders is *Poor Paul*. He pleads. "Please. Try to understand. Give me a chance, won't you, Miss?" When I was a few generations younger, I

would give Paul my lunch money and spend hours maneuvering to get interviews for him, where the interview would count for something. But I learned. If Paul gets an appointment, he has to call and admit that he has suffered several catastrophes and will be late. He arranges his life so that he will fail, and I am one old dragon who has stopped trying to be Chief Mother Psychiatrist. When Poor Paul



pleads with me now, the extent of my kindness is that I don't breathe fire on him or give him a good whack on an appropriate extremity. I just shut my big red eyes till he goes away.

Even *Charlie Godsend* is a relief after Poor Paul. Charlie used to be a barker for a circus. He's got *just* what I need. "Yes, sir, little lady, this is *your* lucky day. Why, this Ranky-Tanky little mouse bath here is . . ."

An actor told me one time that when a crowd is to be suggested on the radio, the director has people stand around and murmur "rutabega, rutabega, rutabega, rutabega." I think it was very clever of someone to think of this device, as I know *Mr. Rutabega* himself and he always seems to be part of an active crowd. While I'm talking to him on the phone, he gives orders

to his secretary, clatters his toys around on his desk, and makes fantastic responses to what I'm saying.

"Mr. Rutabega," I say, "You didn't give us our discount last month."

"Not now. Ssh!" says Mr. Rutabega.

"We want our discount, Mr. Rutabega. Will you straighten this out for us?"

"Look under the sink," he says. "Yes, right away. Who did it?"

Maybe when it comes time to send a man to Mars—I hear the trip takes several thousand years—maybe they will let us vote on who gets to go. I have two prime candidates for your consideration. One of them is *Mr. Creaking Eros*. The other is the *Innocent Inquirer*. I think we should let them go together; they have a lot in common.

Mr. Eros drags erotics into every conversation. "Umm, honey," he says, "your voice *does* things to me." He thinks we should go out together. He'll show me around. We can do a lot for each other. If I'll play ball with him, he'll make it worth my time. "You're so gorgeous, baby, I can't keep my mind on my business."

His varicose brain has conceived the idea that he will arouse my ro-

When we asked Mrs. Avery for some biographical information, she replied: "Thanks to a kind Providence and thoughtful parents, I was born in Texas. Beyond that, there is nothing remarkable about me, unless you count my relatives. And if you can count my relatives then you're remarkable. My ambitions are to catch up on my ironing and then to go see that young upstart, Alaska."

mantic passion, and I will help him "get ahead." (Get ahead of my boss, that is.)

The Innocent Inquirer has similar ambitions. He's not vulgar, but he wants to steal a march on my boss. He asks "guileless" questions about our business: "How many units does he usually take from Conover's?"

The Inquirer does himself a disservice by these tactics, and not just because I either change the subject or else tell him some convenient whopper. By the nature of his questions, which I report to the man who pays my salary, my boss can sometimes figure out what old Innocent is afraid of, and so take advantage of a circumstance that we weren't aware of, till Innocent put his foot in the phone.

There is one unwelcome caller who has no bad intentions at all. He just has a noticeable bald spot in his fund of general information: He has no comprehension of how a telephone works and views the instrument as an obstacle to communication which must be forcefully overcome. When this gentleman speaks to me, it is as if I had been intimately addressed by a diesel train whistle. My impulse is to fling the phone away and hurl myself under the desk. I don't care what those psychologists say, I think we do have an instinct for self-preservation.

Of course, after I collect myself, I can escape the vocal assault by holding the phone at arm's length. But what about people who work in the same room with him? They are trapped under a tub, and he is so unconscious of their condition that

he doesn't even feel guilty. He feels a little picked-on, as a matter of fact; he doesn't like to talk on the phone. He feels threatened by the phone. It shows, but not on him. His associates bear the scars.



In modern business, the first impression is often created by a telephone conversation. If that impression is really offensive, a man may get no further. He may never get an interview with the person he must see. A secretary to a busy boss must prevent his being molested by energy-consuming blunders. She

may assign a caller to this unflattering pigeon-hole just because he is careless of how he sounds.

I want to speak for a moment to the unusual man who doesn't do well on the phone: If you're mad-deningly handsome, if your breath is right out of a spring meadow, your shoe heels brand new and you smell like an expensive saddle, these enchantments are all wasted on me. All I have of you is your voice and what you say.

I listen carefully when you speak and, often, I hear not only what you say, but also what you are.

You'll find that the vast majority of secretaries work for a certain boss and are really *for* him. The woman you speak to on the phone has a strong loyalty to another man than you. She's on his side. She's going to give him every pertinent fact about you and your products, if she can learn any of these things.

A telephone conversation is a constructive business effort. You can make it pay if you can envision exactly what is happening, when you speak. Someone is listening. ❖

The art of living is the art of using experience—your own and other people's.

—Sir Herbert Louis Samuel

A friend is a speaking acquaintance who also listens.

—Arnold H. Glasgow

All our words will become more important to us when we realize that by our present words we are speaking our future into existence.

—Lowell Fillmore

NOTES *from the* HOME OFFICE

Each month we hear more and more about **Toastmasters who are using their training for the good of their community.** The bylaws of Toastmasters International prohibit the organization and its member clubs from endorsing or sponsoring any other organization or cause. But we certainly encourage individual members to participate in community projects of their own choosing. Outside speaking provides an excellent opportunity to develop additional speaking skills. It also puts the mark of good citizenship on Toastmasters who accept such assignments.

Here are just a few of the good deeds being performed by Toastmasters:

International Director Emmet L. Holmes is chairman of the March of Dimes Speakers Bureau in New Orleans. Toastmaster Albert Gaston holds a similar post in Mobile, Ala. Members of six Toastmasters clubs in Mobile have offered their services to the Civil Defense Speakers Bureau. In Florida, an offer to provide speakers for 60 different service clubs has been made by the Speakers Bureau of Area 1, District 47. Toastmasters Al Heimbockel and Joe Fenton of TM Club 1120, Montebello, Calif., recently helped conduct 2,000 visitors on a tour of the new Whittier Community Hospital. Members of Club 2657 in Camden, Ark., are assisting in the training sessions of the Boy Scout District Council. Toast-

masters in Club 1161, Seattle, Wash., were invited to help the Seattle Chamber of Commerce tell the story of the International Trade Fair in that city.

In Huntsville, Ala., the members of Club 1972 have presented talks for the United Givers Fund. San Luis Obispo, Calif., Club 83 has provided speakers for Cancer Society and Heart Fund drives. For the past two years, Blue Mountain Club 618, Walla Walla, Wash., has presented demonstrations of parliamentary procedures for the County Council PTA. Members of Club 997, Kingsport, Tenn., teach a night school course in public speaking under the direction of the Vocational Education Department. Announcing the Rose Parade for spectators along the line of march has been an activity of Club 356, South Pasadena, Calif.

* * *

In the recent questionnaire sent to club secretaries, we asked if the club met under any unusual circumstances. From Club 2190, Red Bluff, Calif., Secretary Jacque T. Ross reported, "We compete with the piano player in the bar next door. He's won the trophy twice!"

Incidentally, we're overwhelmed by the wealth of information received in answer to the questionnaire. When the returns are all in and tabulated, THE TOASTMASTER will present a summary of the results.

