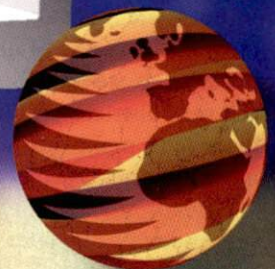
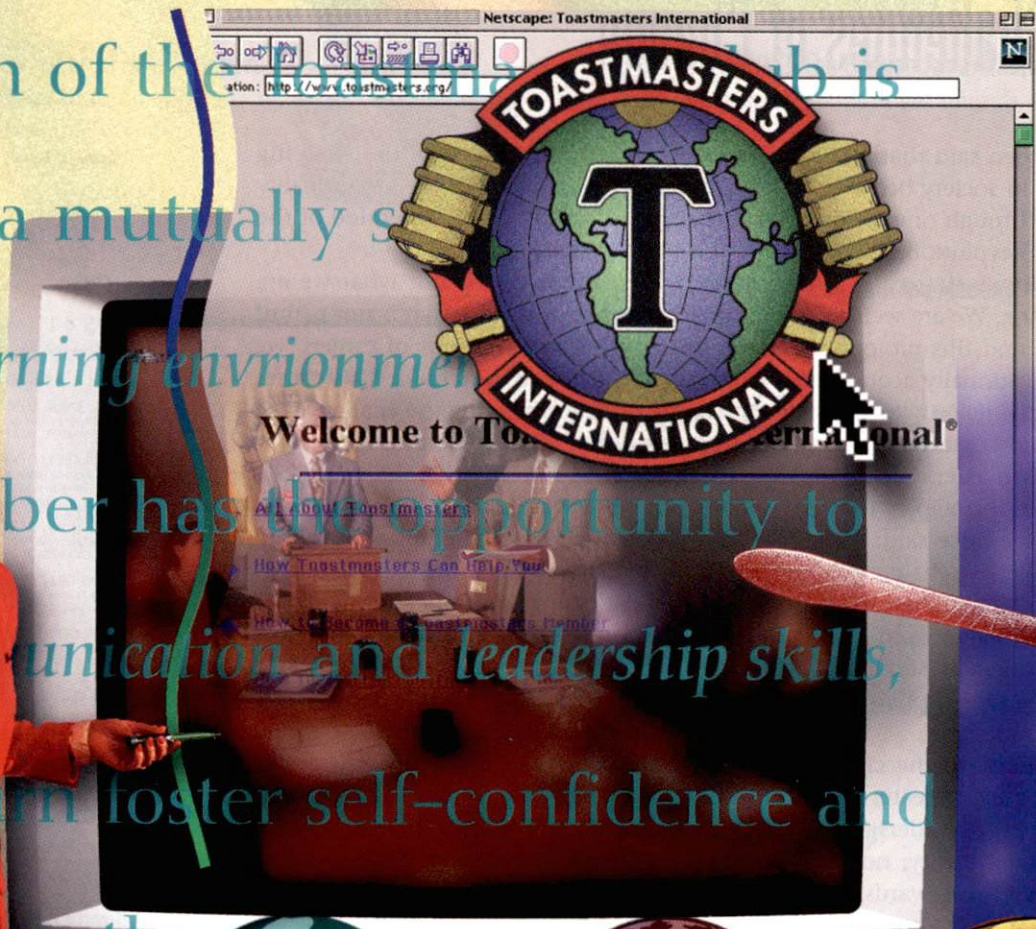
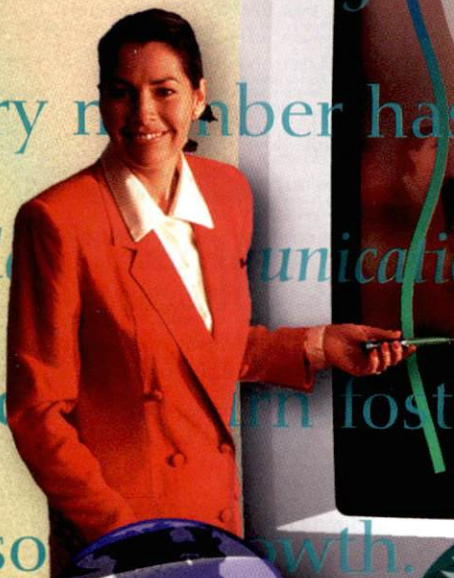


THE TOASTMASTER

JULY 1996

the mission of the Toastmaster Club is
to provide a mutually supportive
positive learning environment
every member has the opportunity to
develop communication and leadership skills,
which can foster self-confidence and
personal growth.



Get Connected! A Toastmaster's Guide to the Internet

Also Inside: Plan a Club Reunion
How to Nurture Peace in Daily Life



VIEWPOINT

The Challenges of Change

It has been said that we live in an age of uncertainty. Authorities studying trends in society believe that in this decade of the nineties we are probably going through one of the biggest changes in society since the period of the Industrial Revolution. Our lives will never be the same again!

Continuous change is "comfortable" change, but this is not what we are experiencing. We are seeing discontinuous change, something that is not part of a pattern, and this profoundly affects the way we live. In terms of careers, we need to continually acquire new skills and adapt to new situations. This causes more stress! Lifelong learning is now a prerequisite for meeting the challenges of change, and Toastmasters is the perfect organization for people wanting to learn.

In Toastmasters we must adjust to changing times, yet hold on to the unchanging principles that have made our organization what it is today. As Dr. Smedley once said: "Our past prepares us to meet the challenges of the future." I believe the greatest challenge we will face in the future is the competition for our members' time. In an era of great change and uncertainty, there is a special challenge in getting our organization's volunteer leaders to commit time and talent to serving Toastmasters clubs and their members. The reasons have to do with fundamental changes in attitudes toward work, leisure and family roles.

As response to the changing needs of our members, our new Toastmaster programs offer a greater focus on leadership and quality of training. We need our members to understand that serving as a club officer is a leadership development opportunity, not simply an obligation of membership. The personal and professional rewards are incredible!

But there is yet another challenge of change to be met, and this is perhaps the most exciting one of all. As an organization we are becoming far more international than we have been in the past. This is reflected in our growth trends, in our new districts, and in the talent and achievement of our members. Our challenge is to make our programs available to a broader constituency at an affordable cost, and to provide opportunities for growth and leadership development.

The future has a way of arriving unannounced. Let us embrace change despite the uncertainty that accompanies it. The world needs what Toastmasters has to offer, and we will continue to be proactive in meeting changing needs. As John F. Kennedy once noted: "Change is the law of life. Those who look only to the past or the present are certain to miss the future."

Ian Edwards DTM

Ian Edwards, DTM
International President

TOASTMASTER

Publisher TERRENCE MCCANN
Editor SUZANNE FREY
Associate Editor BETH CURTIS
Editorial Assistant PINKY FRIAS
Art Direction LILIANA CARTELLI
Graphic Design SUSAN CAMPBELL

TI OFFICERS AND DIRECTORS

founder DR. RALPH C. SMEDLEY

OFFICERS

International President IAN B. EDWARDS, DTM
4017 Stonebridge Road
West Des Moines, Ia 50265

Senior Vice President ROBERT E. BARNHILL, DTM
P.O. Box 2583
Lubbock, TX 79408-2583

Second Vice President LEN JURY, DTM
Box 4400
Auckland, New Zealand

Third Vice President TERRY R. DAILY, DTM
2715 Garland Lane N
Plymouth, MN 55447

Immediate Past President PAULINE SHIRLEY, DTM
8306 McNeil Street
Vienna, VA 22180

Executive Director TERRENCE J. MC CANN
Toastmasters International
P.O. Box 9052
Mission Viejo, CA 92690

Secretary-Treasurer FRANK CHESSE
Toastmasters International
P.O. Box 9052
Mission Viejo, CA 92690

DIRECTORS

STEVEN A. BARD, DTM
1711 N.W. 46th Avenue
Lauderhill, FL 33313

GAVIN BLAKEY, DTM
46 Corona Avenue
Ashgrove 4060
Australia

ROBERT D. BRADSHAW, DTM
4 Deer Run Trail
Sherman, CT 06784-2028

JO E. CONDRILL, DTM
6138 Talavera Court
Alexandria, VA 22310

DEE DEES, DTM
13940 E. Shannon Street
Gilbert, AZ 85296

BRUCE FRANSDEN, DTM
2809 Daventry
Portage, MI 49002

RON HARGER, DTM
16624 West 147th Street
Olathe, KS 66062

DICK HAWLEY, DTM
601 Washington Avenue
Stevens Point, WI 54481-1167

ALFRED R. HERZING, DTM
20365 Via La Vieja
Yorba Linda, CA 92687

JOHN F. HOWARD, DTM
155 East 4775 South
Ogden, UT 84405

JENNY K. PAGANO, DTM
6757 West 100 North
Greenfield, IN 46140

DARLEEN PRICE, DTM
3832 Gay Road East
Tacoma, WA 98443

KAI RAMBOW, DTM
1214-90 Cordova Avenue
Burlington, Ontario, Canada
M9A 2H8

BRUCE W. TRIPPET, DTM
1895 Partridge Circle
Chanhasen, MN 55331

NED W. WALLACE, JR., DTM
107 Sterling Bridge Road
Columbia, SC 29212-1940

DONA L. WHEATON, DTM
6942 Laguna Way, N.E.
Calgary, Alberta, Canada
T1Y 6W2

SCOTT W. WILLIAMS, DTM
591 Fairfield Road
Simi Valley, CA 93065

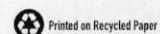
To place advertising or submit articles, contact:
TOASTMASTERS INTERNATIONAL
PUBLICATIONS DEPARTMENT:
P.O. BOX 9052
MISSION VIEJO, CA 92690 USA
(714) 858-8255, 1-800-9WE-SPEAK, FAX: (714) 858-1207
email: sfrey@toastmasters.org
World Wide Web: <http://www.toastmasters.org>

THE TOASTMASTER Magazine (ISSN 0048263) is published monthly by Toastmasters International, Inc., 23182 Arroyo Vista, Rancho Santa Margarita, CA 92688, U.S.A. Periodicals postage paid at Mission Viejo, CA and additional mailing office, POSTMASTER: Send address change to THE TOASTMASTER Magazine, P.O. Box 9052, Mission Viejo, CA 92690, U.S.A. Published to promote the ideas and goals of Toastmasters International, a non profit educational organization of clubs throughout the world dedicated to teaching skills in public speaking and leadership. Members subscriptions are included in the \$18 semi annual dues.

The official publication of Toastmasters International carries authorized notices and articles regarding the activities and interests of the organization, but responsibility is not assumed for the opinions of the authors or other articles.

Copyright 1996 by Toastmasters International, Inc. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Not responsible for unsolicited material.

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



Contents

July 1996
Volume 62, no. 7

features

- 6** **The Importance of Voting in New Members**
Has your club ever been spoiled by a disruptive Toastmaster?
By Janet Whitcomb, CTM



- 8** **Get Connected!**
A Toastmaster's guide to the Internet
By Christine Jarzenbeck



- 11** **Internet for Speakers**
Five steps to finding solutions for all your information needs.
By Pamela Palmer, Ed. D.

- 16** **Plan a Club Reunion**
Give pep and prominence to your club's past, present and future!
By Pamelyn Casto, CTM

- 20** **A Second Chance**
The 1995 World Champion of Public Speaking shares what he learned on the way to the trophy.
By Mark Brown, ATM



- 24** **Let There Be Peace**
Simple suggestions for nurturing serenity and tranquility in daily life.
By Victor M. Parachin

departments

- 2** **VIEWPOINT: The Challenges of Change**
By International President Ian Edwards, DTM

- 4** **LETTERS**

- 5** **MY TURN: Coping with the Meeting Place Blues**
By Carole Erb, DTM

- 14** **MEMBERSHIP BUILDING: What are You Doing to Build Membership?**
By Richard G. Ensman, Jr.

- 22** **TI TIME CAPSULE: When Tough Times Prevail, So Do Toastmasters**

- 27** **TOPICAL TIPS: Catch the Experience**
By Mark Majcher, ATM

- 28** **HOW TO: Listen Up!**
By Marjorie Brody

- 29** **HALL OF FAME**

The Toastmasters Vision:

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

The Toastmasters Mission:

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

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

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



LETTERS

TM SPOUSE COMMENDS CONVENTION

I have always enjoyed attending Toastmasters competitions and meetings. However, whenever my husband tried to recruit me to join him at an international convention, I declined.

Last August I made an exception to this practice and followed my husband to the international convention in San Diego – mainly because I wanted to visit my best friend who had moved there.

Although I had a wonderful time visiting my friend, the best part was definitely the convention. All those magnificent speakers and congenial Toastmasters combined to create a powerful, positive and motivational impact on my life.

I would highly recommend attending an international convention to anyone interested in self-improvement and personal growth.

Laura Lagana, R.N.
Wilmington, Delaware

ARTICLE SPARKS IDEAS

The beauty of ideas found in *The Toastmaster* magazine is not in duplication but in adaptability.

Not long after reading about the club having a speech contest in a mall ("Mall Madness," March), we discovered our local Chamber of Commerce was sponsoring a Community Day, to be held in our city park.

Not to be outdone, we held four 30-minute mini-meetings to showcase Toastmasters. Each session featured a speech, evaluations, Table Topics, a Timer's report and a brief explanation by the Toastmaster of the benefits of membership.

The result was much visibility, one new member on the spot, and others indicating plans to attend our next regular club meeting. We also

were invited to hold a similar presentation to a local service club. The Chamber of Commerce director has invited us back next year, so we hope to make this an annual event!

Martene A. Purdy, ATM
Bowling Green Club 2547-28
Bowling Green, Ohio

GOOD NEWS AND BAD NEWS

I loved the articles on evaluations in the May issue. Besides some classic advice came the new idea of developing an evaluation vocabulary, as suggested by Dr. Ann D. Villers. Such a vocabulary could eliminate overuse of the word "good" and offer words that are much more descriptive and helpful.

On the other hand, I wasn't sure of the value of John Cadley's article about motivational speakers. I acknowledge his well-developed cynical sense of humor. But when I'm looking for inspiring and encouraging articles in *The Toastmaster* magazine, cynicism – even when it's buried in humor – leaves me feeling mentally poisoned. Did I miss something?

Paula Syptak Price, ATM
Vienna Club 1762-27
Vienna, Virginia

A DE-MOTIVATIONAL ARTICLE

Surely we can do better than John Cadley's article, "Can Anyone Really Be That Happy?" (May). I first thought it was intended as tongue-in-cheek humor, but concluded that he is seriously attacking efforts at self improvement and excellence.

There is little doubt that some of the success philosophy currently being advanced is a bit fanciful and often filled with hyperbole, but there are also many success stories. The happiness that Cadley finds so elusive was commented on brilliantly by one of

our greatest presidents: Abe Lincoln, who said, "Most people are just about as happy as they make up their minds to be."

David T. Bond, DTM
Tampa Noonshiner Club 3909-47
Tampa, Florida

Ironically, one could easily point to Toastmasters with the same cynicism John Cadley points to other so-called "sellers of success." I've heard new recruits in essence gush "I could never speak as well as you!" to a polished, seasoned DTM, only to hear the enthusiastic response, "I did it and you can, too!"

An old friend of mine once told me, "Motivation is like a shower – you need it on a regular basis or you begin to stink." I might suggest that Mr. Cadley could use a very long shower.

Ken Wendle, CTM
Anheuser-Busch Club 4345-8
St. Louis, Missouri

MOTIVATION VS. THE REAL WORLD

Many thanks to John Cadley for some welcome reality-testing. I thoroughly enjoyed his off-beat humor about awesomely positive speakers who seem to live in another world than mine. Reality can be fun, too. More, please.

Peter Graves, ATM-B
Twilight Club 6406-70
Canberra, ACT, Australia

I just finished reading "Can Anybody Really Be That Happy?" in the May issue. It was fantastic! In my opinion it should be required reading for all contestants in the International Speech Contest. I am so tired of hearing variations of that Army speech ("Be All That You Can Be"), I have almost given up attending speech contests.

Glenn Knudson, DTM
Tarsus Club 532-8
St. Louis, Missouri



By Carole Erb, DTM

What to do when your club suddenly becomes homeless.

Coping with the Meeting Place Blues

LIKE MANY OTHER TOASTMASTERS, I BELIEVE MY CLUB IS TERRIFIC. West Hills Toastmasters Club 1249-40 has been serving the community of western Cincinnati, Ohio, since 1953. I have been a member for eight of those years. During that time,

our community club has made decisions to change meeting locations – a decision taken very seriously. At one point we were even asked to leave our meeting place because not enough of our members were ordering meals at the restaurant where we met. We had never, however, been locked out of a meeting place. Not until recently, that is.

One sad Tuesday, while reading my morning newspaper, I discovered that all the Shoney's restaurants in our area had suddenly closed. We were supposed to meet that Thursday evening and for a split second I began to feel like our Toastmasters club was going to be out of business too. The following two weeks were quite an experience; I'd like to share with you what I learned about coping with "the meeting place blues."

Luckily, one of our members, Don Hartley, arranged for our club to meet that Thursday evening at his church. This was a good temporary arrangement, but we knew we would not be able to meet there regularly. When everyone gathered for our meeting that week, we all shared the same sick feeling – a feeling that we would never find a facility suitable for our purposes and at no cost. A small committee was formed immediately to begin the search. I agreed to direct our efforts.

We had a specific geographical location in mind and we also compiled a brief list — a "wish list" — of features we were looking for. Our club president provided us with a printout listing all the businesses on specific streets. Forty-seven of those establishments were contacted in an

effort to find an adequate meeting place. We sent scouts to two of the locations to see the physical set up of the room and parking facilities. Our final decision: to meet at the Nurre Brothers Funeral Home. The Nurre

Brothers had just remodeled their community room and were gracious enough to allow us to schedule our meetings there. So from now on, I like to read the death notices in the paper, especially before our meeting days, just to see if parking might be a little bit tight.

If your club is faced with a situation to relocate, please keep these tips in mind:

1 Volunteer to help. It takes teamwork to find a new meeting place. Volunteers are needed to make phone calls to prospective meeting locations; to inspect potential meeting facilities; and to inform all other members, guests and as many media contacts as possible. Offer to help in any way you can!

2 Show your appreciation to the appropriate people for your current meeting facility. Perhaps a plaque of recognition can be given during a Toastmasters meeting; then publicize the event in the newspapers. Even corporate clubs can strengthen their commitment from their employer with this simple act.

As for the West Hills Toastmasters, thanks to the Nurre Brothers Funeral Home, we continue to create a friendly atmosphere where members can improve their listening, thinking, leadership and speaking skills! **T**

"I like to read the death notices in the paper... just to see if parking might be a little bit tight."

Carole Erb, DTM, is a member of West Hills Club 1249-40 in Cincinnati, Ohio.



Illustration by: Chris Murphy

Has your club
ever been spoiled by a
disruptive Toastmaster?

The Importance of Voting In New Me

Once a prospective member has turned in a membership application, our club's president makes a practice of calling for a show of hands. This verifies that the new person's membership status has been approved by all present. But blink an eyelash and you may miss the procedure entirely – it's that efficient!

Some might question why we even bother. "Can't anyone join? Isn't it rather 'exclusive' behavior for such a warm and accepting organization?"

Thank you for the compliment, and, yes – Toastmasters are a great group of people! But friendliness is one thing. Allowing one or two people to ruin the rest of the club by their inappropriate behavior is a completely different matter.

Almost all of us have had positive experiences in our relationships with other Toastmasters. In fact, most members say it's the program that brings them into Toastmasters, but the people who cause them to stay. Every now and then, however, it happens – the "sour note" Toastmaster.

Unfortunately, some of you know what I'm talking about. It's the person who wants everyone else to march to his or her tune. Rather than adapting to the club's culture, these types of people expect others to applaud their exquisite opinions and overturn time-honored club customs and traditions in favor of what they consider appropriate.

"Since your club earlier demonstrated its right to vote in a member, it is now equipped to vote that person out."

Or perhaps your club is falling victim to the unabashed basher. Not a helpful, encouraging evaluator, mind you, but that type of ruthless, rapier-wielding critic who persists in demolishing the well-meant efforts of others and strongly believes in a "take no prisoners" approach.

These aren't the only kinds of destructive personalities that can wreak havoc in a Toastmasters setting, but they are among the most typical. Let's hope your club doesn't encounter this type of member or potential member. But if you do, here's how to handle the situation:

Unlike many organizations, Toastmasters International is a pri-

vate association. This means that all clubs have a choice as to who they accept as members.

Of course, discrimination according to race, gender and other personal factors has absolutely no place in the Toastmasters organization, as noted in Article II, Section 1 of the Club Constitution and Bylaws (see sidebar). What we are talking about is the person who, because of temperament or attitude, is unwilling or possibly unable to become a part of the Toastmasters learning experience.

Usually, people interested in becoming Toastmasters are eager to interact with others in a friendly, give-and-take, noncritical fashion. But if someone who is already exhibiting disruptive, obnoxious or otherwise inappropriate behavior wants to join as a new, reinstated, or transferred member, your club's membership has the right not to accept that person. That's why,

mbers

upon receiving a membership application, it's important to decide for or against acceptance by at least a majority vote of active club members.

What if a person doesn't show his or her true colors until after becoming a member? This is usually the case, and it can be a difficult one – except, of course, that since your club earlier demonstrated its right to vote in a member, it is now equipped to vote that person out.

Naturally, you're first going to work with the person concerned. After all, that's what being a Toastmaster is all about – not just self-improvement, but also helping others as well. However, if the Toastmaster in question continues to take on the role of "the tail wagging the dog," then it's time to take

action before other members are permanently disenchanted and decide not to renew their memberships.

The Termination of Membership procedure is carefully outlined on pages 49 and 50 of the 1996/97 Officer Handbook, *When You Are the President* (Supply Catalog #1310-A), which was sent earlier this spring, along with the other officer manuals, to your club's president. It stresses fairness and confidentiality, acknowledging that such a situation can be a highly sensitive and emotional event. If, after having read the section, you have further questions or need advice on the matter, you are invited to call World Headquarters.

Toastmasters is a learning organization, dedicated to the development of communication and lead-

ership skills. Usually the process is a pleasant one, but now and then the most valuable lessons are going to be among the most difficult.

Above all, it is important that every Toastmasters club, as an instrument of learning, provide a setting that is comfortable, relaxed, and friendly to those who are truly interested in learning and interacting with others. As Toastmasters, you help maintain that setting by always including a brief but important voting procedure when accepting new members into your club. **1**

Janet Whitcomb, CTM, works as a technical writer for Toastmasters World Headquarters and is a member of The Articulates 316-F Club in Irvine, California.

TI Club Constitution

Article II: Membership

Section 1. "All individual members of this Club shall be at least 18 years of age. No person shall be excluded from individual membership in, or from any program or activity of, this Club because of age (except those persons under 18 years of age), race, color, creed, gender, national or ethnic origin, sexual orientation, or physical or mental disability, so long as the individual, through his or her own effort, is able to participate in the program. However, the Bylaws of this Club may provide for other restrictions on the composition of the individual membership, e.g., to the employees of a particular company or agency, residents of a specific community, or people sharing a special interest."

Section 2. "This Club is a private association, and membership

CONNECT

A TOASTMASTER'S GUIDE TO THE INTERNET

"Internet." "Cybersurfing." "World Wide Web."

These words are becoming more and more common as the Internet is continuing to grow exponentially. At one time, computers were accessible only to the extremely rich, but with technology improvements and a constant

decline in prices, the computer is becoming another standard household appliance, and people are using these computers to get connected to the information super highway. With Internet access relatively cheap, people are turning to it for their personal, entertainment and business needs. More and more people are using the Internet both at work and at home, and the average Toastmaster is no exception.

The resources available to Toastmasters on the Internet are endless. The further you explore, the more resources you will find. A good place for the Toastmaster to start is the Toastmasters Home Page, at <http://www.toastmasters.org>. This page lets you locate clubs all over the world or the one nearest you. Club listings are grouped by country, spanning the globe from the United States to the Middle East. This site also provides information about Toastmasters in general, including: how the organization can help you meet your goals, Toastmaster tools, and company and community benefits. In addition, you can learn how to join a club or even how to start your own.

The Toastmasters Newsgroup, alt.org.toastmasters, puts you in touch with other Toastmasters from around the world. You can read messages from other members or clubs, and even respond by posting your own message or returning personal e-mail to the message originator. Members post messages on club-related issues, share their club ideas, and even ask questions ranging from suggestions on club names to recruiting new members. Before you post to this newsgroup however, you should check out the Toastmaster FAQs, which in Web lingo means Frequently Asked Questions, at [\[ohio-state.edu/hypertext/faq/usenet/toastmasters-faq/top.html\]\(http://ohio-state.edu/hypertext/faq/usenet/toastmasters-faq/top.html\). Consisting of five parts, the FAQ contains answers to commonly asked Toastmaster questions on topics including: membership, educational advancement, speech contests, and leadership and organization.](http://www.cis.</p></div><div data-bbox=)

Are you stumped for a speech idea? If so, the World Wide Web is the place to go for help. The Web is a giant graphically linked network of pages, or locations, containing information on just about everything. You can go from one site to another with the simple click of your mouse. By spending a little bit of time just wondering around the Web, you will have no difficulty coming up with several speech ideas. If you wish to gather additional information on a speech idea, you can visit The Virtual Library of Congress at <http://www.w3.org/hypertext/DataSources/bySubject/LibraryOfCongress.html>. This Web site lets you look up information on almost any subject. Topics range from ceramic arts to veterinary medicine. Just perusing this virtual library will spark your creativity if you are having trouble coming up with a speech idea.

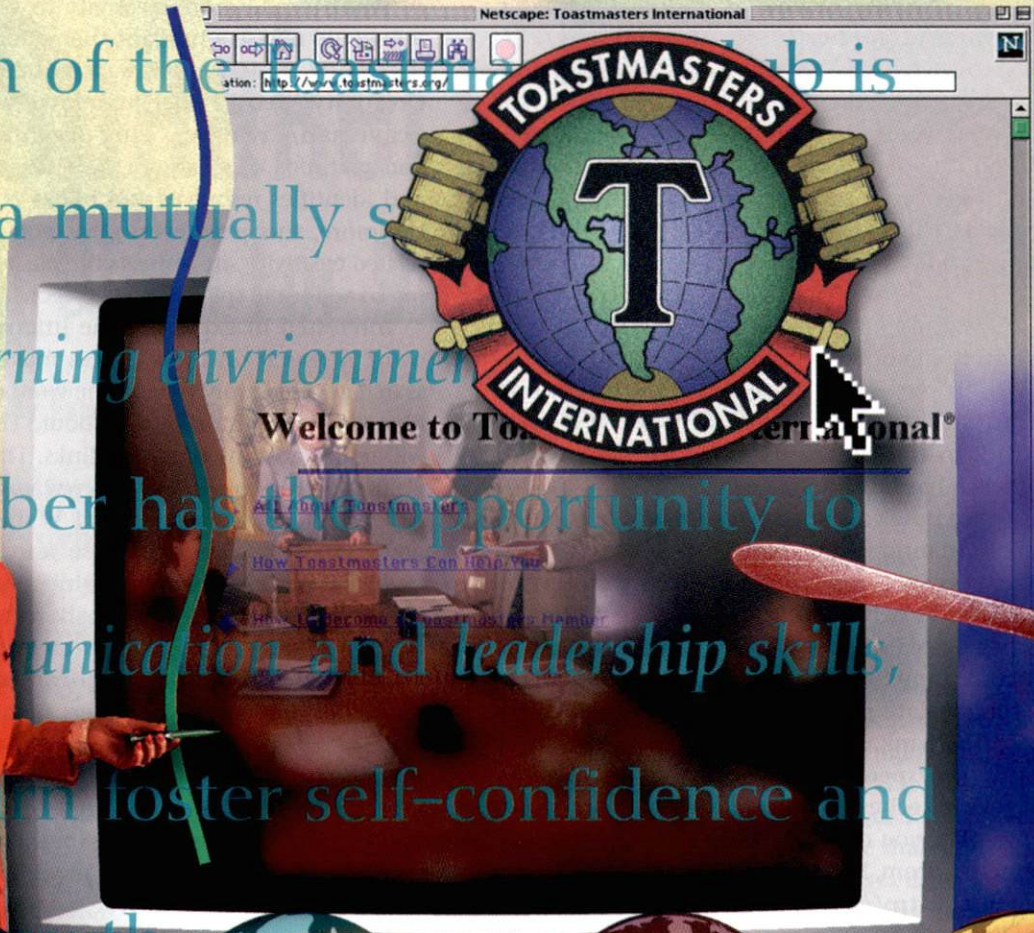
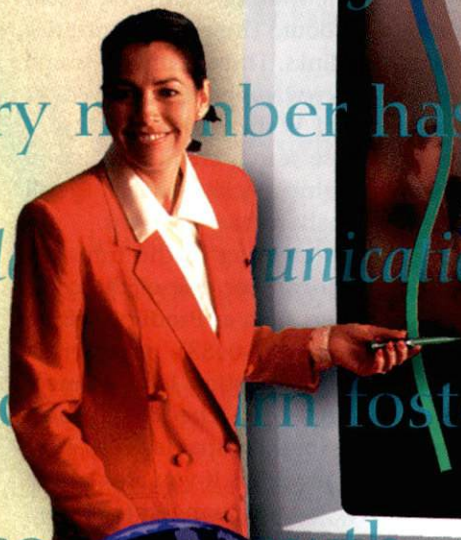
If you want to enhance your speech with quotations, the Famous Quotes site at <http://www.noord.bart.nl/~bfm/quotes/quote.html> has a collection you can borrow from. It groups quotes according to subject, some of which are: business, politics, sports and humor. This Web site also allows you to submit your own quotes for possible publication. For a more extensive quote site, try Bartlett's Familiar Quotations at <http://www.columbia.edu/acis/bartleby/bartlett/>. This site groups familiar quotes by their author, which include Isaac Newton, William Shakespeare and Benjamin Franklin. In addition to categorizing their quotes by author, it also lets you search for particular words and return all quotes containing the word or words you entered. The two sites provide a quick and easy way to enhance your speech with quotations.

You have settled on an idea for your speech, researched all your facts and started composing. At this stage, you may find yourself stumbling on grammar or usage

By Christine Jarzenbeck • Illustration by Jason Clemens

LECTED!

he mission of the Toastmasters Club is
to provide a mutually s
positive learning envrionmen
every member has the opportunity to
evel
communication and leadership skills,
which can foster self-confidence and
erso
rowth.



problems. Stumble no longer! The English Grammar Clinic can help, at <http://www.edunet.com/english/clinic-h.html>. Submit your grammar and usage questions on-line to English professors who will review your questions and post an answer back to the Internet. You also can browse answers to previously submitted questions to pick up some pointers or to ensure that your question has not already been submitted. On the newsgroup side, the **alt.usage.english** newsgroup contains postings concerning English grammar, word usages and related topics. By just browsing through some of the postings, you can learn about word meanings, definition errors and correct usages.

Every speech writer needs the usual reference tools, and these can be found on-line as well. A searchable Roget's Thesaurus at gopher://odie.niaid.nih.gov/77.thesaurus/ provides a very helpful tool. This is a simple search page that allow you to enter a word to search on. It returns several words related to the word you entered. By clicking on one of the several documents it returns, you will find an entire page full of synonyms. A very useful resource is the on-line Webster dictionary at <http://c.gp.cs.cmu.edu:5103/prog/Webster>. You enter your word and this site searches several Internet dictionary sites to return a comprehensive definition to you. The definition itself contains links back to the dictionaries from which part of the original definition was retrieved. In addition to your definition, you even receive a link to the thesaurus entry for your word. Writing a speech has just become easier!

Curious to see how your speeches compare to those of the pros? Bell Atlantic's CEO, Ray Smith, posts his professional business speeches on the Web. In fact, several of the executives at Bell Atlantic have the actual text of their speeches posted at <http://www.ba.com/speeches>. If telecommunications speeches do not interest you, perhaps you could relate to speeches previously given by executives of The Bank of Montreal at <http://www.bmo.com/Pointofview/speech.htm>.

Beyond text speeches, if your computer is equipped with a sound card, you can download and listen to actual audio excerpts from Martin Luther King, Jr.'s Washington Speech at <http://www.Webcorp.com/civirights/mlk.htm>. You can get even more sophisticated if your computer has the capability of viewing small movie files. Richard Nixon's video archive can be found at <http://www.Webcorp.com/video/nixon>. The Internet not only helps you compose speeches, but gives you the opportunity to see how the professionals do it in many different forms of media.

The Internet offers something for every Toastmaster meeting function, not just those presenting speeches. If you are scheduled to give the invocation at your next meeting, look up Just Cause Inspiration Point at <http://www.Webcom.com/justcaus/quotes.html>. This site features a weekly inspirational message, as well as an

archive of previously featured messages and quotes. Quotes can be found from famous people such as Abraham Lincoln, Mahatma Gandhi and Martin Luther King, Jr. Finding positive and motivational messages to share with your club has never been so quick or easy.

If you are the Jokemaster at your next meeting, chances are you will probably have a rough time coming up with a joke worthy of sharing. Once again the Internet is here to help you. There are endless locations containing pages and pages of jokes in just about every category imaginable. Golf jokes are abundant at <http://www.sover.net/~sbound/golf2.html>. Random light bulb jokes can be found at <http://www.crc.ricoh.com/~marcush/lightbulb/random.cgi>.

Want to add more creativity to your speeches? Wish you could devise a brilliant theme for your Toastmasters meetings to attract new members? Check out the Creativity Web Page at <http://www.ozemail.com.au/~caveman/Creative/>. This page discusses techniques and methods of creativity, lists famous creative people, and identifies resources and books about creativity. Furthermore, this page even gives you additional links to related creativity sites. This is the place to look when wanting to add some spice to your speeches and meetings.

Interested in exploring the Internet further on your own? A search on utility pages makes it easy. On these search pages, simply type in the word or words you would like additional information about. These search utilities will return a listing of related links. Three common search utilities are: Yahoo at <http://www.yahoo.com/>, Lycos at <http://www.lycos.com> and Webcrawler at <http://www.Webcrawler.com/>. These search engines help you find what you are looking for fairly quickly – in fact, they'll probably give you more information than you want.

If you are interested in connecting to the Internet, you have several options. You can use one of the commercial on-line service providers such as **Prodigy** (1-800-776-3449), **Compuserve** (1-800-487-0453), or **America Online** (1-800-827-6364). Another option is to connect through an Internet service provider (check your local directory), most of which are local companies. You may pay more for the commercial providers if you are on-line frequently, but they provide a larger range of services and make connecting to the Internet easy.

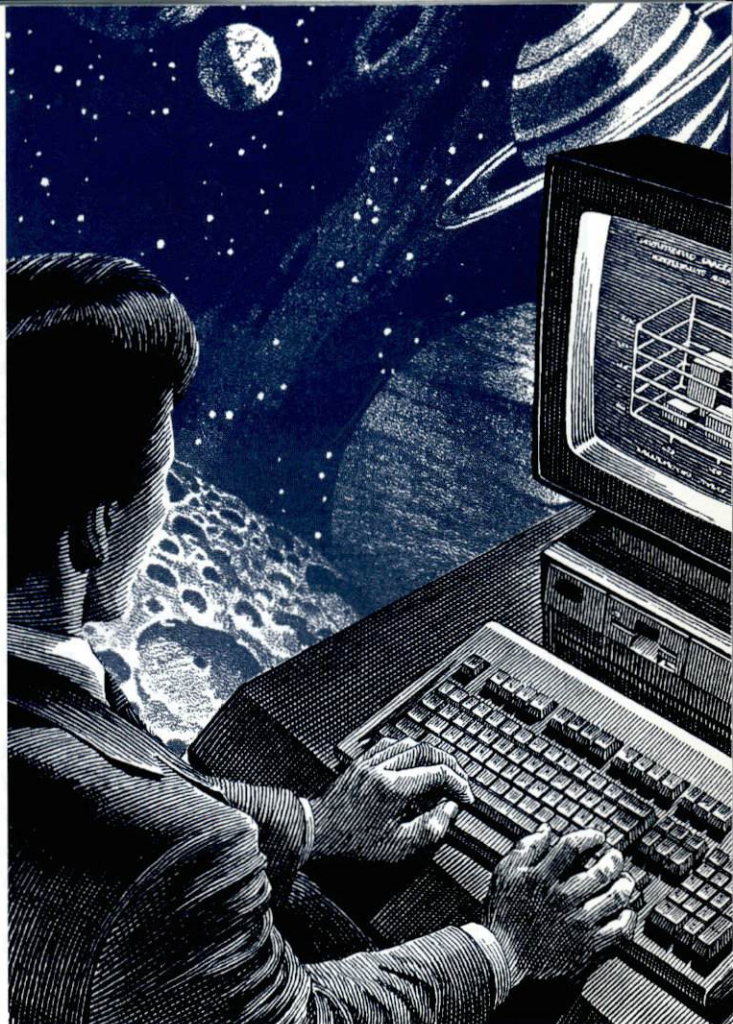
The Internet is a very useful resource, providing a seemingly infinite number of Web sites and newsgroups to assist you with your Toastmasters assignments. By using the Internet as your first resource, you can save time preparing for your next Toastmaster meeting or your next speech. You also can find ideas for making your meetings more interesting and potentially attract new members. The more you become familiar with the Internet, the more it can help you. Get connected today!

Christine Jarzenbeck is a computer programmer and analyst living in St. Louis, Missouri.

Remember the Toastmasters Web site:
<http://www.toastmasters.org>

Internet for Speakers Make It Work for You!

By Pamela Palmer, Ed.D.



With all the hype surrounding the Internet, don't lose sight of the big news for speakers. The Net is easy, fun and helps you communicate better by delivering current information fast. How can you tame it and avoid getting bogged down?

Savvy speakers know how to move quickly from information gathering to speech writing. Nothing beats the Internet in terms of effective speech research – provided you master a few techniques. Facts, quotes, statistics, jokes or stories, World Wide Web (WWW) sites and other Net sources give online speakers an edge. To find solutions to your information needs, start with these five steps, using the Shortcuts to Success to refine your information strategies:

1. START WITH A NET SEARCH

"Knowing what you want is necessary to finding it," a college profes-

or told his freshman class. Begin the search process by jotting down a few notes detailing what you want to find. Then use a search engine, an online Net index, to pinpoint sources.

"For the past two years, I have been using the Internet as a resource when I have to give a prepared speech," says Toastmaster Vijay Shekher Reddy of Christianburg, Virginia. "I use Netsearch tools such as Excite, Yahoo! and Infoseek."

These three search engines are favorites of many Net users. Find Excite at <http://www.excite.com>; Yahoo! is at <http://www.yahoo.com>; and Infoseek is at [\[infoseek.com\]\(http://www.infoseek.com\). "Search facilities are great once you narrow the topic by using key words," advises Able Toastmaster Ian McDonald of Fremantle, Australia.](http://guide.</p></div><div data-bbox=)

Shortcuts to Success: Don't waste time guessing how to search. Read the search engines' hints to increase efficiency. Print a copy and keep it handy for quick reference.

- Try more than one search engine – coverages differ.
- Be flexible. Search broader or narrower terms, synonyms and alternative key word combinations.
- When sidetracks tempt you, note their location to explore later; then get back on target.

2. JUST THE FACTS

Take aim at authoritative sources and evaluate them based on who is issuing the data. The best guidelines are the standards of reliability and reputation you apply to print

facts. Toastmaster Dr. Patricia Ann Brock of New Jersey finds the Internet meets her needs for solid sources and uses it often.

"As a culture and language consultant, my speaking invitations take me around the world," Brock says. "The Internet has been an indispensable source of information." At a recent speech, for example, about culture and language training at the University of Maine, she pointed the audience to reliable cultural sources, including gopher://latino.sscnet.ucla.edu to learn about Hispanic culture, and <http://www.metu.edu.tr> for information on Turkey.

Shortcuts to Success: For facts, an effective starting point is the Infoseek search engine's Fast Facts at <http://guide.infoseek.com/reference?pg=for>. From this menu, you can connect to directories, factbooks, ZIP codes and much more.

- Keep in mind that if the source of factual data is omitted, the data is questionable.
- Another fact-rich site is Reference Resources at <http://www.princeton.edu/main/otherlib.html>.

3. TELLING THE TALE

Stories, fables and tales abound on the Net. While authoritative sources are important for facts, you may be on the trail of a pertinent story. That's often the case with Rudolph A. Krutar, a CTM in Fort Washington, Maryland.

"As Sergeant-at-Arms I open most meetings," he says. "In announcing the meeting theme, I sometimes tell stories. I usually find the story by searching the World Wide Web or by lurking in **news:rec.humor.funny**." That moderated newsgroup claims more than 450,000 readers internationally, with fewer than 10 percent of the submissions making the grade.

While looking at newsgroups, peruse **news:alt.org.toastmasters**

for a lively exchange of ideas among Toastmasters. Other useful sites include Storyteller's Sources on the Internet at <http://users.aol.com/storypage/sources.htm>; African Story Lines at <http://www.netnoir.com/emp/edu/story/index.html>; and Aesop's Fables at http://www.editr.com/library/txt_fables.htm.

Shortcuts to Success: Compare story versions at different sites to find the one best suited to your message.

- Print favorite stories; Net sites may disappear, leaving you wishing for a copy.

4. COMMUNICATE TO LEARN — WHILE HAVING FUN.

When you need those in the know, e-mail can connect you. "I have found e-mail fantastic for contacting Toastmasters headquarters in California," says Toastmaster Ian McDonald. "Being in Fremantle, Western Australia, it removes the time, distance and cost barriers of being so far away."

E-mail certainly offers a quick and inexpensive way to ask questions and share ideas. More private than newsgroups, e-mail goes only to those you choose. To find e-mail addresses for individual Toastmasters, try your favorite search engine under the subject Toastmasters. Then scan the sites for e-mail addresses of officers who can put you in touch with others in that club.

Shortcuts to Success: Check Web pages for links to similar sites and follow the trail to more information.

- Consider creating Web pages for your club and yourself.
- Check with your Internet provider to see if it offers easy instructions for designing Web pages.

5. INTERNET NEWS=THE CUTTING EDGE


The Net's greatest strength may be its ability to communicate news without delay. CNN, USA TODAY, Reuters and other news services vie

for readers' attention by producing winning sites. Check the resources of CNN at <http://www.cnn.com>, USA TODAY at <http://www.usatoday.com> and Reuters at <http://www.reuters.com>.

To search for online newspapers, try the newspaper section of the Yahoo search engine at <http://www.yahoo.com/news/newspapers>. Under regional newspapers, there is an outstanding selection, including international papers. Online magazines offer current information too. Start with *electronic news stand* at <http://www.enews.com> to connect to more than 2,000 free Net magazines. Search by magazine title or general subject, browse through the titles and customize an online path to your personal favorites.

Shortcuts to Success: Some sites, such as *The Times* (London) at <http://www.sunday-times.co.uk>, require registration. Choosing a user name and password you already use will save your memory for better things.

- International publications may take a different slant from U.S. sources and provide an interesting twist for speeches.
- Scan a few online news sources daily to spur speech and business ideas.

When you put the Internet to work in helping you communicate, you will quickly build a site databank of sources. Keep a file of key sites related to favorite topics and regularly add to the list. Soon you will be searching the Net at record pace, making speech writing more fun. But another result of your Internet adventure is equally important: building friendships with Toastmasters and other interesting people around the world. 

.....
Dr. Pamela Palmer is an information specialist and freelance writer. She frequently writes about the Internet.

How to Contact Toastmasters Headquarters Via E-Mail

Information about Toastmasters and a list of all the meeting times, locations and phone numbers for all clubs in the world is available at the Toastmasters Web site at: <http://www.toastmasters.org>.

You can also send electronic mail to the following department managers:

STAN STILLS — sstills@toastmasters.org

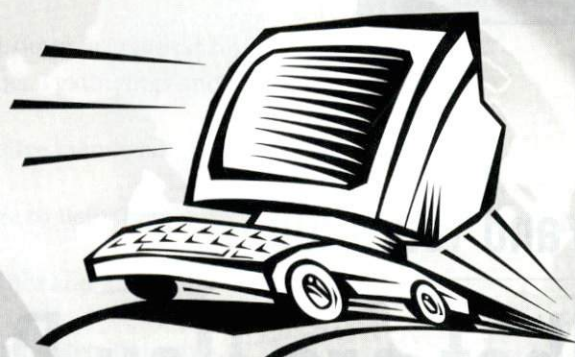
– for district administration issues, regional conferences, the Toastmasters International Convention, and the Smedley Memorial Fund.

NANCY LANGTON — nancyl@toastmasters.org

– for club and international bylaws questions, semi-annual reports, club account issues, club officer lists, and proxies.

DANIEL REX — drex@toastmasters.org

– for new member applications and new member kits, new club organization, low membership clubs and membership building, the Club Specialist program, supply sales, etc.



SUZANNE FREY — sfrey@toastmasters.org

– regarding *The Toastmaster* magazine, public relations and address changes.

DEBBIE HORN — dhorn@toastmasters.org

– for CTM, ATM and DTM applications, Success Leadership, Speechcraft and Youth Leadership registrations, the Distinguished Club Program, speech contest information, and the Accredited Speaker Program.

For Professional Speakers Only

(and those who want to be)

This is the title of the newest and most complete book available for those who want to pursue speaking beyond the "freebie" stage. It was written by MIKE FRANK, C.P.A.E., past president of the 3500 member, National Speakers Association, veteran of over 3000 speeches himself and owner of one of America's oldest and largest speakers bureaus.

The book has been endorsed by: ZIG ZIGLAR, ART LINK-LETTER, ROCKY BLEIER and over 25 other top professional speakers, including many Toastmasters award winners. It includes information on creating your marketing brochure, your video demo tape, how to work with speakers bureaus,

setting your fees, and includes over 130 stories by more than 70 top professional speakers on their most unique experiences in the speaking business.

THIS BOOK IS A "MUST" IF YOU ARE SERIOUS ABOUT PROFESSIONAL SPEAKING, EITHER PART-TIME OR FULL-TIME. Here is your chance to take advantage of Mike's 29 years experience in this business.

ORDER FORM

Name _____
 Address _____
 City _____
 State or Province _____
 Country _____ Zip/Postal Code _____
 Phone: () _____ Fax: () _____

Send the book. My check is enclosed, as follows:
 U.S. \$24.95
 Canada/Mexico \$26.95 USD
 Other countries \$30.95 USD

Send a more detailed brochure which includes testimonials

**MAIL AND MAKE CHECK PAYABLE TO:
 MIKE FRANK • Box 27225 • Columbus, Ohio 43227**



You and Your Club:

What are You Doing To Build Membership?

These simple membership-building tasks will require very little of your time.

Sure, you believe in Toastmasters. And, yes, you'd like to see membership and involvement increase. And most certainly, you endorse your club's membership drive.

But what commitment have you made to increase membership and involvement? Since membership development usually comes down to one member inviting another, increased membership is ultimately your responsibility.

The more involvement you maintain in membership activities throughout the year, the more likely you'll help swell the ranks of your members – and make Toastmasters International a more vibrant organization.

Take this brief quiz to determine just what you're doing to foster increased membership right now. Each question refers to a desirable involvement-building habit. Your response to each question will be the frequency with which you practice the habit: often, sometimes or rarely.

Be honest: how many of the listed activities do you perform often or sometimes? If you put just six of these activities into practice on a regular basis, you're doing your club a tremendous service – and you may already be quite successful in identifying and involving new members.

If you practice these activities only rarely, pick a half-dozen that you can make part of your professional life each month. Just six. If you pursue these activities regularly – and you're firm in your follow up with prospective members – you'll enlist the involvement and enthusiasm of your peers. And you may make a few new friends in the process.

These simple membership-building tasks will require very little of your time. But this very modest investment of time will pay tremendous dividends to your Toastmasters club, your colleagues and yourself – for years to come.

Now, the quiz:



Richard G. Ensman, Jr., is a business writer based in Rochester, New York.

Membership Building Quiz

| | OFTEN | SOMETIMES | RARELY |
|--|--------------------------|--------------------------|--------------------------|
| 1. I clip articles from <i>The Toastmaster</i> magazine of interest to members and pass them along. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I mention my club activities in my conversations with business acquaintances. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I invite peers and colleagues to visit my club meetings, social gatherings and conferences. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I make at least one telephone call each month to prospective members, inviting them to visit a club. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. When a friend or colleague becomes involved, I make sure to help them out and answer any questions they may have. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. I keep promotional material about Toastmasters in my office and distribute them whenever the opportunity arises. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. I tell my friends and colleagues about the benefits of Toastmasters training and explain how to obtain them. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. I offer ideas and advice on membership recruitment to the club's membership committee. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. I offer my own informal orientation to association members I recruit. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. I'm careful to respect the time commitments and obligations of my new members. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 11. I introduce new members at meetings. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 12. I keep a running log of prospective members, packed with information about their needs and concerns. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 13. I maintain contact with my new members and make sure their clubs are positive ones. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 14. When I'm not successful at recruiting a new member, I question him or her to find out why, and ask how the club can meet their needs. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 15. When I find a prospective member who has leadership potential, I act as their mentor. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 16. I keep track of membership-boosting strategies suggested in Toastmasters International's publications and try to put them into practice. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 17. I keep my ears open for successful membership development activities of other associations. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



40+ Hottest Businesses You Can Run From Your Home With A Computer!

Special FREE Report Now Available—The report consists of 3 hours of cassette tapes plus complete detailed information on the 40+ best home businesses that a couple or individual can run from their home with a computer.

This is the seventh yearly report just completed by Computer Business Services, Inc. (CBSI), the world's largest resource for in-home computer business equipment and systems. This special report will tell you • What home businesses are working—where • What equipment you will need—and where to get it • What you will do • Which businesses you can start part time and still retain your present job • What your costs will be • Where you can get financing • Where to get training you will need • How to market yourself, your services and products when you work from your home • What your potential is for growth.

Call: 1-800-343-8014, ext. 2986

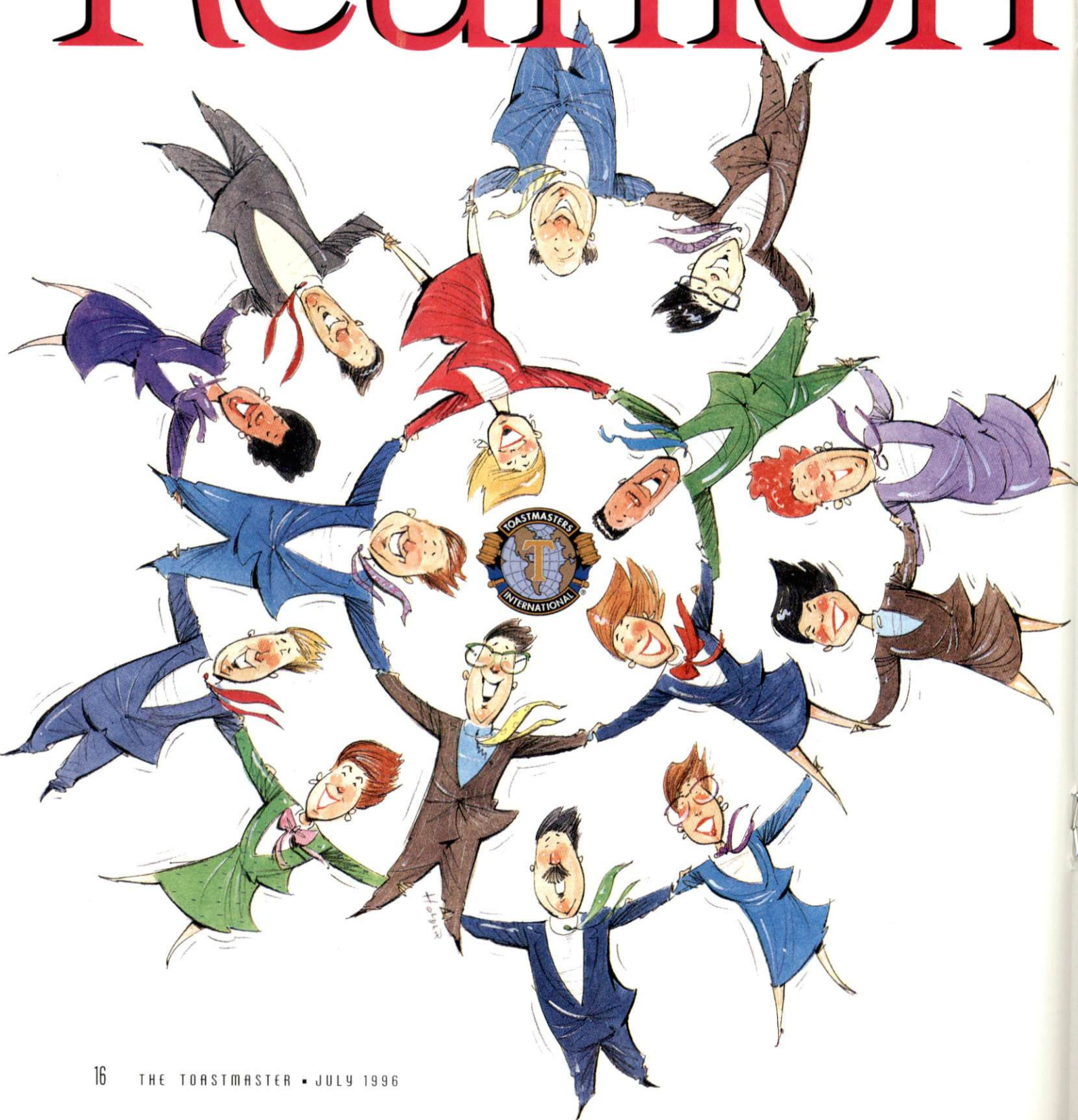
Get your personal FREE REPORT.

Don't start or expand your business until you have seen this new report.

Or Write: Computer Business Services, Inc., CBSI Plaza, Ste. 2986, Sheridan, IN 46069



Plan a Club Reunion



Give pep and prominence to your past, present and future!

BY PAMELYN CASTO, CTM ■ ILLUSTRATION BY JIMMY HOLDER

DO YOU WANT TO ATTRACT GUESTS and new members to your club? Would you like to make your community aware of your club's activities and benefits? Do you wish to rekindle the enthusiasm in current members?

To celebrate our club's 40th anniversary, we wanted to do all that and more – something really special, something quite out of the ordinary. After an intense brainstorming session, we hit upon the perfect plan. A reunion meeting! With a lot of preparation and hard work (really a labor of love), we turned our dream of a reunion into a reality. And our reunion was nothing short of electric! We attracted nearly 30 guests, including a newspaper reporter who came to cover the event. Camera flashes lit the room and the excitement was palpable. Our speakers were superb, our guest speaker was dazzling, and our visitors, ex-member guests and current club members were in finest form. Because our reunion was so successful, we want to share our strategies with other Toastmasters so that more clubs can enjoy a similar evening. When you add your ideas to ours, your reunion could be extraordinary!

A reunion meeting is a great way to increase membership, add energy to the atmosphere of your club, and revitalize current member commitments. Not only does a reunion allow you to meet former members who helped make your club the success it is, but it often rekindles memories in former Toastmasters of their own productive and exciting days of membership. Many rejoin as a result! Guests are so impressed with what they see that many of them will want to become members as well. And of course current members benefit.

"A reunion meeting is a great way to increase membership, add energy to your club, and revitalize current members."

Not only do they get to facilitate and participate in an exciting event, but they also have the chance to rub elbows with former members who are, presumably, seasoned speakers.

A reunion meeting doesn't have to coincide with an anniversary – you can have one almost any time and for almost any occasion. For instance, you can have a reunion in conjunction with a membership drive or you can hold one as a New Year's kick off. Nor does your club have to be terribly "long in the tooth" – being an older club merely gives you more ex-members to work with. Any club older than four or five years has enough past members to set the reunion in motion.

REACH FOR THE BEST

They say that the one who goes out on a limb often returns with the finest fruit, so dare to take risks that will make your reunion a bountiful occasion. Plus, doing something out of the ordinary makes you newsworthy, so your reunion is the perfect opportunity to seek publicity that will increase public awareness, attract curious guests, and draw potential new members.

Contact newspapers the moment your plans are set so they can reserve a reporter to cover the event. In addition to notifying the newspapers, our club also approached our city mayor. He went on cable television and officially declared our anniversary week Arlington Toastmasters Week! We also arranged for an interview on our local cable television station so we could discuss our upcoming celebration as well as the benefits of joining Toastmasters. And we enlisted our newsletter editor to create a special historical issue for publicity purposes and for giving to guests the night of our reunion.

We also decided to honor a non-Toastmaster community member who exemplified excellence in communication, leadership and community involvement. We found just the right person in a much-admired local philanthropist who is receiving national recognition for his generous community work, his untiring civic involvement and his substantial monetary contributions. This remarkable humanitarian, who also happens to be an exceptionally gifted speaker, was recently asked to appear on the Oprah Winfrey show. He had to turn Oprah down, but said yes to us. We were delighted! His speech dazzled everyone in the room and we presented him with a beautiful plaque for helping to make our celebration so special.

So don't be afraid to ask! The worst that can happen is a polite "no thank you." But you just might be amazed and delighted at who's willing and happy to accept the opportunity. Your community no doubt has many suitable honorees. Consider inviting your mayor, a local radio or television personality, an award winning teacher, a news journalist, a sports figure, or even a celebrity who is scheduled to be in your area on other business. Remember that when you invite a prominent guest speaker to your meeting you will also have to arrange for extra seating, since such people attract guests in their own right, especially when you publicize your event.

LET EX-MEMBERS STEAL THE SHOW

Despite any presence of celebrities, the main people who will make your reunion a guaranteed success will be your club's former members. Pull out your old club rosters and contact them at least a month ahead of time. (Incidentally, a roster of charter members can be obtained from World Headquarters for a small fee.) And for a really fun-filled, educational meeting, let your ex-Toastmasters take on meeting roles! