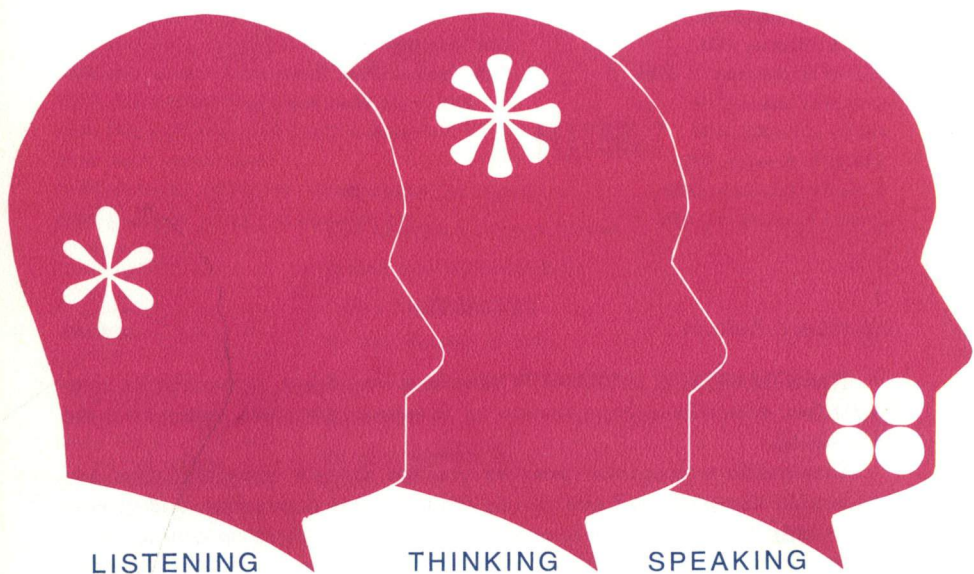


The Toastmaster

OCTOBER 1972

48th ANNIVERSARY



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DR. RALPH C. SMEDLEY 1878-1965

TOASTMASTERS INTERNATIONAL is a non-profit, non-partisan, non-sectarian, educational organization of Toastmasters clubs throughout the free world.

Toastmasters programs prepare you for today's communication and leadership demands and put you up front in your occupation and in your community. You participate in programs designed to develop your ability to communicate effectively and improve your leadership capabilities through participation and fellowship of a Toastmasters club.

Each club is a member of Toastmasters International. The club and its members receive services, supplies, and continuing guidance from the World Headquarters, Santa Ana, California, U.S.A. 92711.

THE Toastmaster

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BETTER LISTENING, THINKING, SPEAKING FOR THE ACTION PEOPLE

Featured in This Issue

IN CHICAGO — A report about the business and many educational sessions at the 41st International convention in Chicago, Ill. See page 4.

REVISED RULES — In capsule summary is a list of the 1972 revised Speech Contest Rules. See page 9.

A TOASTMASTER SPEAKS OUT — Toastmaster Ron Long takes a look at the Toastmasters method of conducting a meeting. See page 13.

THE NEW WAY TO TALK — Ta. Ever heard of it? It is the new way to talk. Management consultant David L. Schmidt discusses this new method known as Transactional Analysis. Interesting and informative. See page 16.

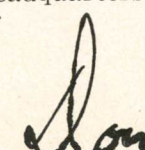
SPEAK EASY — Toastmaster Quentin J. Porter presents guidelines for improving fluency in public speaking. See page 31.

MEMBERS IN ACTION

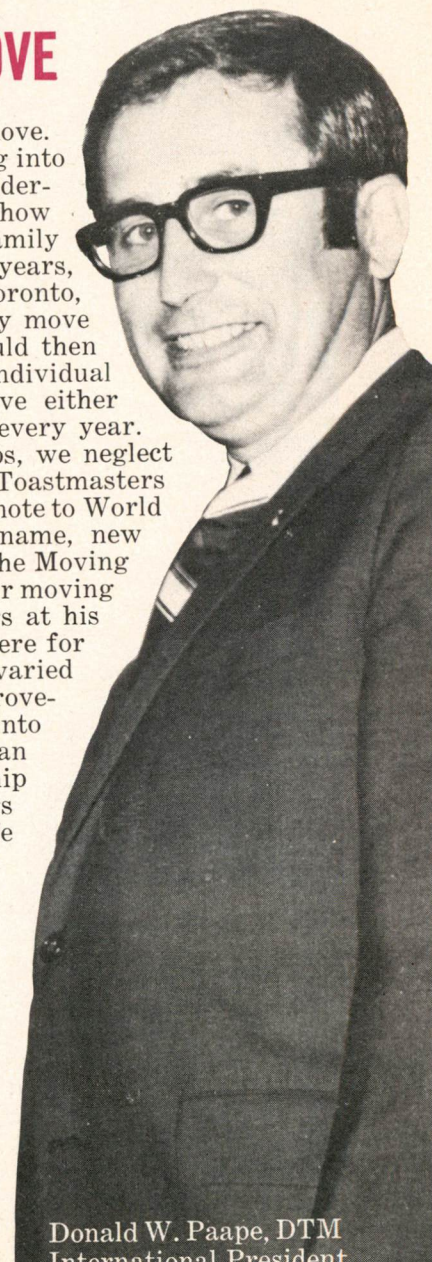
MEMBERS ON THE MOVE

Toastmasters are men on the move. Moving into community affairs, moving into new jobs, moving into new areas of leadership and communication. Statistics show that in North America, the average family moves or relocates once every seven years, and in the major metropolises like Toronto, New York City and Los Angeles, they move about once every four years. We should then expect that 15 to 20 percent of our individual club membership will leave and move either across town or across the Continent every year. So often, when fellows leave our clubs, we neglect to encourage them to continue their Toastmasters training at their new location. A short note to World Headquarters giving the member's name, new address (home or business) or using The Moving Toastmaster (945), will often help your moving member be welcomed by Toastmasters at his new home. And what better way is there for new arrivals in a community to meet a varied group of men interested in self improvement. As a member who has moved into three new cities since joining TI, I can vouch for the warm feeling of friendship and mutual interest that Toastmasters can provide for the member and his wife when they arrive in a new community.

As Alan Toffler points out in his book, *Future Shock*, our rapidly developing super industrial society will become even more transient and mobile, meaning even a larger percentage of us will be moving during the coming years. Be a *Member in ActIon* when Toastmasters move from your club, notify Headquarters so they can continue their Toastmasters training.



Donald W. Paape, DTM
International President



1972

CONVENTION HIGHLIGHTS

The convention's world-wide attendance began building early. By the time of Tuesday evening's Proxy Prowl, the Sheraton-Chicago Hotel was buzzing with Toastmasters and talk about business, election, educational sessions, idea exchanges, TI Members in AcTION, and many other Toastmasters topics.

Wednesday morning's warm and rousing convention opening ceremonies saw Toastmasters and their ladies rise several times in honor of the dignitaries who came to welcome the Toastmasters 41st International convention.

Among the dignitaries present at the opening ceremonies was The Honorable Austin Montgomery, director of the department of financial institutions for the State of Illinois, representing Illinois Governor Richard B. Ogilvie. Also participating in the ceremonies was The Honorable Kenneth Sain, administrative officer to the mayor's office, representing Chicago Mayor Richard J. Daley. TI District 30 Governor Kenneth Bjorkquist also bestowed a welcome from the host district Toastmasters.

GOLDEN GAVEL PRESENTATION

Following Wednesday morning's festivities was the traditional District Governors' Luncheon, featuring presentation of the 13th Toastmasters International Golden Gavel Award to Cavett Robert, internationally known lecturer and author. The luncheon festivities also included recognition of the 1972-73 district governors and honoring the six President's Distinguished District Governors of 1971-72.



OPENING CEREMONIES — President Herron makes his grand march at the opening ceremonies of the 41st International convention.

INTERNATIONAL RESPONSIBILITY — Russell G. Herron, Ph.D., right, presents newly elected International President Donald W. Paape, DTM, the symbol of his office and responsibility for the 1972-73 Toastmasters year.





GOLDEN GAVEL — Cavett Robert, with Mrs. Robert (right), accepts TI's 13th Golden Gavel award from President Herron as Mrs. Herron looks on. The golden gavel was presented following Mr. Robert's talk at Wednesday's District Governor's luncheon.

Afterwards, Mr. Robert addressed the Toastmasters and ladies about the importance of becoming involved.

Delegates from as far away as South Africa and Germany reflected the popularity of the 41st Toastmasters International convention in Chicago, August 2-5.

The three-and-a-half day compact session of education, recognition, and organizational business was a worthwhile gathering for all who attended. Carrying the 1972-73 Toastmasters theme, *Success Is . . . Members in AcTion*, the convention's activities were aimed at producing greater communication and leadership opportunities for each Toastmaster in his club.

Donald W. Paape, DTM, was elected TI President by unanimous ballot Thursday morning, August 3. Mr. Paape is a member of Bow Valley Club 1494-42 and Chinook Club 1448-42 in Calgary, Alta.

Other Toastmasters elected to International office for the coming year are: David A. Corey, DTM, of Gosport Club 2896-66 in Portsmouth, Va., senior-vice-president; John F. Diaz, DTM, of Harbor City Club 3042-47 in Melbourne, Fla., second vice-president; and George C. Scott, DTM, of S.M. Chanticleers Club 622-7 in Portland Oregon, third vice-president.

Eight Toastmasters were elected to two-year terms on the TI Board of Directors. They are: Jack Hartman, DTM, of Talk-A-Long Club 1481-39 in Fair Oaks, Calif.; Roger A. Cuarda, ATM, of FMC Club 2873-4 in San Jose, Calif.; Richard E. Schneider, DTM, of Ponca City Club 1846-16 and Conoco Noon'ers Club 806-16 in Ponca City, Okla.; Robert G. Glenn, DTM, of Town and College Club 875-19 in Ames, Iowa; Donald J. Costello, ATM, of Sprechers Club 3281-35 in Milwaukee, Wisc.; Patrick Panfile, ATM, of Postpradial Club 3259-65 in Rochester, N.Y.; Grafton H. Dickson, DTM, of Wekearny Club 1898-46 in Kearny, N.J., and Clifton Club 2664-46 in Clifton, N.J.; and Thomas M. Marchant III, DTM, of Palmetto Club 2070-58 in Greenville, S.C.

Activities resumed Wednesday afternoon with the annual Toastmasters Forum — a panel discussion with International officers and directors followed with a question and answer period with the audience. Presiding was International President Russell G. Herron.

Participating on the panel were Senior Vice-President Donald W. Paape, DTM; Second Vice-President Cmdr. David A. Corey, DTM; Third Vice-President John F. Diaz, DTM, chairman of the organization, planning and administrative committee; Past International President Arthur M. Diamond; Director Arthur T. Ottman, chairman of the district, club, and member operations committee; C. Chris Petersen, chairman of the community relations committee; Clifford L. Thompson, ATM, chairman of conferences, conventions, and meetings; and Executive Director Robert T. Buck Engle.

Past International Presidents were honored at a breakfast Thursday morning. The annual business meeting began promptly at 8:30 a.m. with President Herron presiding. The election of officers was held during this meeting.

The Idea Fair Thursday afternoon was the kick-off event for a series of new and exciting educational programs for clubs and members.

First of the moving programs was entitled "More Members in AcTion" and was presented by Dr. Morris Aderman, noted psychologist. Dr. Aderman presented some interesting ideas on the motivation of members and the means used to put more members in action.

The Thursday night New Year's Eve Party was a gala event and was attended by more than 700 Toastmasters, their wives and guests. Presented by Host District 30, the party was given to

costume ball flavor, with many attending in bright and festive costumes complete with mask. The party goers were treated to an elaborate buffet and were entertained with music and dancing.

BUZZING WITH IDEAS

Educational sessions resumed Friday morning with International Director Cmdr. David A. Corey, DTM, discussing "Solving Your Club's #1 Problem." Participating in this program were International Directors Adam F. Bock, Francis J. Butler, ATM; Win Chesley, DTM; Durwood E. English, DTM; Salvatore A. Fauci, ATM; J. Robert Gaul, ATM; George S. Moses, DTM; Conrad R. Peterson, ATM; Eldon H. Phillips, Watt Pye, Gene D. Smythe, ATM; William W. Steele, DTM; and Clifford L. Thompson, ATM.

Following was a high-impact presentation by David L. Schmidt entitled "Success Is New Effective Communication." It was an attention-drawing program devoted to a new way to communicate. Mr. Schmidt is president of his own management consulting firm in Overland Park, Kansas.

The general educational sessions continued in the afternoon with discussions on Project Fun by Third Vice-President John F. Diaz, DTM, serving as activator. "New Club Happening" was discussed by Executive Director Robert T. Buck Engle with Albert C. Burlingame, ATM, serving as activator.

"Hellzapoppin," a fast moving, colorful presentation on the Distinguished Club Plan and other club and member programs was presented with Arthur Ottoman as activator and members of Host District 30 participating.

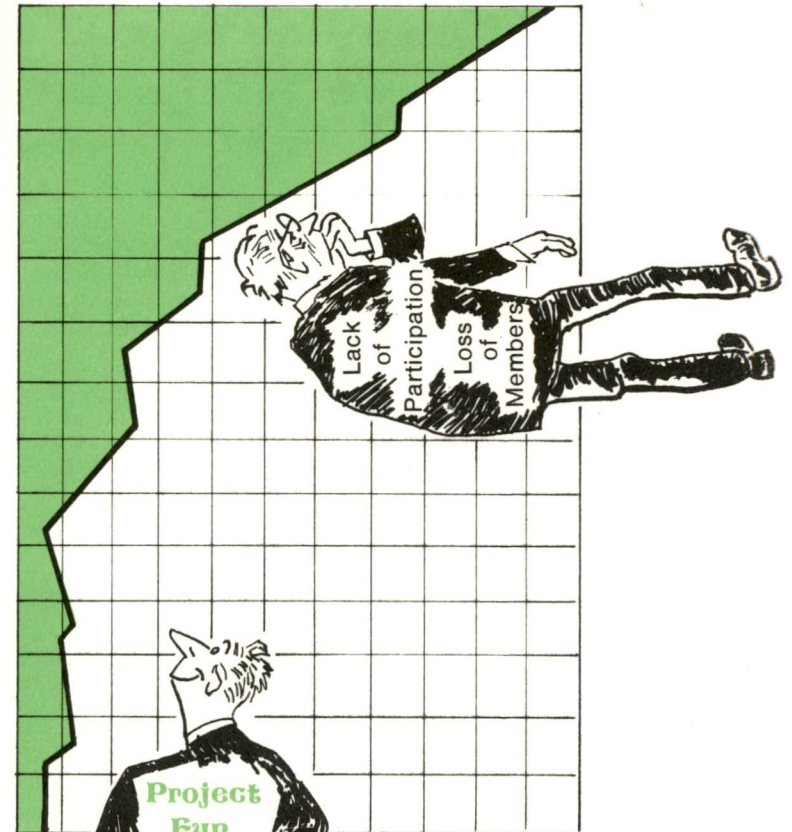
After the all-day compact schedule of Friday's educational sessions, everyone relaxed for a short time before the BIG event of the convention. The traditional President's Dinner Dance Friday evening saw newly elected International President Donald W. Paape, DTM, accept the gavel of his office for the coming year.

HALL OF FAME BREAKFAST

Rounding-up the convention each year is the popular Hall of Fame Breakfast. Highlight of the event is the International Speech Contest featuring eight speakers — representing each of the eight Toastmasters regions in North America — competing to be named the best speaker of the year. Rudy Valle, Region II, won first place with a speech entitled "The Candidate, The Actress, and The War."

PROJECT FUN

DEPENDS ON WHERE YOU'RE STANDING!



WHERE ARE YOU
STANDING?



PROJECT FUN

Success is... Project Fun... and you and your club still have until December 31 to benefit.

PROJECT FUN IS FUN!

It's getting new members and...

- New members have new ideas
- More members generate more activity
- New member action creates excitement
- It's fun to meet your club's membership goal
- It's improved club programming which keeps and attracts members
- It's competition between club members for new members

World Headquarters has the sales aids... information and promotional material, the **Membership Sales** Program Manual (1159), and guest invitation cards (344)... and each club has the Toastmasters program... put them all in action in your club for greater membership and more fun.

TOASTMASTER SPONSOR AND TOASTMASTER KEY MAN

Do you have "Toastmaster Sponsors" or "Toastmaster Key Men" in your club? Be sure they get the recognition they have earned by reporting to World Headquarters with the special card on the other side of this insert. Sure... the main reason for getting a new member is to share your Toastmasters experience while strengthening your club, but the awards add a little more fun.

BEST CLUB

"Best Club" in each District gets a free Club Reference File (155) and a special ribbon for its club banner. Only 10 new or charter members in the 1972 calendar year are required to be in the competition (only clubs active before January 1, 1971 eligible). Winning this honor will stimulate your members and tell your Area Governor and District Governor that your club plans to win.

FOLLOW-UP

Be sure to follow up on those guests who visited your meetings during October Anniversary Month. Assign specific members to extend personal invitations to each guest to return. Get in on the action; participate in Project Fun... and win!

AND REMEMBER

Awards are based on new members reported during 1972 and charter members of clubs chartered in 1972. New members who pay new members service charge must be verified on Form 400, with the Sponsor name.



Second place winner was Jerome Patrick Starke, Region V, with his "I Salute You, John Michael." Third place winner was John Lewis Fullbright Jr., Region VII, with his speech, "Who Belongs?"

Winner of the International Taped Speech Contest was Michael F. Barry of Illawara Club 2822-70 in Hurstville, Australia, whose speech was entitled "The Jet Set Gourmand." Second place winner was William P. Carey of Cork Club 1868-U in County Cork, Ireland. His speech was entitled, "Whither How." Third place winner was Geoffrey Neilson Counsell Stephens of OTAGO Club 2139-U in Dunedin, New Zealand. His speech was entitled, "Let Us Now Praise a Famous Man."

The convention theme, "Success Is... Members in Action," will be carried as the President's banner throughout the 1972-73 Toastmasters year. It will stand as the symbol and inspiration for the International emphasis of helping every club to achieve the Toastmasters standard of excellence.

GALA AFFAIR — Toastmasters and their wives enjoying the buffet dinner during the New Year's Eve celebration.



1973 REVISED SPEECH

The Speech Contest has become a tradition in Toastmasters International and thousands of Toastmasters each year compete for the coveted championship which is decided at the International Convention in August. The competition begins with club contests with winners competing upward through the area, division, district, regions, and international levels.

This is the only speech contest that is uniformly conducted above the district level. Other kinds of contests are frequently sponsored by clubs, areas, divisions, and districts. In recent years, several have adopted a "Humorous Speech Contest." This terminology is discouraged because it implies that no humor is appropriate in the prepared talks given at the International Speech Contest. Contestants may indeed, and are in fact encouraged to use suitable humor in any or all speeches and in any or all contests.

Other types of contest such as a "Fun Program," rather than a "Humorous Speech Contest" that includes tall tales, skits, stand-up comedy, funny stories, could give Toastmasters additional opportunity to compete and gain experience in the communication contest setting.

Most chairmen when planning the speech contest tend to include too many activities in the program. This results in the meeting extending beyond a 2½ hour to 3 hours maximum time period. Experience indicates in every instance where the time period is exceeded the audience is displeased and the support for attendance drastically reduced. Some of the activities that help to extend the meeting time include: large numbers seated at head table, introduction of guests who have been introduced at a previous function the same day, added speakers before the start of the speech contest who together talk more than a total of 20 minutes, lengthy contestant interviews that continue after judges results are available, the person conducting the contest taking too much time to start the contest and then explaining in detail the rules for contestants and judges. Your planning should make sure that the entire program takes no more than three hours. This requires that each participant have complete knowledge of and strictly adheres to the time limitation for his part of the program. The program chairman does not provide "entertainment," the contestants do.

CONTEST RULES

Changes to the 1972 rules include the following:

III. APPLICABILITY OF RULES

These rules, unless specifically stated therein, are applicable to all Toastmasters speech contests: club, area, division (where divisions exist), district, regional and international. *These rules are not to be supplemented or modified except by the Board of Directors.*

IV. GENERAL REQUIREMENTS

D. Timing of the Prepared Speeches

5. Speakers will not start their speech until completion of introductory applause. Timing shall begin with the first word the contestant utters.

E. The Impromptu Speech

1. Contestants will be called upon again after all have finished their prepared speech to make an impromptu speech on a designated subject.
2. Contestants will be called upon in the same order in which they presented their prepared speeches.
3. All contestants shall be out of the room until they are called for their impromptu speech. They should be located in an area where they cannot hear the previous speakers during the impromptu speeches.
4. The General Chairman, assisted by his sub-chairmen, should select the topic for the impromptu talks. Subject for the impromptu speech will be handed to each contestant by the Official Chairman at the time the contestant arrives at the lectern. The contestant will read the card and then will be introduced by name, title, title and name. Impromptu topic must be of not more than two or three words and be general in nature so that all contestants will be comfortable speaking about the subject.
5. The same procedures for timing, including one minute between each impromptu speech, are to be followed that are used in the prepared speech portion of the contest.
6. The impromptu speech should be between 1½ and 2 minutes in length. The speaker will be disqualified if he is 30 seconds under 1½ minutes, or 30 seconds over 2 minutes.

Disq. under 1 min or over 2½ min

F. Counting

3. The tie-breaking judge will rank all contest speakers. (See IV.D.4.) If the tie-breaking ballot need be used the standing of the two participants on the tie-breaking judge's ballot will determine the standing of each of the tied participants, i.e., if two participants are tied for first place and one participant is ranked second by the tie-breaking judge, and the other ranked third, the participant ranked second is placed first and the other second in the contest.

V. DUTIES OF CONTEST OFFICIALS

E. Judges

2. The number of judges at club and area level contests shall be determined by club and area; at district and division level contests at least seven judges shall be named; at regional and international levels there shall be at least nine judges, in addition to five qualifying judges.
3. Each club is to appoint at least four of its best evaluators as contest judges and report their names and addresses to the area governor. Four contest judges are needed from each club because it may not be possible for one Toastmaster to attend all the speech contests, and it provides a resource of prepared judges. Those appointed are to become thoroughly familiar with all the information contained in this brochure prior to participating as a judge, or chief judge, in an area, division, or district speech contest. Following the area speech contest, the area governor will forward his list of judges' names and addresses to the division lt. governor (where applicable) when, in the same manner after division contest, will forward his list of panel judges to the educational lt. governor for the district speech contest. Before the list is sent to the next level, the names of those who participated (as judges) in the speech contest at that level should be noted accordingly. The Chief Judge will select his judges as required from the list of judges provided by the area governor, division lt. governor, or the educational lt. governor. Judges should be selected in time for the Chief Judge to hold a briefing session with them just prior to the beginning of the contest. When there are not enough of the judges from this list present, the remaining judges shall be selected from experienced Toastmasters present.

During my first speech in a Toastmasters club I briefly outlined what I wanted from Toastmasters training and told what I thought Toastmasters had to offer me. I haven't changed my mind nor have I been disappointed. However, I have been a member for a year and I feel that I now have license to comment on Toastmasters in general and perhaps criticize our way of conducting a meeting.

Last year 50-55 visitors who were potential members attended our meetings. Approximately 10% of them joined the organization. Last April we had a membership drive and an openhouse. Fourteen potential members attended — none joined!

Over the past week I have asked myself, "Why didn't more join? We certainly had a good turnout of visitors, but our success ratio should have been much higher. Why isn't there an interest in Toastmasters? Why isn't our club truly viable?"

I suggest to you that we are not as viable as we could be because we are not offering a program that is in concert with today's mode of living and thinking. We are so bound with established formality that we tend to drive potential members away.

I would like to quote part of a note given to me by a visitor at one of our club meetings. It

A TIME FOR CHANGE

By RON LANG



is somewhat abrasive. It is entitled:

“MY EVALUATION OF TOASTMASTERS AFTER THREE VISITS”

1st reaction: Bah Humbug

2nd reaction: What is this — a kind of you praise me — I praise you game? And for heavens' sake — the members are here to listen, and what is the sense in starting everytime for everyone with a dull, formal greeting?

There is more, but most of the remainder was related to speeches, and thus will not be mentioned here.

I asked myself how many more of our visitors have gone away with the same opinion? How many have we driven away with our dull formality and rigid format?

Are we projecting ourselves a group of younger Georgie Jessels preparing for presentations to the local women's club, or are we projecting ourselves as individuals concerned with the development of the tools of effective communication? Are we going to leave Toastmasters prepared to cope with communicative problems arising out of everyday interaction with our fellow workers, community organizations and social groups?

I suggest that we are not effectively preparing ourselves, that our changing life style demands that after nearly fifty years Toastmasters is ready for change. The rigidity and formality so deeply entrenched in our programming philosophy has got to go, and a more natural format should be adopted — a format that will foster congeniality with a free and uninhibited exchange of ideas and suggestions.

MORE MEMBER CONTROL

In my opinion, meetings should be opened to the more active control of members. The almost dictatorial authority of the executive committee, and in particular the Educational Vice-President to decide program format and assign speakers should be altered, if not eliminated altogether. The Toastmaster of the Day should be given the opportunity to let his personality shine through by setting his own program in the style most comfortable and natural to him. He should have the freedom and, in fact, should be encouraged to supplement and/or eliminate portions of the program as we know it today.

PROGRESS AT OWN RATE

Speakers should be allowed to volunteer for speech assign-

ments. They should be allowed to progress at a rate most suitable to them. If they feel their learning process can be best accommodated through listening during the early months of his membership, don't force participation on them. On the other hand a more experienced member may wish to progress through the manual assignments at a rapid pace. Give him the option to perform.

These two approaches (Toastmaster control and voluntary speaking) may be implemented in one way as follows:

1. Two or four times a year the Educational Vice-President will ask for volunteer Toastmasters to fill meeting days.
2. Well in advance of their meeting the Toastmaster of the Day will publish the theme of his program and request speakers who are willing to address themselves to the meeting theme.
3. Where open days appear in

the voluntary schedule, the Educational Vice-President may exercise his authority by making assignments as he does now.

EVALUATION SHIFT

A shift in the emphasis of our evaluation methods may well be in order. On many occasions we seem to dwell more on the physical aspects of speech delivery than on the actual content of the speech. Is it really important that a speaker keep his hands out of his pockets or that he refrain from grasping the edges of the lectern? Isn't it more important his speech be analyzed and that he be made aware of his failures to construct adequately his speech so that his goal is achieved? And perhaps even more important, he should be made aware of his failures to deliver the speech as planned.

Changes in our way of conducting a Toastmasters meeting can be made, and now is the time to make them.

ABOUT THE AUTHOR

Ron Lang is a member of Baxter's Club 2447-30 in Morton Grove, Ill. He is manager of government contracts with Baxter Laboratories, Inc.

TA*

Transactional Analysis

THE NEW WAY TO TALK

By DAVID L. SCHMIDT

“Hey, it’s me! I’m alive; I care, I feel! What are you gonna do about it?” People seem to have a recurring problem; they want to be reacted to as well as to be overwhelmed by you. That’s right — “I want you to want to hear what I feel — somewhere among your own thoughts.” That’s the common cry and the need for communication today.

The thirties, forties and fifties taught those of us who ripened during those years that to get ahead you had to talk better. Toastmasters was built to help us do a better job of communicating through our own mouths and souls. But that’s not enough by itself, not Today! We’ve got to feel and then let ourselves share another person’s FEELINGS or we have not truly communicated. We have only passed each other on life’s highway with our bright lights on.

WORDS + FEELINGS = COMMUNICATION

Carl Rogers, eminent psychologist, says that “to be deeply understanding and to be deeply understood” is the ultimate in communication. Empathy, rapport, sympathy and ecstasy are pieces in the feeling puzzle. But the biggest part of the puzzle is the character trying to communicate without really risking feeling anything about the other person. COMMUNICATION IS NOT MERELY EXCHANGING WORDS AND THOUGHTS, IT COMES WHEN WE FORGET THE RISK AND ALLOW OURSELVES TO ACCEPT ANOTHER PERSON.

How does an old pro who has finally learned to speak without his foot in his mouth do something about this feeling thing? Even if you realize the truth of this “new” communication how do you keep yourself from saying, “Oh, yeh you’re right, Dave, so what else is new?”

You learn to use T-A (Transactional Analysis) that’s how! No matter how horrible those words — transactional analysis — sound, you can learn how to change the tape recorders in your head to communicate feelings as well as words.

Drs. Thomas Harris and Eric Berne are recognized as the foremost authorities on T-A and their respective books, *I’m OK, You’re OK*, and *The Games People Play*, provide the references you can use to learn more about how T-A works.

THE THREE TAPE RECORDERS IN YOUR HEAD

Your brain has three basic recorders of information that are played by you as you determine what you are going to say to



another person. The tapes are called Parent, Child, and Adult. Please don't confuse these terms with what they normally mean — they are terms used to describe *Psychological positions*, not real people.

For the first five years of your life you hear things like, "Don't touch the stove," "Get out of the cookies," "You mustn't wet your pants," "Your father knows best." and "Don't sleep in your underwear." You are programmed externally by the parent figures in your life. Thus, good and bad, your PARENT tape recorder is forever implanted in your feelings.

THE PARENT ACTS AS YOUR "CONTROL" TAPE

Meanwhile, inside, you are reacting to the many parent-messages that you hear. "Go ahead, eat the cake," "But it feels good to wet my pants," "I enjoy eating cookies," "It's fun to do what I feel like doing," and "I feel safer wearing underpants to bed" are typical of the messages recorded on your CHILD tape. *This is the part of you that lets you feel, love, hurt, and enjoy.*

So you spend roughly your first five years learning to answer the question, "To do, or not to do," as you listen carefully to both your PARENT and your CHILD. About the eleventh month your ADULT begins to function.

The ADULT tape is your rational decision-making tape. The Child says, "I'd like to hit you in the mouth," your Parent says, "You mustn't hit other people," and your Adult listens to both tapes asking "Why? What will result? Will it really help?" and if it is in control, the ADULT will make a decision based on answers to questions. Your ADULT tape is the one you need to play more often. *The Adult is the tape that really communicates.*

Let's look at a typical transaction and analyze the possibilities for improving communications:

A TYPICAL TRANSACTION

Other person says to you: "You just can't trust people" —

If you then respond as:	Then, they may respond:
ADULT — "Why do you say that?"	"Because my woman bookkeeper stole from me."

or CHILD — "Let's play cards"	"You idiot, this is no time to talk about playing cards."
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or PARENT — "Boy that's for sure"	"You bet; and they steal too!"
-----------------------------------	--------------------------------

When the other person makes a prejudiced PARENT remark, then you can decide which tape to answer from. If you answer as another PARENT, you further a negative conversation and perpetuate prejudice. If you answer as an Adult, it may well take several more transactions to bring the other person to the Adult level. If you answer as a Child, he will probably think you are crazy or at least not OK.

Talking with a person with a prejudiced Parent is very difficult. How do you get them to talk from their Adult? Some people have such a "strong" Parent tape that no manner of Adult can get them to move to the Adult position. I know a woman who went to a football game and thought they were talking about her in the huddle. A Parent can corrupt or contaminate an Adult, as well as guide and direct a person's behavior.

But don't we have a better chance of talking as Adults (accepting, questioning, etc.) if we play our own ADULT tape instead of answering as another PARENT?

GAMES PEOPLE PLAY

Emotional situations often cause us to play a kind of game with the other person. The Adult recognizes when he's playing a game, tunes out his Child or Parent tape, and tunes in the Adult tape. This allows the individual to stop the game and move to real levels of understanding with the other person.

Some popular games are:

1. Let's you and him fight.
2. Now I've got you, you S.O.B.
3. See what you made me do.
4. If it weren't for you.
5. Yes, but it won't work.
6. I'm only thinking of you, dear.
7. Ain't it awful.
8. You're absolutely right, sweetheart (in public)

Each of these games requires a tremendous amount of playing ability by the individual which probably comes naturally. All are forms of manipulation and are used by individuals who listen very attentively to either their Parent or Child tapes.

Eric Berne, in the last book he wrote before his untimely death, *What Do You Say After You Say Hello?* explains in detail

how some of these games are played. The effective communicator identifies the games and develops a sense of understanding and humor regarding them. But that doesn't mean that the games are humorous. It merely means that the ability to be able to laugh at yourself, to recognize when you're not really being honest, and then to do something about it, is an ability that the Adult develops. One day, this writer shut his thumb in a car door that had been left open by his wife. "Sweetheart, see what you made me do!" came out of my mouth before I realized what I was saying. That was certainly the Child talking. We can learn to handle our transactions with other people both by recognizing how childish or prejudiced some of our remarks are.

After returning home from a party in the past, my wife would often ask me what a good looking girl was wearing, and I used to tell her in some detail. Now if she asks me I make a remark like, "Who's Betty?" While this may yet be a new game, it certainly produces more satisfactory results.

WHAT IS YOUR T-A QUOTIENT?*

One way to improve your ability to communicate is to know something about your methods and ability to react to other people's feelings. Circle the best answer to the following questions before you look at the explanation of what they mean.

- | | | |
|---|-----|----|
| 1. Do you have more than your share of colds? | YES | NO |
| 2. Do you believe that emotions have very little to do with physical ills? | YES | NO |
| 3. Do you often have indigestion? | YES | NO |
| 4. Do you frequently worry about your health? | YES | NO |
| 5. Would a nutritionist be appalled by your diet? | YES | NO |
| 6. Do you usually watch sports rather than participate in them? | YES | NO |
| 7. Do you often feel depressed or in a bad mood? | YES | NO |
| 8. Are you irritable when things go wrong? | YES | NO |
| 9. Were you happier in the past than you are right now? | YES | NO |
| 10. Do you believe it possible that a person's character can be read or his future foretold by means of astrology, <i>I Ching</i> , or tarot cards or some other means? | YES | NO |
| 11. Do you worry about the future? | YES | NO |
| 12. Do you try to hold in your anger as long as possible and then sometimes explode in a rage? | YES | NO |

- | | | |
|---|-----|----|
| 13. Do people you care about often make you feel jealous? | YES | NO |
| 14. If your intimate partner were unfaithful one time, would you be unable to forgive and forget? | YES | NO |
| 15. Do you have difficulty making important decisions? | YES | NO |
| 16. Would you abandon a goal rather than take risks to reach it? | YES | NO |
| 17. When you go on a vacation, do you take some work along? | YES | NO |
| 18. Do you usually wear clothes that are dark or neutral in color? | YES | NO |
| 19. Do you usually do what you feel like doing, regardless of social pressures or criticisms? | YES | NO |
| 20. Does a beautiful speaking voice turn you on? | YES | NO |
| 21. Do you always take an interest in where you are and what's happening around you? | YES | NO |
| 22. Do find most odors interesting rather than offensive? | YES | NO |
| 23. Do you enjoy trying new and different foods? | YES | NO |
| 24. Do you like to touch and be touched? | YES | NO |
| 25. Are you easily amused? | YES | NO |
| 26. Do you often do things spontaneously or impulsively? | YES | NO |
| 27. Can you sit still through a long committee meeting or lecture without twiddling your thumbs or wriggling in your chair? | YES | NO |
| 28. Can you usually fall asleep and stay asleep without the use of pills or tranquilizers? | YES | NO |
| 29. Are you a moderate drinker rather than either a heavy drinker or a teetotaler? | YES | NO |
| 30. Do you smoke not at all or very little? | YES | NO |
| 31. Can you put yourself in another person's place and experience his emotions? | YES | NO |
| 32. Are you seriously concerned about social problems even when they don't affect you personally? | YES | NO |
| 33. Do you think most people can be trusted? | YES | NO |
| 34. Can you talk to a celebrity or a stranger as easily as you can talk to your neighbor? | YES | NO |
| 35. Do you get along well with sales clerks, waiters, service-station attendants and cabdrivers? | YES | NO |
| 36. Can you easily discuss sex in mixed company without feeling uneasy? | YES | NO |

- | | | |
|---|-----|----|
| 37. When you feel affection for someone, can you express it physically as well as verbally? | YES | NO |
| 39. Do you sometimes feel that you have extrasensory perception? | YES | NO |
| 40. Do you like yourself? | YES | NO |
| 41. Do you like others of your own sex? | YES | NO |
| 42. Do you enjoy an evening alone? | YES | NO |
| 43. Do you vary your schedule to avoid doing the same things each day? | YES | NO |
| 44. Is love more important to you than money or status? | YES | NO |
| 45. Do you place a higher premium on kindness than on truthfulness? | YES | NO |
| 46. Do you think it is possible to be too rational? | YES | NO |
| 47. Do you discourage friends from dropping in unannounced? | YES | NO |
| 48. Do you have difficulty communicating with someone of the opposite sex? | YES | NO |
| 49. Do you believe that men who write poetry are less masculine than men who drive trucks? | YES | NO |
| 50. Do most women prefer men with well-developed muscles to men with well-developed emotions? | YES | NO |

Score your answers, give yourself two (2) points for each of the following answers:

Questions 1 thru 18 — 2 points for each NO response.

Questions 19 thru 46 — 2 points for each YES response.

Questions 47 thru 50 — 2 points for each NO response.

If you scored less than 30 points, you are what we call a "turtle." You have a tendency to draw your head in at the first sign of psychological danger. Probably life has dealt you some tough blows and you are not anxious to risk understanding other people's feelings.

If your score is between 30 and 60, you have a potential for real understanding of other people's feelings. You have put up some protective fences, but you have matured enough to grow with T-A. If you're between 70 and 90, indications are that you are continually growing and will gain much from this article. If your score is approaching 100, you are considered an emotional superman.

* Taken from "What's Your Intimacy Quotient" by Gina Allen and Clement Martin, M.D., *Playboy*, January 1972.

NINE WAYS TO IMPROVE WITH T-A

There are nine suggestions you might make at home, written for the husband who wants to improve communication with his wife.

1. Turn off the television set, and then talk with each other.
2. If she's a morning grouch, avoid being overly cheerful.
3. Kiss the cook before you lift the lid.
4. Women sometimes chatter, sometimes long for real conversation — learn to tell the difference.
5. Smile and nod in agreement when she is complimented.
6. When you catch her eye across a crowded room, wink.
7. Call her a pet name in public; but save a special name for private.
8. When you meet an old girlfriend who shows her age, be sure to bring it up later.
9. When you meet an old girl friend who looks younger than your wife thinks she should, don't agree too readily to the truth.

T-A is a way to understand how what we say affects others. By looking at yourself honestly and by being able to take the risk of understanding other people, you can become a more communicative person. Today's world requires a knowledge and an acceptance of feelings as well as words in order to achieve the ultimate of human understanding — real communication.

ABOUT THE AUTHOR

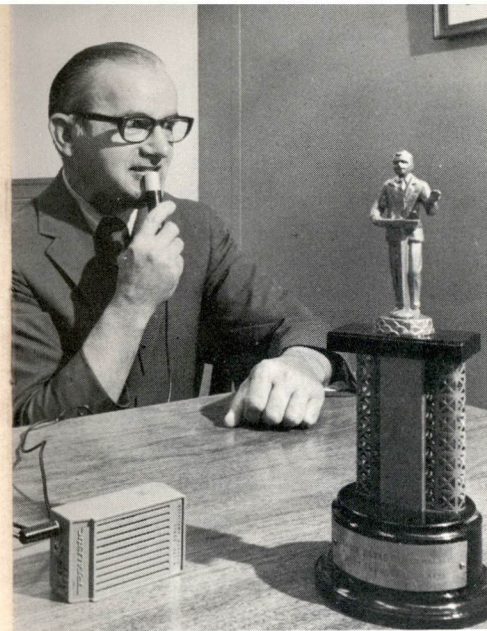
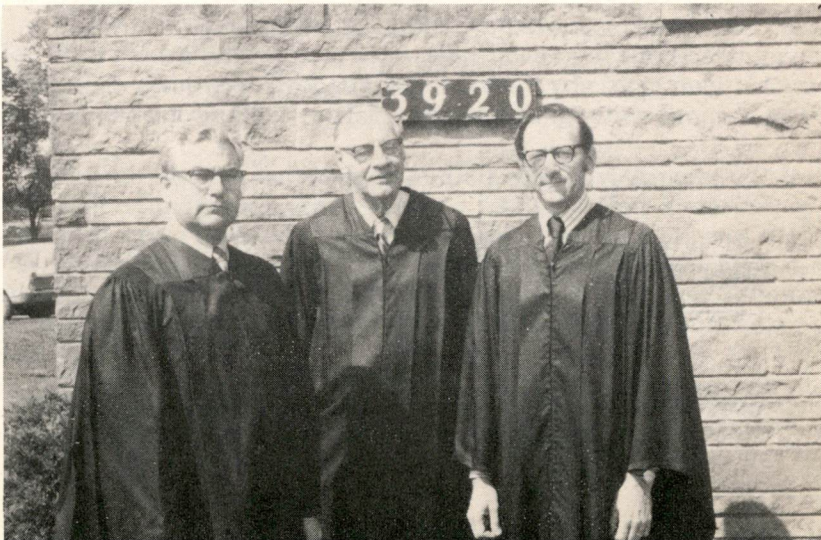
Davil L. Schmidt is president of Schmidt, Pryor and Blair, Management Consultants in Overland, Kans. He was a featured speaker at the 41st International convention in Chicago, Ill.

On the Move — TOASTMASTERS

RECEIVES PROMOTION — **Bryon Hips** of Dogwood Club 1901-14 in Atlanta, Ga., was recently promoted from Clinical Research Coordinator for the Southwest to National Manager, Product Coordinators by the **Eli Lilly Company, Inc.**



PARTICIPATES IN GRADUATION PROGRAM — **Joseph Calhoun**, on the left, of the Louisville Cardinal Club 3604-11, **George Stephens**, center, and **Oliver Hammer** both of the New Albany Club 410-11 are shown participating in the graduation ceremony at the **United Electronics Institute** in Louisville, Ky.



MOST IMPROVED AWARD — The Royal Toastmaster Club 1639-16 in Kansas City, Mo., recently awarded **Milton Booth** a trophy as the group's most improved speaker. The words "most improved" have special meaning to Booth who had his voice box removed after it was found to be cancerous.



CONFERS WITH U.S. SECRETARY OF DEFENSE — **Roger Langley** of Gold Coast Club 2727-47 in West Palm Beach, Fla., met with **Melvin R. Laird**, U.S. Secretary of Defense during his visit in Florida.

MAN OF THE YEAR — Toastmaster **August G. Kaufuss** of Knights of Speech Club 3196-38 in Upper Darby, Pa., left, was named man of the year by the **Drug Salesmen's Association of Pennsylvania** for his contribution to the drug industry and to society. **Morton Buty**, recording secretary of the Association presents the award.



THIS IS THE STANDARD OF EXCELLENCE



In response to many club officers' requests that Toastmasters International provide a *standard of excellence* for club meeting programs, a Toastmasters Club Meeting of Tomorrow has been devised.

The club meeting of tomorrow combines many new ideas with ideas already being used with success in meeting the needs of members throughout Toastmasters International. The following ideas present an opportunity for your club members to exercise their own initiative in encouraging variety and flexibility in club programming. It should be noted that following the exact procedure in club meetings would not serve the intended purpose of this plan.

Achieving the *standards of excellence* for each segment of the meeting: pre-program preparations, the opening and business session, Table Topics, prepared speeches, evaluation, awards ceremony, closing, and post-meeting activities, will result in attaining a *standard of excellence* for the entire program.

One format for a club meeting of tomorrow will follow this pattern:

PRE-PROGRAM PREPARATION

Three sergeant at arms arrive

at the meeting place early and arrange the room.

This involves placing the charter, the club banner, and when appropriate the national flag, setting up the timing device, arranging member badges, guest book, magazines and promotional material, placing ballots and bulletin or program at each table setting, setting the head table in order, arranging the club bulletin board, and displaying the club library and trophies.

As members begin arriving, one of the sergeants at arms stops arranging the room and begins greeting members and guests. The others join him after completing the meeting arrangements. They greet each guest and make a special effort to introduce him to other members, provide him with a guest's badge, explain in general what Toastmasters club meetings are like, and discuss the Toastmasters educational and leadership programs.

OPENING THE MEETING

When the meeting is about to start, a sergeant at arms asks members and guests to move into the meeting room and take their places.

When everyone is in his place the educational vice-president

announces any program changes before the meeting is opened by the president. No further announcements or comments about program changes are made.

The sergeant at arms now asks everyone to stand while he introduces the club president, who moves to the lectern and calls the meeting to order.

The opening ceremony often begins with an invocation and when appropriate the pledge to the flag. After all are seated, the president introduces the guests, or calls on each host to introduce his guest, and then the meal is served.

THE BUSINESS MEETING

The business session involves good parliamentary procedure.

It features the committee reports, and probably a motion on an item of business, discussion, and a vote. Maximum efficiency and a minimum amount of time are necessary during the business meeting. Proper parliamentary procedure is adhered to and committees have resolved minor issues ahead of time.

Another segment of the business meeting is the administrative vice-president's new member applicant report that one of the guests wishes to become a member of the club.

With the third reading of his application and inquiries regarding his background, the prospective member and other

guests are escorted from the room by the sergeant at arms.

Upon a favorable vote on the membership application, the sergeant at arms escorts the new member into the room and to the president as all members give the new Toastmaster a standing ovation.

During the induction ceremony, the president, educational vice-president, and administrative vice-president charge the new member with the responsibilities of membership.

The president presents the new Toastmaster a membership pin and informs him of his responsibility to attend meetings regularly, to participate in the Toastmasters programs, and to share his ideas and efforts with the club.

The educational vice-president informs the new Toastmaster that the educational vice-president is responsible for helping meet the educational desires of the new member. He presents him a *Communication and Leadership* manual and introduces him to an experienced club member who will serve as the new Toastmaster's adviser. The adviser will offer guidance in the new member's efforts to achieve his goals in Toastmasters.

The administrative vice-president advises the new member of his responsibility to support the Toastmasters programs,

participate on club committees, and be active in the club's membership building program. He encourages the new member to develop his communication and leadership abilities so he can participate in the club's Youth Leadership Program, Speechcraft course, speakers bureau, or flying squad.

TABLE TOPICS

The educational portion of the meeting begins with Table Topics. The president explains why a Toastmaster of the meeting is selected and introduces him.

The Toastmaster of the meeting explains the duties of the timer, grammarian, Table Topicmaster, and general evaluator and introduces them as he makes his remarks.

The Topicmaster is introduced by the Toastmaster of the meeting and provides topics that encourage deep feeling and response. When the Table Topics session is completed, control of the meeting is returned to the Toastmaster of the meeting.

A break is called before the start of the prepared speech portion of the program. During the break the officers move away from the head table and the scheduled speakers move to the front of the room.

PREPARED SPEECHES

The Toastmaster of the meeting introduces the speakers with

penetrating, well-thought-out introductions, and ties each speaker's background and knowledge of the subject to the topic on which he is speaking.

The Toastmaster of the meeting provides an imaginative transition between each speaker and each speech subject.

After all prepared speeches are completed, the Toastmaster of the meeting calls on the speakers' evaluators.

The evaluator discusses in depth one or two areas of potential improvement and demonstrates how each can be accomplished. He does not enumerate and comment on each of the points in the evaluation guide in the speaker's manual, but selects one or two which will be of greatest benefit to the speaker.

PROGRAM EVALUATION

The Toastmaster of the meeting introduces the general evaluator, who calls for the timer, the "ah" counter, and the grammarian for their evaluations. While these reports are being given, voting for the Table Topics winner, the best speaker, and the best evaluator takes place.

The ballots are collected by the sergeant at arms and tabulated immediately.

The general evaluator provides the evaluation of the meeting. He summarizes the topics and speech content of the Table Topics session and evaluates the

efficiency and procedure of the business meeting, the quality of the prepared speeches and evaluations, and the conduct of the meeting in general. He concludes his remarks by introducing the Toastmaster of the meeting, who presides at the award program.

RECOGNITION AND CLOSING

The awards are presented by the previous meeting's winners. The Toastmaster of the meeting makes the presentation in the absence of the previous winner.

The Toastmaster of the meeting then recalls the president to direct the closing ceremony.

The president again recognizes the guests and invites their comments on the meeting. He extends a personal invitation to each guest to attend the next meeting, giving time, date, and place. The president also introduces visiting area or district officials and invites them to comment on the meeting and on current area or district activities. No further business pending, the president closes the meeting.

POST-MEETING ACTIVITIES

The educational vice-president and the administrative

vice-president meet with the guests and their hosts.

They review the member program content (*Communication and Leadership*, and *Advanced Communication and Leadership* manuals) and the responsibilities and cost of membership.

The president writes a letter inviting the guest to the next meeting and includes a copy of the club bulletin which mentions the guest's name and his host's name.

* * *

The *standard of excellence* set for the Toastmasters club meeting of tomorrow stresses efficiency, creative programming, and educational accomplishments. Less tangible but equally as important are fellowship, satisfying each member's reason for joining, and increased member participation. Club officers will strengthen their leadership abilities by motivating members to attend regularly and by giving them the opportunity to serve and grow by advancing through the Toastmasters programs.

The Toastmasters Club Meeting of Tomorrow is for the man on the move.

SPEAK EASY

By QUENTIN J. PORTER, ATM



A saying which made the rounds a few years ago went something like this "when you are up to your neck in crocodiles it is difficult to remember your objective was to drain the swamp." In public speaking we are faced with our share of crocodiles in the form of pronunciation, enunciation, grammar, eye contact, vocal variety, gestures, attention getting openings, logical organization and conclusions. In face of all these "crocodiles" it is easy to forget that our objective is to communicate.

It matters little how well we know our subject, how well we have done our research or how well we have organized our thoughts, for if our listeners do not get our message we have not reached our objective.

The effective speaker conveys his information to the listener and stirs the listener to action. In order to be effective the speaker should be fluent, his words should flow smoothly. The speaker who slowly gropes for words soon loses his audience.

PROGRAM TO IMPROVE FLUENCY

Some speakers appear to just naturally be fluent but some of us must work to acquire fluent speech. Fortunately there is a simply program we can follow which will greatly improve our fluency.

1. First of all we must train ourselves to use the first word which comes to mind. We must train ourselves not to grope for what might have been a better word. Seldom is this second word an improvement over the first but frequently in groping for a different word the hesitancy calls audience attention to the word itself rather than to the thought. But worst of all groping for a word causes a disruption in the speakers train of thought which can be disastrous when addressing an audience. To be assured that the first word choice expresses our thoughts correctly and inoffensively takes practice and requires a good speaking vocabulary. Avoid unfamiliar phrases and words whose meaning and pronunciation are not well known. This doesn't mean reverting to monosyllable words, it means we must continuously work on our vocabulary. We must bring the words we wish to use into our speaking vocabulary through frequent use. If words such as elasticity, unanimity and anonymity give us trouble we don't have to avoid them. Instead we should practice using them in our conversation until they become old friends, only then can we use them comfortably in front of an audience.

TOASTMASTER KEY MAN

- B31 ROGET'S THESAURUS
- B46 THE SPEAKER'S HANDBOOK OF HUMOR
- B60 HANDBOOK OF PARLIAMENTARY PROCEDURE
- B30 ROBERT'S RULES OF ORDER
- 5761 Cigarette Lighter
- B52 Clever Introductions for Chairmen
- 5758 Member Cuff Links (Rhodium)
- 5759 Member Cuff Links (Yellow gold electro plate)
- 275 Twin Desk Pen Set

SPK Special Packet:

(Includes the following items)

- 230 Zipper Brief Case
- 1300 Loose Leaf Binder
- 391 Membership Plaque

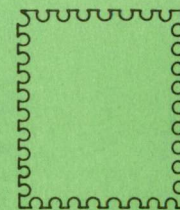
EPK Educational Packet:

(Includes the following items)

- 171 Parliamentary Slide Rule
- 1322 TRAINING THE TRAINER TO TRAIN
- 111 INTRODUCING THE SPEAKER
- 104 DEBATE HANDBOOK
- 220 MEMBERS, MEETINGS & MEALS
- 212 CONFERENCE LEADER'S GUIDE
- 1200 LISTENING TO LEARN



If TM accepts prize for three new members, he must start over for this award.



TOASTMASTERS INTERNATIONAL
2200 N. GRAND AVE.
SANTA ANA, CA. 92711

TOASTMASTER SPONSOR

- B14 PARLIAMENTARY PRACTICE
- 375 Gavel
- B57 THE GREAT PEACEMAKER
- 1300 Loose Leaf Binder
- B25 PARLIAMENTARY PROCEDURE AT A GLANCE
- 384 Club Meeting Plaque
- 391 Membership Plaque
- 5756 Member Tie Bar (Gold electro plate)
- 5757 Member Tie Bar (Rhodium)
- B63 PERSONALLY SPEAKING
- 5760 Key Clasp
- 5762 Knife Money Clip
- 230 Zipper Brief Case
- 353 Playing Cards

EPS Educational Packet:

(Includes the following items)

- 1192 HUMOR HANDBOOK
- 1193 AUDIOVISUAL HANDBOOK
- 220 MEMBERS, MEETINGS & MEALS



ADMINISTRATIVE VP MUST
COMPLETE & MAIL REPLY CARD
TO WHQ

TOASTMASTER IS ELIGIBLE FOR AWARDS INDICATED: (PLEASE PRINT)

TOASTMASTER	NAME: _____	AWARD CODE NO.
	ADDRESS: _____	
	ZIP: _____	
CLUB: _____ DISTRICT: _____		
NEW MEMBERS		CLUB NO.

DATE _____

SIGNATURE: ADMIN VP _____

“Prefer the familiar words to the far fetched.

Prefer the concrete word to the abstract.

Prefer the single word to the circumlocation.

Prefer the short word to the long.”

H. W. Fowler, from the *Kings English*.

SECOND STEP

Another step toward improving fluency is to avoid long complex sentences. We may feel our speech does not flow smoothly when short sentences are used, but quite to the contrary our speech flows much more smoothly when uncluttered by phrases and clauses which frequently serve only to obscure the main point. Even a serious or profound subject can be made lively and listenable if the main thoughts come through clearly and are unobscured by qualifications and conditions in the form of phrases and clauses. Use transition words such as now, however, finally, next or last rather than using transition phrases and clauses. This requires extra effort but adds a great deal toward both fluency and audience response.

THIRD STEP

The most dramatic improvement in fluency can be made by the simple technique of reading a sentence and then without looking at the sentence stating the thought out loud in our own words. Start with comparatively easy material such as articles in newspapers and news magazines. Gradually progress to more difficult text such as “the Intellectual Digest,” trade magazines and professional journals. As further progress is made increase the difficulty by reading entire paragraphs and without reference to the original material, stating out loud the thoughts of the entire paragraph, again in your own words. Take care not to memorize any of the material but merely restate the thoughts in your own words. Set aside a fifteen minute period each day for three weeks for this simple exercise. If conscientiously followed the results of this three week exercise will be spectacular.

If you follow this simple three step plan your crocodiles will disappear and your objective, namely communication will be reached.

ABOUT THE AUTHOR

Quentin J. Porter, ATM, is a member of Rome Club 1271-34 in Rome, N.Y. He is a past area governor and past district club achievement officer.

CLUBS AROUND THE WORLD



PRESENTS TROPHY—Past District 69 Gov. Russ Walkington, on the right, presents a trophy to District 69's speech winner, **Rod Gilbert** of Advance Club 3050-69 in Brisbane, Australia.



EVALUATION AID—Toastmaster **Dennis O. Belletto** of Carmichael Club 2213-39 in Sacramento, Calif., demonstrates the use of a video-tape recorder as an aid in personal evaluation.



PRESENTS CHARTER—District 42 Area Gov. Don Robson presents **Doyle Mullaney**, on the right, with a charter for the newly formed **Tyrannosaurus rex Club 1035-42** in Saskatchewan. Membership in the club is composed of undergraduates in the college of veterinary science at the University of Saskatchewan.

CLUB CHAMPIONSHIP AWARD—Parramatta Club President **Gary Wilson**, on the right, receives an award for the "Champion Club" in the newly formed District 70. Distinguished Club Plan chairman, **David Murfett** presents the honor.



SIGNS PROCLAMATION—Brockville, Ont., **Mayor John Broome**, center, signs proclamation designating Toastmasters week in Brockville. Toastmasters from Thousand Islands Club 2374-61 look on.



TOASTMASTERS DAY IN BATTLE CREEK—Battle Creek, Mich., **Mayor Fred Brydges**, presents Arthur Schulenburg, ATM, a proclamation designating April 22 as Toastmasters Day in Battle Creek.



CLUB ANNIVERSARIES — SEPTEMBER 1972

25 YEARS

Anthony Wayne Club 521-11
Fort Wayne, Indiana
Lancaster Club 526-40
Lancaster, Ohio

20 YEARS

Barstow Club 1180-F
Barstow, California
Newberg Club 588-7
Newberg, Oregon
Lake Oswego Club 605-7
Oswego, Oregon
Albany Club 1072-34
Albany, New York
Trenton Club 1100-38
Trenton, New Jersey

15 YEARS

Buena Park Club 641-F
Buena Park, California

Beverly Hills Club 2576-1
Beverly Hills, California
Scottish Rite Club 2289-11
Indianapolis, Indiana
Goshen Club 2549-11
Goshen, Indiana
Union Camp Club 2587-14
Savannah, Georgia
Manhattan Club 2570-22
Manhattan, Kansas
Kearney Club 1799-24
Kearney, Nebraska
Milwaukee-Traffic Club 2492-35
Milwaukee, Wisconsin
Nor 'easters Club 2494-38
Philadelphia, Pennsylvania
TMC of Essex County 2567-46
Montclair, New Jersey
Blackhawk Club 2525-54
Rockford, Illinois
Mare Island Club 2522-57
Vallejo, California

Ralph C. Smedley Memorial Fund
Toastmasters International
Santa Ana, Calif. 92711

It is my pleasure to contribute _____ (indicate amount) to the Ralph C. Smedley Memorial Fund for use in educational research.

NAME _____

ADDRESS _____

CITY _____ STATE _____

CLUB NR. _____

Check enclosed

NEW CLUBS

Chartered during July, 1972

DISTRICT 9

NOONERS Club 2859-9. Meets Mon., 12:10 p.m., U.S. Court House, Rm. 485, SPOKANE, Wash. Contact: 456-2570. **Sponsored by EVERGREEN CLUB 486-9.**

DISTRICT 10

LORAIN Club 953-10. Meets Wed., noon, Perkins Pancake House, Rt. 254 & 57, LORAIN, Ohio. Contact: 244-3042.

PARMA Club 1759-10. Meets 1st & 3rd Mon., 6:30 p.m., Mark II Rest., 5608 Pearl Rd., PARMA, Ohio. Contact: 241-2560, Ext. 277.

DISTRICT 11

CANTERBURY GREEN Club 857-11. Meets Mon., 7:00 p.m., Canterbury Green Club House, 2727 Canterbury Blvd., FORT WAYNE, Ind. **Sponsored by the officers and members of Areas 1 & 17.**

DISTRICT 25

NOONERS Club 3852-25. Meets Thurs., 11:45 a.m., Bonanza Sirloin Pit, 820 S. Central Expressway, RICHARDSON, Texas. Contact: 744-4411. **Sponsored by GOLDEN SUN CLUB 3605-25.**

DISTRICT 27

COALINGA Club 970-27. Meets Wed., 6:30 a.m., Lacey's Cafe, 197 N. Fifth St., COALINGA, Calif. Contact: 935-1406. **Sponsored by HANFORD CLUB 2490-27.**

DISTRICT 36

CSC Club 2561-36. Meets 2nd & 4th Tues., noon, Computer Sciences Corp., 6565 Arlington Blvd., FALLS CHURCH, Va. Contact: 533-8877. **Sponsored by ANNANDALE CLUB 3122-36.**

DISTRICT 46

STATE FARM Club 287-46. Meets 2nd & 4th Wed., 5:30 p.m., Neil's Rest., RIVERDALE, N.J. Contact: 694-8500. **Sponsored by KEARFOTT CLUB 3156-46.**

STATEN ISLAND Club 2536-46. Meets 1st & 3rd Mon., 7:30 p.m., NCO Club, Ft. Wadsworth Army Post, STATEN ISLAND, N.Y. Contact: 698-2898. Area: Fifteen: **Sponsored by WALL STREET CLUB 3029-46.**

DISTRICT 48

CULLMAN Club 1574-48. Meets Wed., 5:15 p.m., Cullman Savings & Loan Bldg., 316 2nd Ave. S.E., CULLMAN, Ala. Contact: 734-2173 or 739-1228. **Sponsored by REDSTONE CLUB 1932-48, MASON-DIXON CLUB 2186-48, and TOP FORTY CLUB 3821-48.**

RALPH C. SMEDLEY MEMORIAL FUND



There is a great need to improve our communication evaluation program and member evaluation program. In order to do this we need the assistance of those who are professionals in the speech communication field. We need to have them research, list, and summarize that which has been written about evaluation. Then it will be necessary to determine what material is applicable to Toastmasters evaluation.

After gathering and sorting of this material, Toastmasters International will prepare a simple, easy to use member manual on "how to provide effective evaluation."

To undertake this evaluation research, Toastmasters International plans to use the monies of the *Ralph C. Smedley Memorial Fund*. The evaluation research program will require \$4,000.00. This Fund was established to meet educational requirements and to provide community recognition opportunities. The *Ralph C. Smedley Fund* provides an opportunity for each member, club, and district to make a contribution and say thanks in memory of our founder, Ralph C. Smedley. These donations are tax deductible under the United States Federal Tax Laws.

We ask each member, club, and district to make a "thank you" contribution that will be used in setting up the evaluation research. None of the contributions will be used in our overall operating funds.

Please send your contribution — large or small — to: The Ralph C. Smedley Memorial Fund; Toastmasters International; 2200 North Grand; Santa Ana, California 92711. You may use the contribution form on page 36. You will receive recognition from TI for your contribution, and your effort will benefit you and all Toastmasters.

TOASTMASTERS HALL of FAME

Congratulations to the following Toastmasters
who received their Able Toastmaster
certificates in August

ABLE TOASTMASTER (ATM) Certificate of Achievement

- | | |
|---|--|
| Carl James Blee, ATM
Smedley No. One Club 1-F | William P. Buckley, ATM
Alcoa Club 1092-13 |
| Manuel D. Hernandez, ATM
Arrowhead Club 788-F | George J. Ott, ATM
Presque Isle Club 2493-13 |
| Louis F. Bremer, ATM
South Gate Club 1587-1 | Thomas H. Bossler, ATM
Monroeville Club 2954-13 |
| Donald E. Smoot, ATM
University Club 304-2 | Carl E. Prier, ATM
The Governor's Club 3031-16 |
| Ray A. Anderson, ATM
Dawn Busters Club 1918-3 | Vicente Fresquez, ATM
Chaparral Club 1205-23 |
| Delmer L. Morgan, ATM
Globe Club 2197-3 | Coleman A. Richardson, Jr., ATM
Beta Aloosters 2524-23 |
| David Jerome Moe, ATM
Fundmasters Club 3120-4 | William L. Hamilton, ATM
International City Club 2880-23 |
| Robert A. Thomas, ATM
Padres Club 1742-5 | Ralph W. Eaton, ATM
Gateway Club 1101-24 |
| Waldemar Roland Semrau, ATM
Pioneer Club 17-11 | Charles A. Jacquemotte, ATM
Anthony Wayne Club 1380-28 |
| Floyd O. Swathwood, ATM
Anthony Wayne Club 521-11 | Harlan McCord, ATM
Tacoma Club 13-32 |
| Floyd O. Kreider, ATM
Muncie Club 1096-11 | Clifford R. Ellenwood, Jr., ATM
Sunrisers Club 2205-32 |
| C. Roger Gardner, ATM
Eye-Opener Club 1675-12 | Edmund John Schrang, ATM
Milwaukee Club 466-35 |
| | Eugene M. Orr, ATM
Crosswinds Club 3708-39 |

J. Stanley Wallace, ATM
Chaparral Club 2358-44

Milton B. Badt, ATM
Cosmopolitan Club 2655-46

Stephen A. Alonge, ATM
Hollywood Club 3770-47

Baron Jorgen von Frausing Borch, ATM
Encino Club 303-52

J. Jerard Mon, ATM
Enfield Club 3206-53

Rene Levy, ATM
Downtown Club 2853-56

Harry Dawson, ATM
Hayward Club 207-57

John F. Cooper, ATM
Richmond Breakfast Club 635-57

Brian T. F. Rowlands, ATM
Marin Club 890-57

NEW MEMBER FEE

Effective October 1, 1972, the new member fee remitted by clubs to Toastmasters International will be increased from \$3.00 to \$8.00.

Changing Your Address?

If you're planning to move, let us know your new address eight weeks prior to the scheduled move. Be sure to complete all the necessary information. This will insure uninterrupted delivery to you of **The Toastmaster** magazine and other TI materials. Send to: **Toastmasters International, P.O. Box 10400, Santa Ana, California, U.S.A. 92711.**

Name _____ Club No. _____ District No. _____

Present address _____

City _____ State/Province _____

Country _____ Zip Code _____

NEW ADDRESS _____

City _____ State/Province _____

Country _____ Zip Code _____

If you are a club, area, division, or district officer, indicate your complete title: _____

DISTRICT GOVERNORS 1972-73

1. Stephen A. Douglas
2. Norbert E. Schmidt, ATM
3. Edgar B. Mercy
4. James V. Quinn Jr., ATM
5. Guy V. Ferry, DTM
6. Guy B. Shackley
7. Robert J. Simonsen, ATM
8. Robert L. Jantz
9. P. J. Hill, ATM
10. Orville G. Lee, ATM
11. Donald C. Seager
12. Wayne L. Henderson, DTM
13. Norman Young
14. Lawrence R. Guenin, ATM
15. Raymond J. Young
16. Warren C. Reeves
17. Wayne R. Rogers
18. Julian J. Fugere Jr.
19. Harvey N. Aviles, ATM
20. Gerald B. Winget, ATM
21. Robert W. Anderson
22. R. Bernard Searle, ATM
23. Raymond J. Schaffer
24. Vicente Fresquez
25. Elmer T. Straube, ATM
26. Edward L. Kitchens, ATM
27. Richard G. Milne, ATM
28. Bernard A. Dean, ATM
29. Keith T. Hullinger, ATM
30. Ralph D. Villeneuve
31. Kenneth F. Bjorkquist
32. Eugene E. Keller, ATM
33. David R. Lewtas
34. Norman R. Maier
35. Robert A. Owen, DTM
36. Oscar L. Olive
37. James D. Beissel Sr., ATM
38. Phillip A. Cooke
39. John E. Pappas
40. John H. Hirsch, ATM
41. Robert L. Jones
42. Woodard W. Pearson, ATM
43. Robert C. Gleason, ATM
44. Robert L. McKinley
45. Clarence L. Roberts, DTM
46. Charles L. Jones Jr., ATM
47. James H. Johnson
48. Harold Wong, ATM
49. Edward R. Casper, ATM
50. Richard L. Hilliard, ATM
51. Floyd R. Kisner
52. John A. Shults
53. David A. Roberts, ATM
54. William R. Calamas, ATM
55. Al Hodgins
56. Lionel Masse
57. Dr. W. Richard Dukelow, DTM
58. John L. Tolbert Jr., ATM
59. Eric K. Stuhlmuehler
60. Robert R. Borsching Sr., ATM
61. Thomas F. Waters
62. George A. Denison, ATM
63. William C. Siegel
64. Robert J. Kenworthy
65. Graeme L. Allen
66. Raymond L. Morse

71. 511 E. Princeton St., Ontario, Calif. 91764
72. 219 N. Irena Ave., Redondo Beach, Calif. 90277
73. 9832 Rainier Ave. S., Seattle, Wash. 98118
74. 3201 W. Gelding Dr., Phoenix, Ariz. 85023
75. P.O. Box 3, Moffett Field, Calif. 94035
76. 824 Taft, El Cajon, Calif. 92020
77. 4900 17th Ave. S., Minneapolis, Minn. 55417
78. 4530 S.E. Roswell St., Portland, Ore. 97206
79. 30 Woodside Dr., Belleville, Ill. 62223
80. W. 1505 Fourth, Spokane, Wash. 99204
81. 16712 Ernadale Ave., Cleveland, Ohio 44111
82. 9011 Bingham Dr., Louisville, Ky. 40222
83. P.O. Box 753, Atascadero, Calif. 93422
84. 5022 Clifton Dr., Aliquippa, Pa. 15001
85. P.O. Box 432, Albany, Ga. 31702
86. 4999 Burch Creek Dr., Ogden, Utah 84403
87. 5887 S. Joplin St., Tulsa, Okla. 74135
88. 1514 E. Ames, Glendive, Mont. 59330
89. 1238 Knightswood Rd., Baltimore, Md. 21239
90. 4239 40th St., Des Moines, Ia. 50310
91. P.O. Box 187, Alexandria, Minn. 56308
92. 304-1306 Haro St., Vancouver 5, B.C., Canada
93. 4300 W. 74th Ter., Prairie Village, Kans. 66208
94. 9217 Roanoke Dr., El Paso, Tex. 79924
95. P.O. Box 1148, Grand Island, Nebr. 68801
96. P.O. Box 1770, Shreveport, La. 71166
97. 5751 W. Elmhurst Ave., Littleton, Colo. 80123
98. 3408 E. Clinton Ave., Fresno, Calif. 93703
99. 8301 16½ Mile Rd., Apt. 230, Sterling Heights, Mich. 48077
100. 8030 Pinus Ln., Pensacola, Fla. 32504
101. 591 Sunnyside Ave., Elmhurst, Ill. 60126
102. 57 Winter St., Chelmsford, Mass. 01824
103. 4712 N. Mullen St., Tacoma, Wash. 98407
104. 5660 N. Lydell, Whitefish Bay, Wisc. 53217
105. 3917 Woodbine St., Chevy Chase, Md. 20015
106. 4400 Wedgewood Dr., Raleigh, N.C. 27604
107. 1730 Hans Herr Dr., Willow Street, Pa. 17584
108. P.O. Box 1111, Marysville, Calif. 95901
109. 5067 Glenmina Dr., Dayton, Ohio 45440
110. 2017 Stirling, Rapid City, S.D. 57701
111. 1411 24 St. SW, Calgary 4, Alta., Canada T3C-1H9
112. P.O. Box 0850, Jackson, Miss. 39218
113. 4517 Princeton, Amarillo, Tex. 79109
114. 204 Whitney Ave., Moncton, N.B., Canada
115. 10 Village Dr., Huntington, N.Y. 11743
116. 124 Lake Otis Rd. S.E., Winter Haven, Fla. 33880
117. 3814 Thomas Rd., Apt. 8, Huntsville, Ala. 35805
118. 531 Hoomalu St., Pearl City, Hawaii 96782
119. 7055 Aldea Ave., Van Nuys, Calif. 91406
120. 5 Hillcrest Rd., Glastonbury, Conn. 06033
121. 2407 Winnetka Dr., Rockford, Ill. 61108
122. 1217 Heights Blvd., Apt. 6, Houston, Tex. 77008
123. 225 Clifton St., #213, Oakland, Calif. 94618
124. 2910 Rainbow Dr., W. Columbia, S.C. 29169
125. Rural Route 2, Thamesford, Ont., Canada
126. 896 De la Colline, Sainte-Foy, Que., Canada
127. 3801 Willoughby Rd., Holt, Mich. 48842
128. 305 Hamilton Dr., Kingsport, Tenn. 37663
129. 168 St. Vital Rd., Winnipeg R2M 1Z9, Man., Canada
130. 118 Aberdeen St., Rochester, N.Y. 14619
131. 140 W. Gilpin Ave., Norfolk, Va. 23503
132. P.O. Box 190, Soldotna, Alaska 99669
133. 9110 Hermitage Pl., New Orleans, La. 70123
134. 198 Schmidt St., Frenchville, Rockhampton, Old., 4701, Australia
135. 23 Payten St., Kogarah Bay, N.S.W., 2217, Australia
136. 2 Hewlings St., Timaru, New Zealand

SPEECHCRAFT

For Clubs On The Move

TI's new **Speechcraft** materials become **available this month**. The new materials, designed to be presented within the club meeting format, will enhance your club programming variety and quality and bring in new members. Know and use this new program to meet your members' needs.

One of the most valuable packages in the Speechcraft Program is the **Speechcraft Promotional Kit** (203), available for 25 cents, which includes 25 Speechcraft Promotional Brochures (207) and 20 copies of "Questions and Answers about the Toastmasters Speechcraft Program." It answers your question, "Why Speechcraft?"

SPECIAL

The **Speechcraft Starter Kit** (205), available for \$7.50, includes the necessary materials for recruiting and conducting Speechcraft for five persons. **It contains:**

	PRICE
Three Speechcraft Coordinator's Guides (204), sold separately for \$1.25 each, which present a program of eight Speechcraft sessions.	\$3.75
Five Speechcrafter's Handbooks (204-H), available for 75 cents each. Contains student worksheets.	3.75
Ten Member Speechcraft Adviser Notes (208), available separately, two for five cents. Contains guidelines and helpful hints for members who serve as Speechcraft advisers.	.25
Fifteen Speechcraft Evaluation Forms (209), available separately, four for 10 cents. For members' written evaluation of Speechcrafters' speeches.	.40
Five Speechcraft Registration and Record Cards (206), available separately in sets of two for five cents.	.15
One TI Dues Receipt Book (37), available for \$1.00, for permanent record of Speechcrafters' fee payment.	1.00
Fifteen Speechcraft Promotional Brochures (207), available separately for one cent each. Tells prospective Speechcrafters the benefits of Speechcraft.	.15
Twenty Questions and Answers about the Toastmasters Speechcraft Program . For answering your questions when considering presenting Speechcraft (203-A).	NC
Five Speechcraft Completion Certificates (500-D), available separately for 25 cents each. Recognizes participant's Speechcraft completion.	1.25

Total Value \$10.70

SPECIAL SPEECHCRAFT STARTER KIT (205) PRICE \$7.50

Include 15% for packing and shipping. California orders include 5% sales tax.

Toastmasters International, P.O. Box 10400, Santa Ana, California, U.S.A. 92711