United Air Lines is offering Toastmasters a **special Hawaiian tour** following the San Francisco Convention, Aug. 27-29. The tour will leave San Francisco Monday morning, Aug. 31, and return Monday afternoon, Sept. 7. The trip includes round trip air flight, hotel rooms and a series of special events in the Islands. Price for the eight-day vacation trip is \$316.49 per person. Complete information may be obtained by writing Toastmasters Director Harold J. Carper, 2655 Tennyson Street, Denver, Colo.

* * *

If the requests for information reaching the Home Office are any indication, **Alaska has more publicity agents than any other state in history.** Clubs in all parts of the nation have written for the free materials on Alaska. Many clubs have presented a complete program on America's newest state.

The Alaska Employment Security Commission has provided a supply of "Alaska Job Facts" which is now available along with the booklet, "Information Relative to the Use and Disposal of Public Lands and Resources in Alaska"; a brochure describing the people, climate, living conditions and resources in Alaska, and a series of short speeches prepared by members of the Kodiak Toastmasters Club which has been reproduced by the Home Office.

If you haven't already done so, why not plan a real cool program on Alaska for some hot night this summer?



Director Carper discusses Toastmasters tour with Miss Hawaii.

POSTSCRIPTS: What is your Toastmasters training worth to you? Len Showalter, editor of "The Flyer" for Club 2394 at the Naval Air Station, Dallas, quotes one Toastmaster as saying he felt he had gained about \$50,000 from his membership in Toastmasters. . . . When Al Cary, charter president of Essayons Club 2553-2, reported on the progress of his club to the chief of the Management Branch, Seattle District, Corps of Engineers, it got results. The report was forwarded to the North Pacific Division, and the Chief of Engineers for the U. S. Army requested 120 copies of the report for circulation to all Corps of Engineers installations. . . . In a "Preview of Coming Attractions" in the Fresno, Calif. Christophers Club 157, bulletin, members are told their ears will tingle to "Toastaphonic Sound" as they are enchanted, enraptured and enthralled by the scheduled speakers.

PLANNING: Officers of McGuire AFB (N.J.) Club prepare for 1st formal meeting. L-R: 1st Lt. Richard K. Cornfoot, Maj. Albert Franz, Chaplain (Maj.) John T. Evans, Jr., Lt. Col. Carl M. Cramer, Capt. Phillip R. Martinson, Capt. Larue U. Undercoffer
—USAF Photo



"RELAX; IT'S VINCE BARNETT!:" Capt. W. H. Weston uncovers identity of famed Hollywood heckler after his irritating speech before Oakland Clubs 88, 2471 and Alameda Clubs 133, 177 (Calif.)
—U. S. Navy Photo



SPECIAL MEETINGS AND SPECIAL EVENTS

WELCOME AWAITS: Lovely contenders for Miss Chinatown title light joss sticks for the coming TM International Convention in San Francisco. Past Pres. Fred Dong and Pres. Everett Wong of Club 2296 assist
—Don Tong Photo



NEW TROPHY for MTMA (Military Traffic Management) Club 2893 (Oakland, Calif.) is antique English drinking mug donated by Past Pres. J. J. Broz (R) and accepted by V-P W. E. Halpenny and Pres. F. C. Johnson.
—U. S. Navy Photo



WINNERS of Extemporaneous Speech contest, Area 1, D. 52 (Los Angeles) Ralph Ripley (R), 1st and Ken Willoughby, 2nd, receive congratulations from D. G. Walter Scott



"IT TELLS THE STORY": Pres. Wm. Lovelace shows TM Hans Stauder Rhein Main Club's new TM bulletin board in Rhein Main (Germany) Officers Club



MILESTONE: 5 Certificates of Merit in one meeting is record of Gaveliers 1596, (Detroit, Mich.) L-R, William French, Art Rohrig, Joseph Youngblood, Ken Michel, Robert Briggs



NEARING CHARTER is new South Side (Sacramento, Calif.) Club. District and area officers (39) meet with members for charting progress

CHARTER 2789 goes to Pioneer Valley (Springfield, Mass.) Club. Lt. Gov. (D. 31) John Gallant offers charter to Pres. Charles Azzalina; club officers Kaufman, Cadrin, Taylor and Van Hall approve



CLUB TO CLUB

Dark Meeting

A meeting in the dark (literally) presented a number of challenges to our club, *Federal Toastmasters 1037* of Washington, D. C. Toastmaster Quentin Verrier conducted the entire program in a blacked-out Treasury Department conference room. Only light permitted was the timer's flashlight.

Members imagined they were listening to radio travelogues, as table topic speakers described their home towns. Speakers were forced to rely entirely on voice for their effectiveness, while evaluators, unable to see the speakers or to jot down notes, had to depend on their powers of listening and to base their evaluations on vocal variety and subject matter.

* * *

Father and Children Meeting

If your club is looking for program variety, try a children's day. Our club, *East Portland (Ore.) Toastmasters 710*, holds two such events a year, one in summer and one just before Christmas. When you consider that we are a break-fast club meeting at 6:30, you will agree that the large attendance (23 adults and 28 children last time) testifies to the popularity of the program.

The children, ranging from 2 to 10 years in age, participate in table topics, answering such questions as "What

would you like for Christmas?" or "Where do you want to go on your vacation?" Answers are sometimes unexpected; a small boy when asked what sort of pet he most desired replied: "A Thunderbird."

Program speakers are expected to tell a children's story which will hold the attention of the juvenile audience—not easy, but good training.

* * *

Safety Meeting

Kaposia Toastmasters 330 (St. Paul, Minn.) recently devoted a special meeting to the cause of highway safety. Guest speaker Sgt. George Kaisersatt, supervisor of school patrols and veteran of 20 years' service with the Minnesota Highway Department, commented that the meeting was one of the best on highway safety he had ever attended, and expressed a wish that other Toastmasters Clubs might consider devoting a meeting to this important problem.

The local press was so interested that in addition to a full report of the meeting, a long story of the club and Toastmasters International was featured in a prominent position.

The meeting was also "Special Guest Night." Among the 14 guests attending was Mr. C. P. Johnson, who founded the *Kaposia Toastmasters* 19 years ago.

Waitress Honored

In recognition of almost three years of faithful service to the club, the *Toledo Toastmasters 1001* (Ohio) dedicated an entire meeting to Marie Miller, waitress at the Hotel Fort Meigs.

After Marie had served two dinners, the toastmaster of the evening, Harry Laremore, asked her to step up to the lectern and receive a crown as "Toastmaster Queen of the Evening." Marie's two sons were brought in as surprise guests, and various Toastmasters were assigned to take over her tasks of serving and clearing away.

The speeches of the evening were in keeping with the program theme. Another guest was Ruth Ann Hanf, a speech student at Toledo University, who was assigned the task of evaluating a speech.

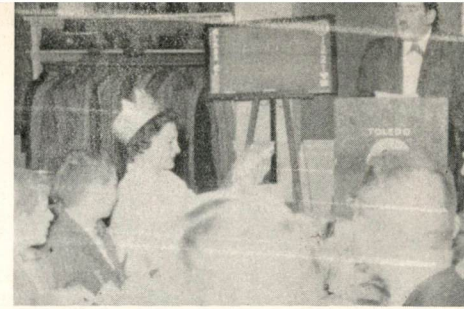
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Armed Forces Staff College Club Charters

The *Armed Forces Staff College Club* recently celebrated the receipt of Charter 2865, Toastmasters International, at a gala party in the Officers' Club of the College in Norfolk, Va. Captain R. A. Waugh, USN, club president, accepted the charter from Area Governor Francis Hogg.

Program for the evening presented a sample Toastmasters meeting, with speakers from the Army, Air Force and Navy.

Honored guests were the Commandant and Deputy Commandants of the Armed Forces Staff College: Vice Admiral and Mrs. Charles Wellborn, Jr., Major General and Mrs. Thomas J. Sands, Brigadier General and Mrs. Harold W. Bowman; Area Governor Hogg and Lieutenant Commander Douglas Salmon, Lt. Governor of District 36.



Toledo TM's salute Queen Marie



Captain Waugh accepts Charter 2865 from Area Governor Francis Hogg

Award for Service

Members of the *Park City Toastmasters 1065* (Bridgeport, Conn.) were honored recently for their work as members of the Speakers Bureau of the United Fund. The City of Bridgeport's Mayor's Community Service award was presented to the group in "grateful recognition of more than 100 hours of volunteer service to the community."

While the Club did not officially participate in the campaign, since Toastmasters clubs do not endorse any campaign, drive or cause, the award was presented to the club since all members of the Speakers Bureau were Toastmasters.



International past presidents reminisce



Larson NCO's now five years old

Birthday Celebration

The NCO Toastmasters Club 165, which claims the distinction of being the first NCO Toastmasters club in the Air Force, celebrated the fifth anniversary of the receipt of its charter at a meeting on Wednesday, 21 January. It was on a Wednesday, 21 January, five years earlier that the charter was presented in a ceremony broadcast over the local radio station.

Our club has 15 alert and enthusiastic members and actively seeks additional membership. We receive strong support from Headquarters USAF, which is aware of the many benefits derived by officers and airmen from participation in Toastmasters.

Service Record

Our club, *Huntington Park* (Calif.) *Toastmasters 14*, is proud of the record of member Olin H. Price—30 years a Toastmaster, and still going strong.

Mr. Price started to attend Toastmasters meetings in 1928, and has missed very few meetings since. He was charter president of Club 14, and president of Toastmasters International in 1935. He recently had a reunion with several other past presidents of TMI, as shown in the picture: Standing, L-R, George Benson (1947), Gordon Howard (1937), Olin Price (1935), I. A. McAnich (1948); seated, Lewis Turner (1949), Paul Demaree (1932), Bob Switzler (1944).

Club 14 also boasts of 15 past club presidents, all still active in the club.

* * *

Operation Successful

Pontiac "Y" Toastmasters 643 (Pontiac, Mich.) recently staged what we consider to be the most unusual meeting in our ten-year history.

"Operation Dugas" was planned when Charles Dugas, popular and longtime member of the club, was confined to St. Joseph Mercy Hospital for foot surgery. With the help of the hospital staff and Mrs. Dugas, our regular club meeting was held in the hospital conference room.

Results: a wonderful surprise and pleasure for Charlie, a successful and different type of meeting, and a firm friend for Toastmasters—the St. Joseph Mercy Hospital. The hospital staff has offered our club the use of its attractive and well-equipped auditorium whenever we need it, and the "Y" Toastmasters have offered their services to the hospital whenever it needs a speaker or program toastmaster.

1959 brings a . . . **New Look**
for Zone Conferences

Zone Conferences for 1959 have been re-styled, refurbished and equipped to provide maximum results for minimum expenditure of time, money and travel. You'll discover it to be probably the greatest value-package in your Toastmasters training.

There are three basic purposes for the 16 annual Zone Conferences: (1), orientation and training of District Officers; (2), nomination of a candidate for member of the International Board of Directors, and (3), the Zone Speech Contest, which determines the competitors for the International Speech Contest, a yearly feature of the International Convention.

Two International Directors will conduct the intensive District Officer training sessions, scheduled from 9 a.m. to 4 p.m. Participating will be the newly-elected District Governors, Lieutenant Governors, and District Educational Chairmen. Other District officers attending the conference may audit the meetings if they wish.

Topics which will be developed include: *The District, What is its Purpose?*; *Administration and Management of District Internal Affairs*; *The Educational Services a District Renders to Clubs and Club Members*, and *The Function of Area Officers within the District*. Full opportunity will be provided for discussion groups and question and answer periods.

The business meeting will be held at 4 p.m. This convenient hour enables Toastmasters of the host district to attend without the loss of a working day, and permits easy travel time for delegates from a greater distance. Primary order of business is the selection of a nominee for International Director. Every club in the Region should ensure that delegates attend to cast the club vote for the candidate of its choice.

A banquet, under supervision of the host district, and the Zone Speech Contest highlight the evening sessions. Speaker at the banquet will be one of the International Directors, while the other will act as toastmaster of the speech contest.

Winners of the contests will participate in the regional contests to be held at the International Convention in San Francisco in August, where the finalists for the International Contest will be selected. Here is an opportunity to hear fine speakers and support your district champion.

To summarize: Your 1959 Zone Conference offers a streamlined, functional, workable approach to a broader field of Toastmaster activities. Information on date, time and place of each conference will be found on the next page. It's a once-in-the-year opportunity you can't afford to miss.

	ZONE	DISTRICTS	DATE
Region I	A	2,7,21,32	June 27
	B	9,15,17,33	June 20
Region II	A	4,12,27,39,57,59	May 23
	B	F,3,5,50,51,52	June 13
Region III	A	22,24,26,55	June 20
	B	16,23,25,44,56	June 14
Region IV	A	20,41,42	June 20
	B	6,19	June 6
Region V	A	30,35	June 20
	B	8,54	June 13
Region VI	A	10,28,62	June 6
	B	11,40	June 13
Region VII	A	31,34,45,46, 53,60,61	June 13
	B	13,36,38	June 27
Region VIII	A	29,43,48,63	June 13
	B	14,37,47,58	June 6

LOCATION	ZONE CHAIRMAN	BOARD MEMBERS ATTENDING
Portland, Oregon Multnomah Hotel	William E. Dudley 1809 N. E. 63rd Portland, Oregon	Evans T. Hamilton George Anderson
Coeur d'Alene, Idaho Desert Hotel	Vincent P. Slatt East 515 Ermina Ave. Spokane, Wash.	Evans T. Hamilton George Anderson
Santa Barbara, Calif. Miramar Hotel	Curtis Wise 2276 Grandview Dr. Camarillo, Calif.	Paul W. Hornaday Roy D. Graham
Phoenix, Arizona Ramada Inn	Dr. Roy C. Rice 1433 Mill Ave. Tempe, Arizona	Paul W. Hornaday Roy D. Graham
Lincoln, Nebr. Cornhusker Hotel	Dr. L. G. Lefler 239 W. 6th Fremont, Nebraska	Harold J. Carper Carl F. Sanders
Galveston, Texas Galvez Hotel	M. M. (Mack) Herbert 719 West French Place San Antonio 12, Texas	Harold J. Carper Carl F. Sanders
Minot, No. Dak. Clarence Parker Hotel	Ben Tollefson 2508 1st Ave., S.W. Minot, No. Dak.	Walter A. Steigleman Floyd Wangrud
Rochester, Minn. Kahler Hotel	Frank Forsyth 1608 9th Ave., N.E. Rochester, Minn.	Walter A. Steigleman Floyd Wangrud
Chicago, Ill. Belmont Hotel 3172 N. Sheridan Road	John Franczak 1734 E. 72nd St. Chicago 49, Ill.	Frank I. Spangler Harry Hodde
Monticello, Illinois Robert Allerton Park	Wayne A. Lemburg 503 S. Westlawn Champaign, Ill.	Frank I. Spangler Harry Hodde
Royal Oak, Michigan Michigan Life Ins. Co. 3101 N. Woodward Ave.	Cy Hastings 2000 Second Ave. Detroit, Michigan	Richard Newman Willard Bixby
Indianapolis, Ind. Severin Hotel	Loring D. Dalton 315 N. Kenmore Rd. Indianapolis, Ind. Lowell P. Kemper 301 N. Kitley Ave. Indianapolis, Ind.	Richard Newman Willard Bixby
Rochester, N. Y. Sheraton Hotel	David N. Tufts 2501 East Ave. Rochester, N. Y.	Herman E. Hoche Robert A. Gibney
Philadelphia, Pa. Manufacturers' Country Club	Walter Moran 1828 Beverly Road Philadelphia 38, Pa.	Herman E. Hoche Robert A. Gibney
Montgomery, Ala. Whitley Hotel	Hilton Watson P. O. Box 422 Montgomery, Ala. Joe Porter 1532 Yancey Ave. Montgomery, Ala.	Emmit L. Holmes Bill Hylton
Savannah, Georgia General Oglethorpe Hotel	Ed Charnovitz 1415 E. 55th St. Savannah, Georgia	Emmit L. Holmes Bill Hylton

Do you want your meaning
clear? Then beware of . . .

SYNCRETISTIC WORDS

By JOHN L. GATES

SYNCRETISTIC words can cause a lot of trouble!

At this point you may stop reading and ask yourself, "What *are* syncretistic words?"

Webster defines "syncretism," the root word from which "syncretistic" is derived, in part, as "the combination or reconciliation of differing beliefs in religion, philosophy, etc., or an *attempt* (author's italics) to effect such compromise." Or, stated liberally for purposes of this discussion, syncretistic words are certain collective or inclusive words which are too general to be meaningful and are oftentimes pointless to the extreme.

My interest in syncretistic words was kindled during a recent course of study on the use of the case method of instruction presented by Dean Ben Lindberg of American University, Washington, D. C. As the Dean listened to the presentations of a group of about 20 individuals he would hold his fingers,

cocked like a revolver, to his temples whenever he heard such a word in our discussion. This was a very effective visual aid for us. It certainly made his point—that one of us had just slipped and used another syncretistic word.

Let's look at the syncretistic words in the following sentence: "Supervisors should handle employees with kid gloves." These particular words can be spotted easily when we attempt to define more clearly the intent of the key words: *supervisors, should, handle, employees, kid, and gloves.*

First, the word "supervisors." Which supervisors are we talking about? All or only some of them? Where do they work? Are they in government or in private industry? Do they supervise males or females? Are the supervisors males or females? Are we talking about immediate or top-level supervisors? This line of attempted rationalization could go on indefinitely.

How about the word "handle?" Do we mean to touch the employees physically? Should the supervisor manipulate, influence, or administer employees? Does the supervisor give them "handles" as used in the slang expression, meaning names? Does the supervisor write or speak about his employees? Just what do we mean?

To illustrate this point further, let's take another short sentence—"All military personnel are looking for soft jobs." Do we really mean *all*? How about the hard-working soldier, NCO, or officer, training raw recruits in the field, a real tough job—is *he* included? Don't forget the sadistic and masochistic military man who works himself and subordinates to a breaking point. How about the military personnel who work overtime repeatedly to do jobs that may be inappropriate for a civilian employee? Or, there's the soldier who performs an act of bravery under fire—is *he* looking for a soft job? It's a little hard to pin down just what we *did* mean.

As Toastmasters we should all be alert to the bad habit of using these syncretistic words. If we all work positively on the problem

Lt. Col. John L. Gates, US Army, has been directly engaged in management activities during his 23 years of military service. He is at present Chief, Program Branch, Plans and Programs Division, G-1 Section, Hq. Fourth US Army, Fort Sam Houston, Texas, and a member of the Quadrangle Toastmasters 1922, Dist. 56.

and keep it in mind constantly I feel sure that we will become better speakers and writers. I just did it again, deliberately. Did I say *we*? Whom did I refer to: the President and Secretary of my own local Toastmasters club and I? Or did I include only those members sitting next to me at the last meeting? Or did I include *everybody* in all Toastmasters clubs no matter where they are located? Or did I mean, in the final analysis, those folks who read this article and determine to make a strong effort to improve themselves along this line?

Syncretistic words must be used carefully. All Toastmasters should make positive efforts to improve their speeches and writings either by elimination of syncretistic words from their vocabulary and writing or by at least holding their usage to the absolute minimum. *Let's be more specific!*

The importance of knowledge lies in its use, in our active mastery of it—that is to say; it lies in wisdom. It is a convention to speak of mere knowledge, apart from wisdom, as of itself imparting a peculiar dignity to its possessor. I do not share this reverence for knowledge as such. It all depends on who has the knowledge and what he does with it.

—Alfred North Whitehead

PERSONALLY SPEAKING

By RALPH C. SMEDLEY, Founder

What is the Rule?

People seem to be strangely dependent upon rules. At least, that is the case in the United States, and probably a similar condition prevails in other parts of the world. Questions about rules and regulations come in continually from clubs or members who want to know just how various things should be done.

How long should a speech be?

What is the correct formula for introducing a speaker?

What is the established outline for a speech?

How should a guest be introduced?

What is the rule for seating speakers and guests?

There are demands for explicit directions on many matters, until one is led to wonder if people are losing their originality and imagination. Must all our actions be regimented—trimmed to fit the same pattern? Should we not exercise our own ingenuity? In my opinion, we need fewer rules on detail, and better understanding of general principles.

The reply to most of these questions about rules is simply, "It all depends." The length of the speech or form of the introduction, or whatever it may be, depends on the conditions. There are no final, inflexible rules, except the rules of good taste and good sense and propriety.

We, as Toastmasters, should be able to adapt ourselves to the situation as it arises. We should definitely avoid the Procrustean procedure of making everybody and everything fit the one rule. As you may remember, Procrustes was a robber who lived in ancient Greece, whose habit was to bind all his victims upon an iron bedstead. If they were shorter than the bed, he stretched them until they were of the required length. If they were longer than the bed, he trimmed them down to size. He may have been a stickler for form, but he was hard on his unwilling guests.

Instead of asking "What is the rule?" consider rather, "What is the proper, the fitting, the graceful way to proceed in these circum-

stances?" Then adapt your speech or your conduct to the conditions, and go ahead in an appropriate manner.

In Toastmasters, the one rule is to abide by the requirements of good taste, courtesy and good sense, so that the best results may be accomplished in the best way.

Whose Business Is It?

Who is responsible for the club's correspondence and reports? Who should send in the names of new members, and of new officers, so that they may be properly served from the Home Office?

The answer, naturally, is that the secretary is the one responsible.

But which secretary, the new one or the retiring one?

Again, the natural answer is that the man in office at the time is the one, and he should not shirk his duty. It is true that new officers are elected in March, but they do not take office until April. The semi-annual report should be sent in during March. Therefore the new secretary is not yet installed, and the present one should do his duty.

It should be a matter of pride for each secretary to clean up all his work in good shape so that he may hand over to his successor a structure of work without any hangover of unfinished tasks. The club secretary is in a position of responsibility for the affairs of the club. The completion of his work is as important as any other duty which devolves upon him.

It is unfortunate, but true, that many a club and many a new member may suffer through the carelessness of the secretary. Any man

in this position who is too busy to give proper attention to his work should ask the Executive Committee of his club to appoint an assistant for him. In most cases, however, it is not being excessively busy that interferes with performance of the duties. It is carelessness, or lack of understanding.

There are two matters of great importance which are all too often neglected. First, there is the matter of reporting new members. The proper procedure is for the secretary to send in the report within 24 hours of the meeting when the new man is elected a member. When this report reaches the Home Office promptly, the new man is immediately sent his Basic Training material followed at regular intervals by the other materials which he needs as he gets started. If the secretary waits for a few weeks—or months—before sending the report, the new member does not get the service to which he is entitled, and both he and the club are the worse for the oversight.

Second, there is the reporting of new officers for the club. Just as soon as this report is received at the Home Office, a package of materials is sent to the newly elected president. He needs this, and he needs it right now, for his own information and that of his fellow officers. If these new officers are promptly reported, he and his associates have almost a full month in which to prepare for their work. If the report is a few weeks late reaching the Home Office, the new officers are seriously handicapped by lack of information.

The sending in of this report is clearly the duty of the "old" secretary, the one who is retiring from office. It should never be left for the new secretary. The club president, if he is on the job, will check up on the secretary to make sure that this task has been attended to.

One essential for the success of a Toastmasters Club is understanding and dependability on the part of the officers. If each officer knows his duties, and performs them promptly and efficiently, the club reflects the effects in service to the members and in promotion of the general good.

Whose responsibility is it? Maybe it is yours, if you are an officer. Never let it be said of you that you failed to measure up to your responsibility.

You Are Invited to Breakfast

One of the most enjoyable features of our annual convention is the breakfast session which it is my privilege to conduct each year. This is the time when we give recognition to the men who have completed the advanced work in Beyond Basic Training, and offer information and encouragement to those who should be carrying on with it. At San Francisco, in August, we shall be able to congrat-

ulate 25 or 30 men who have achieved this goal during the past 12 months, and I am able to promise you a program of unusual excellence in its qualities of inspiration and information.

Each year, this breakfast event grows in interest and attendance, just as the number of men working on Beyond Basic continues to increase, and each year sees more men taking up the advanced studies in research, material gathering, speech engineering, and speech delivery which are part of the attractive schedule for the man who wishes to grow. There are three other educational sessions on the convention program, and I hope that *you*, as you read these words, may make up your mind that you will attend these four sessions if it is humanly possible for you to do so.

The purpose of our convention is to help the men in the clubs at home. Every man who attends should carry home a hatful of ideas which will help him and his fellow members to improve their own club work, which will, in turn, improve them individually and collectively as they press forward toward our goal of better communication.

I want to see *you* in San Francisco. ♦

Complex human thought is impossible without words. The evidence indicates that it is language that gives man his unique place in nature. With his power to manipulate words, and so to reason on many levels, he surmounts the need of fang and armor.

—Stuart Chase

There's Gold In San Francisco

Gold brought the 49'ers to San Francisco. It was the place to get your grubstake.

Like the pioneers of '49, Toastmasters in '59 will be prospecting for gold when they meet in San Francisco for the 28th Annual International Convention, Aug. 27-29. But unlike the miners who searched the back country 110 years ago, Toastmasters will confine their prospecting for precious nuggets to the rich lode of ideas that will be assayed in the meeting rooms of the Sheraton-Palace Hotel.

Tenderfoot and seasoned Toastmasters alike will find the educational sessions all worth their weight in gold. Starting Friday morning, Aug. 28, the first two-hour session will be conducted by Dr. Seth Fessenden, Director of Educational Research for TM. Delegates will witness a demonstration on "How To Use Educational Materials."

No Toastmaster will want to miss the privilege of hearing Dr. Ralph C. Smedley, Founder of Toastmasters International, when he conducts the Friday afternoon educational session. With the assistance of other experienced Toastmasters, Dr. Smedley will discuss "Speech Presentation and Evaluation." Dr. Smedley has planned the session in three parts, "Speech Presentation—Audible and Visible," "Speech Evaluation—Why and How," and a demonstration of good and bad evaluation methods.

"How Are Your Relations?" will be the subject of the Saturday morning educational session under the direction of Don Perkins, Public Relations manager for Toastmasters International. A "how-to-do-it" type of presentation, this session will cover public relations technique for membership drives, treatment of new members, inter-club activities, club bulletins, club publicity and community service.

The 1959 convention will also offer special activities, including International Night, the President's Banquet, Fellowship Luncheon and the Founder's Breakfast. Outstanding speakers and entertainment will be provided for these events.

Registration forms and hotel information will appear in the June issue of *The Toastmaster*. Select your delegates now. Send them to San Francisco in August and your club will strike it rich in '59! ♦



*Speaking aids abound
in the world of*

“Once Upon a Time...”

By ARVID BERG

THE MASTER STORY-TELLERS of the world have left us a vast heritage of glamorous, magic and graphic words. Are we as Toastmasters taking full advantage of this limitless resource?

Have you ever explored the fascinating fairy-tale world of Hans Christian Andersen? If you have been leaving it up to Walt Disney or TV to acquaint you with these tales, you are by-passing an opportunity to better yourself as a Toastmaster. You are also cheating yourself and your family out of a wonderful experience.

Hans Christian Andersen was born in Denmark in 1805. The son of a poor, day-dreaming shoemaker, he lived in a romantic world of his own imaginings. His childhood was a struggle against poverty, misunderstanding and humiliation; his weapons a strong belief in God and in his own abilities, an intense determination to become famous and a powerful, overflowing imagination.

Eventually he reached his goal. His tales were recognized as valuable works of literature not only in his own little country but all over the world. His travels took him far and wide, but the material for his

stories was gathered right in his own back yard. He formed them of the dust of the earth—a daisy, an old street lamp, a darning needle—all brought to life through his wonderful imagination. The life-giving breath he infused into his tales was unique; it was an alchemy of wisdom, poetry, humor and innocence.

These ingredients are important in the spoken as well as in the written word. They make the difference between mere words in a logical sequence and the dynamic and personalized expression of your belief. They help bring your point across in a speech; they build an invisible bridge of sympathy and understanding between you and your audience.

You and I might describe an incident somewhat like this:

“The children got in the coach and drove off.”

Not Andersen! Here is his description of the same incident:

“Up they got on the coach. Goodbye mum. Goodbye dad. Crack! went the whip. Whick, Whack, and away they dashed.”

You see the difference? We were merely passive spectators watching the coach leave. Andersen takes us for a ride on the coach, makes us

feel the excitement of leaving, hear the sound of the whip, feel the gathering speed of the wheels.

Andersen brought life to commonplace objects of daily existence, made them express the follies and foibles of society. Ordinary kitchen matches became personalities in “The Tinder Box”:

“Once upon a time there was a bundle of matches. They were tremendously proud of their high birth. Their family tree—that’s to say, the tall fir tree each little match stick came from—had been a huge old tree in the wood, and now the matches lay on the shelf between a tinder box and an old iron cook pot, and they told the other two about the time when they were young.

“‘Ah, yes,’ they said, ‘in those days, with the velvet moss at our feet, we really were on velvet. Every morning and evening we had diamond tea; that was the dew. And all day we had sunshine—but then the wood-cutters arrived; that was the great upheaval, and our family was all split up. Our founder and head of the family was given a place as mainmast on board a splendid ship that would sail all around the world if she liked; and the other branches went to other places, and for us, we have the task of lighting up for the common herd; that is how we gentlemen came to be in the kitchen.’”

You will find philosophy and satire in these tales, skillfully blended with imagination, poetry and humor. Sham, pretense and weakness are exposed with delicate irony. In “The Swineherd,” the princess is willing to kiss the lowly

herd boy in return for a magic cook pot which played charming melodies while boiling; in “The Emperor’s New Clothes,” people dared not admit that their royal leader had no clothes at all, and a pea hidden under twenty mattresses caused the delicate princess to toss in sleepless discomfort an entire night.

A few of Andersen’s tales have been brought to the attention of today’s busy world. “The Red Shoes” has been made into an excellent moving picture, and “The Little Match Seller” is told each Christmas season. “The Ugly Duckling” is a perennial favorite. But these are only a few of the inspired and unmatched tales which may be enjoyed all year round by young and old.

Reading these tales, especially reading them aloud to your family, will open the door to a magnificent world of words and word pictures. And as you receive practice in reading a speech, you will be bringing the old-fashioned and sadly neglected art of story-telling back to life.

Let us show the world that a Toastmaster is not only the best public speaker, but also the best story teller.

Most of all, let these simple fairy tales with their wealth of imagination, poetry, wit and wisdom, remind us that life itself is the most wonderful tale of all. ❖

Arvid Berg, an industrial engineer with the Chrysler Corp., Dearborn, Michigan, is a member of the Ambassador Toastmasters 936 of Windsor, Ontario.



... DENVER

Toastmaster Town of the Month

They call it the little capital of the United States because, next to Washington, D. C., it has more federal offices than any other city. They call it the city of homes because more than 54 per cent of the residents own their own homes. They call it the market and distribution center of the Rocky Mountain West because it's the largest city between the Missouri River and the Pacific Coast. They speak of it in many superlatives, but most of all they call it "Denver, the Mile High City."

Denver is the highest large city in the United States. It is the farthest removed from other major urban centers. Denver is the youngest of great American cities, founded just a century ago. From a tiny settlement which sprang into being as a supply point during the Pikes Peak gold rush of 1858, Denver has become a thriving city with a population of 509,500. It boasts more than 200 government bureaus, commissions and military installations.

Education and culture are important to the people of Denver. Within the city are Denver University, the Extension and Medical Schools of Colorado University, Colorado Women's College, Regis College, Iloff School of Theology, Loretto Heights College and Westminster Law School. Culturally, the city maintains museums and art centers as well as its famous symphony orchestra.

Toastmasters came to Denver March 5, 1948, when a charter was granted to Denver Toastmasters Club 254. Since that time, 21 additional clubs have been organized. In 1953, Denver was the site of the International Convention.

Denver Toastmasters are out in front this year in Colorado's Centennial celebration. As members of the Denver Centennial Commission's "Rush to the Rockies" Celebration Speakers Bureau, they are being booked for talks at breakfast, luncheon, afternoon, dinner and evening meetings. Originally, the Bureau was under the chairmanship of District 26 Governor Oliver E. Deckert. He organized it so well that he was subsequently asked by the Governor of Colorado to serve as chairman of the Speakers Bureau for the State Centennial Commission.

In Denver, Area Governors have obtained a list of volunteer speakers from various Toastmasters clubs. The Denver Speakers Bureau makes assignments from this list. Outside Denver, Lieutenant and Area Governors are enlisting speakers for the State Centennial Speakers Bureau.

For the services they are contributing to their community, Toastmasters are fast becoming men of distinction in "The Mile High City of Denver."



An optimist is a man who sees a light that is not there, and a pessimist is the fool who tries to blow it out.

◆◆◆
"Miss Glammer," said the employer regretfully, "your work has been very perfunctory."

◆◆◆
"Thank you, sir," replied the delighted typist. "That's the first word of praise I've had for some time."

◆◆◆
Keeping up with the Joneses is toughest for the man married to Mrs. Jones.

◆◆◆
"If you had your life to live over," the prominent octogenarian was asked by reporters, "do you think you'd make the same mistakes again?"

◆◆◆
"Certainly," said the old man, smiling reminiscently, "but I'd start sooner."

◆◆◆
The new dictionary was completed and published, and the lexicographer was being complimented by a group of students. He was becomingly modest about his work.

◆◆◆
"I don't know how you can stick at a job like that," said one young man. "It must have been hard, monotonous work."

◆◆◆
The great man shrugged. "Nothing to it," he said. "It was just like having a row with my wife—one word led to another."

◆◆◆
The trouble with some self-made men is that they insist on giving everybody their recipe.

◆◆◆
To err is human—but generally a much better excuse is demanded.

A person who buries his head in the sand offers an engaging target.

◆◆◆
The reason ideas perish quickly in some heads is because they can't stand solitary confinement.

◆◆◆
The new medical officer, young and very green, was doing his best to ignore the baby-blue eyes of his patient, the prettiest civil service employee in headquarters. With great dignity, he prepared to give her a routine check-up and in the process dropped his stethoscope.

◆◆◆
"Is anything the matter, sir?" she asked sweetly, enjoying his discomfort.

◆◆◆
"Of course not," he replied collecting himself and his equipment. "Now then," he ordered in his most professional tone, "deep breathely."

◆◆◆
The best way to win an argument with a woman is to be on her side.

◆◆◆
It's possible that the man who doesn't know his own mind hasn't missed a thing.

◆◆◆
Those old-time discussions around the cracker barrel could really settle things. But there's a lot to be said for the check-out line in a supermarket, too.

◆◆◆
By the time you can write your own ticket, you're too old to go.

◆◆◆
And there's the case of a pert and perceptive young lady of our acquaintance. Her boy friend is currently prospecting for oil in the southwest. So she sent him a "Get Well" card.

Letters to the Editor

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

The March issue of *The Toastmaster* arrived this morning and I was pleasantly surprised to find that you published my report of "Operation Patrick Henry." Thanks very much.

Your rewrite man did an excellent job. However, may I call your attention to an editorial error in the first paragraph—"District 36 (Washington, D. C. and Virginia)." I presume he meant to write "Maryland, D. C. and Virginia." The members of the 23 TM Clubs in the Free State of Maryland may not be flattered by being left out, since some of the 15 Toastmasters who participated in "Operation Patrick Henry" reside in and are members of Clubs in Maryland. May I suggest that you insert a correction in the next issue of *The Toastmaster*?

May I take this opportunity to congratulate you on the splendid job you are doing with TM Topics. It is informative and timely.

William E. Spicer
Lieutenant Governor
District 36

(Our apologies to the fine Toastmasters of District 36 who live in the Free State of Maryland.—ED.)

Any organization as large as TI with its roster of close to 80,000 members, must consider it quite normal to lose a member or two through resignations and deaths. And the routine method of handling such matters would be the simple procedure of striking the name from the membership list, accounts receivable and the mailing list.

In reporting the passing of James Maxim, our first president, who brought TM to the Atlantic City area, I cannot, in good conscience, permit his card to be terminated by the simple expediency of the stroke of a pencil.

Jim was so much more than just another name in the files at Santa Ana. In his tenets and in his deeds, he was Christ-like. He believed that every man harbored so much good within himself that nothing but greater good could come of his development of his ability to communicate with his neighbor. Jim was articulate . . . not with the mere mechanics of the voice structure of his throat and lips. His heart was articulate. Everyone in his presence felt his inherent ingenuousness. He loved everybody and neither race, religion nor the color of a man's skin would ever conceal his attributes from the discerning eyes of Jim Maxim. He was unprejudiced, free from the shackles of inhibitions that have been inculcated into the minds of so many of the rest of us. He vigilantly pursued all avenues towards the ultimate brotherhood of all men. . . .

Even after his death, one who had been sightless has had the glorious world of color, form and motion restored to him because of Jim's priceless legacy. He had made provisions for the donation of his cornea to the Eye Bank.

Jim had often said "I want to go to Heaven when I die." No mere mortals such as we could ever question his right to the reward he had so justly earned.

H. R. Novros
Club 1033
Atlantic City, N. J.

Dear Mr. Forley:

Thank you for your letter of January 26th, concerning Colonel Engle's appointment as your Consultant for Military Club Activities.

All of us in the Air Force, and in the Military Air Transport Service, take a keen interest in the activities of your organization and in the many Toastmasters Clubs throughout the Armed Forces. In these times of heightened international tensions, ours is an increasing obligation, both legal and moral, to keep the American public informed as to the status of its various defense agencies. Certainly one of the most effective means of communicating is by direct personal address to all segments of the population.

Since the art of effective public speaking is acquired rather than inborn, the value of Toastmasters Clubs to our information program cannot be overstated. The spirit of friendly cooperation and honest constructive criticism for which Toastmasters is known provides a favorable medium for the learning and improving of communicatory skills.

Thus, I thoroughly agree with you that Colonel Engle's appointment should be of great assistance to military personnel and the various branches of the service. Knowing the Colonel and his record, I can foresee that his appointment will, as you say, be of benefit to all of the Armed Forces. All of us here thank you for the honor to MATS which is implicit in your choice.

William H. Turner
Lieutenant General, USAF
Commander
Headquarters
Military Air Transport Service
Scott Air Force Base, Illinois

For several years, we have had an arrangement with your organization whereby you have assisted us in providing judges for a public speaking contest we hold each year through the several western states in which Richfield operates.

The contest will take place during May and the early part of June. We would like to be able to secure judges in the following cities: Seattle, Washington; Boise, Idaho; Portland and Eugene, Oregon; San Francisco, Stockton, Sacramento, Los Angeles, Ojai, Anaheim, Fresno, Bakersfield and Long Beach in California and Phoenix, Arizona.

The Toastmasters who have served us in the past have expressed interest in the work we are doing. We have never missed an opportunity in our contest to talk about the fine work that is being accomplished through Toastmasters International. We shall look forward to hearing from you.

Lawrence A. Dysart
Director of the
Speakers' Bureau
Richfield Oil Corporation
Los Angeles, Calif.

Just a little thank you for what Toastmasters has done for me. Two years ago you couldn't have roped and tied me and got me up in front of an audience to speak. The first of Nov., 1958, I quit my cattle-feeding job and took the job of public relations officer for a cloud-seeding organization. Most of my work consists of speaking to cattlemen's and farmers' organizations. Last week I met with the L. A. County Board of Supervisors. I was nervous and sweaty but not tongue-tied and speechless.

Bob Fenton
Club 270
Bakersfield, Calif.

New Clubs

(As of March 15, 1959)

- 350 KAMIAH, Idaho, (D-9), *Valley*, Thurs., 6 a.m., Denhams Cedar Inn.
- 484 FAIRFIELD, Washington, (D-9), *Town and Country*, Tues., except 3rd, 8 p.m., Fairfield School.
- 803 HARTFORD, Connecticut, (D-53), *Connecticut General*, 1st & 3rd Mon., 4:30 p.m., Connecticut General Life Insurance Company.
- 857 WINDSOR, Ontario, Canada, (D-28), *Purchasing Agents*, Wed., 6 p.m., Maris's Restaurant, Tecumseh & Quellte.
- 875 AMES, Iowa, (D-19), *Town and College*, Sat., 7:30 a.m., Memorial Union, Iowa State College.
- 1107 TOMS RIVER, New Jersey, (D-38), *Toms River*, 2nd & 4th Thurs., 7 p.m., Citta's Ole Time Tavern.
- 1399 MANDAN, North Dakota, (D-20), *Mandan*, Tues., 6:30 p.m., Lewis & Clark Hotel.
- 1412 DES MOINES, Iowa (D-19), *Iowa Capital Stock Insurers*, alt. Mon., 7:30 a.m., Bishop's Cafeteria.
- 1652 MIAMI, Florida, (D-47), *Pan Am Management*, 2nd & 4th Thurs., 4 p.m., Sales Training Room No. 2, Component Overhaul Base.
- 1706 ELDORADO, Saskatchewan, Canada, (D-42), *Beaverlodge*, Tues., 7 p.m., Eldorado Staff House Lounge.
- 1724 NEW RIVER, Jacksonville, North Carolina, (D-37), *Staff Noncommissioned Officers*, Wed., 7:30 p.m., Marine Corps Air Facility.
- 1747 BUFFALO, New York, (D-34) *E.S.B.*, Wed., 7:30 p.m., 291 Delaware Avenue.
- 1818 RED DEER, Alberta, Canada, (D-42), *Parkland*, Wed., 6:30 p.m., The Buffalo Hotel.
- 2198 COCOA BEACH, Florida, (D-47), *Cocoa Beach*, Thurs., 7 p.m., Pedro's Restaurant.
- 2439 SPANGDAHLEM AB, Germany, (D-U), *Spangdahlem*, 1st & 3rd Tues., 11:45 a.m., The Spangdahlem Officers' Club.
- 2883 CONCORD, California, (D-57), *NADCON*, Tues., 11 a.m., U.S. Naval Ammunition Depot.
- 2889 VASHON, Washington, (D-2), *Island Soundoffs*, Mon., 6:30 p.m., Alibi Cafe.
- 2894 OGDENSBURG, New York, (D-34), *Ogdensburg*, Tues., 6:30 p.m., Crescent Hotel.
- 2899 DALLAS, Texas, (D-25), *Daybreakers*, Mon., 7 a.m., White Plaza Hotel.
- 2902 WASHINGTON, D. C., (D-36), *Communicators*, 1st & 3rd Tues., 11:45 a.m., Room 724, VA Central Office, Vermont & H Sts.
- 2906 SYRACUSE, New York, (D-34), *Onondagan*, Thurs., 6 p.m., Branca's Restaurant, 125 East Water Street.
- 2912 LAKEVIEW, Oregon, (D-7), *Lakeview*, Mon., 7 p.m., Van's Cafe.
- 2914 DALLAS, Texas, (D-25), *Temco*, alt. Thurs., 6:30 p.m., Rudy's Restaurant, N.W. 14th at Jefferson.
- 2919 ORLANDO, McCoy AFB, Florida, (D-47), *Falcon*, 2nd Tues. & 4th Thurs., 11:30 a.m., & 6:30 p.m., Officers' Club.
- 2920 WASHINGTON, D. C., (D-36), *VA Gaveliers*, 2nd & 4th Tues., 11:45 a.m., Room 724, Veterans Administration Central Office.
- 2927 WALNUT, Mississippi, (D-43), *Tip-pah*, Fri., 7:30 p.m., Community Hall.
- 2928 NEWELL, North Carolina, (D-37), *Newell*, Mon., 7 a.m., Laura's Steak Shanty.
- 2930 POINT MUGU NAS, California, (D-12), *Pacific Missile*, Tues., 1200, The Beach Club, Naval Missile Center.
- 2933 MT. HOLLY, New Jersey, (D-38), *Ranccocas Valley*, 4th Mon., 6:30 p.m., Fireside Dining Room, Route 38.
- 2934 NORTH WILKESBORO, North Carolina, (D-37), *Wilkes*, 2nd & 4th Tues., 7:30 a.m., Sturdivant Life Insurance Company Offices.
- 2936 AURORA, Nebraska, (D-24), *Aurora*, Mon., 6:15 p.m., Inez Restaurant.
- 2937 WASHINGTON, D. C., (D-36), *Justice*, Thurs., 12 noon, Department of Justice Building, 9th and Constitution.
- 2939 CAMP KUBASAKI, Okinawa, Ryukus Islands, (D-U), *Kubasaki*, Fri., 6 p.m., Kubasaki Officers' Mess.
- 2940 GREENSBORO, North Carolina, (D-37), *Gate City*, Mon., 6:30 p.m., Young Women's Christian Assn.
- 2941 HIGH WYCOMBE, England, (D-U), *High Wycombe AFS, Officers*, Wed., 11:45 a.m., The High Wycombe Officers' Club.
- 2943 SUNNYVALE, California, (D-4), *Orbiters*, alt. Thurs., 7 p.m., Carini's Restaurant.
- 2945 MILWAUKEE, Wisconsin, (D-35), *Transportation*, 2nd & 4th Tues., 6 p.m., Westward Ho.
- 2946 WINSTON-SALEM, North Carolina, (D-37), *Northwestern*, alt. Fri., 6:25 p.m., Y.W.C.A., Glade Street.
- 2947 DUNSMUIR, California, (D-39), *Dunsmuir*, Tues., 7:15 p.m., Travelers Hotel.
- 2948 BAGUIO CITY, Philippines, (D-U), *Baguio*, 2nd & 4th Fri., 8 p.m., Baden Hall, Gov. Pack Road.

DISTRICT GOVERNORS

1958-1959

- Founder's Dist.—John Zimmerman 14018 Clarkdale, Norwalk, California
2. W. N. Grabill 8024 Fairway Drive, Seattle 15, Washington
3. Dr. Roy C. Rice 1433 Mill Avenue, Tempe, Arizona
4. John Mackesy 1535 Columbus Avenue, Burlingame, California
5. Grant Christensen 6352 Avenida Cresta, La Jolla, California
6. Alton C. Clark 4553 E. Lake Harriet Blvd., Minneapolis, Minnesota
7. Charles Ross 3230 Garfield St., Corvallis, Oregon
8. George H. Brown 5105 Exeter Ave., St. Louis 19, Missouri
9. James E. Melville P. O. Box 1478, Moses Lake, Washington
10. John Puddington 4731 Fleetwood Drive, Canton, Ohio
11. Leslie Tompsett 209 Sherland Bldg., South Bend, Indiana
12. Elmer Brandt 41505 47th Street W., Quartz Hill, California
13. H. Leonard Harper 590 Crystal Drive, Pittsburgh, Pennsylvania
14. Jim Craig 643 Norfleet Road, N. W., Atlanta, Georgia
15. W. W. Lord 1995 South Blvd., Idaho Falls, Idaho
16. Dr. R. M. Craton 520 S. W. 29th Street, Oklahoma City, Oklahoma
17. John Connors 3651 9th Avenue, S., Great Falls, Montana
18. Tom O'Beirne 55 Buchanan Drive, Burnside, Rutherglen, Scotland
19. John B. Miller Box 205, Nevada, Iowa
20. James H. Marsden 2218 7th Street N., Fargo, North Dakota
21. C. J. McNeely, Jr. 425 Howe Street, Vancouver 1, B. C., Canada
22. John Doak P. O. Box 104, Springfield, Missouri
23. Robert C. Hoover 414 Wellesley Place N. E., Albuquerque, New Mexico
24. Wayne W. Falk 4826 Spaulding, Omaha, Nebraska
25. J. Richard Jones 307 N. McKown Street, Sherman, Texas
26. Oliver E. Deckert 2956 Ivanhoe Street, Denver, Colorado
27. Edward B. Hirsch P. O. Box 176, Madera, California
28. Charles C. Mohr 5856 Flanders Road, Sylvania, Ohio
29. Lionel J. Addamus 1216 Marengo Street, New Orleans, Louisiana
30. William B. Gobel 58 Bonnie Lane, Clarendon Hills, Illinois
31. Kenneth Archibald 91 Forrest Street, No. Dighton, Massachusetts
32. Wilfred J. Morrish Rt. 3, Box 135, Port Angeles, Washington
33. George Flynn 913 Rose Place, Yakima, Washington
34. Maynard G. Cossart 600 Providence Street, Albany, New York
35. John Turck 1436 S. 63rd Street, West Allis, Wisconsin
36. Donald L. Krout 1019 8th Street, Alexandria, Virginia
37. Marvin R. Jones Box 943, Kinston, North Carolina
38. Dr. Armand G. Sprecher 141 N. Highland Ave., Bala-Cynwyd, Pennsylvania
39. William F. Orrick 5005 Argo Way, Sacramento 20, California
40. Paul Ehrle 320 Glendale Avenue, Springfield, Ohio
41. George Kunkle Box 216, Yankton, South Dakota
42. E. Panchuk 177 Woodlawn Avenue, S., St. Vital, Manitoba, Canada
43. Leslie L. Flint 1705 Forrest St., Tupelo, Mississippi
44. Kenneth R. Durham 1510 East Century, Odessa, Texas
45. Thomas Milligan Rochester Road, Sanford, Maine
46. Thomas R. McDonald 330 Bellevue Avenue, Yonkers, New York
47. Norman S. Pallot 520 Ingraham Bldg., Miami, Florida
48. Jack Marsh 5733 8th Avenue, S., Birmingham, Alabama
49. Dr. Rex J. Parker 619 Kapahulu Avenue, Honolulu, Hawaii
50. Dwight Johnson 200 Beaumont Street, Playa del Rey, California
51. Fred H. Moore 3502 Charlemagne Ave., Long Beach, California
52. Walter T. Scott 1809 N. Marengo Ave., Pasadena 3, California
53. John R. Rowland RFD No. 1, Stone St., Waterford, Connecticut
54. Paul Dauten 1616 Nonrandy Dr., Champaign, Illinois
55. Robert E. Reynolds 656 South Park Street, Casper, Wyoming
56. Maxwell M. Herbert 719 W. French Place, San Antonio, Texas
57. Conrad T. Wingefeld 1165 Ygnacio Valley Rd., Walnut Creek, California
58. L. A. Taliaferro 19 E. Recess Rd., No. Charleston, South Carolina
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- 60P J. Grant Hart 3 Webber St., Apt. 7, Hamilton, Ontario, Canada
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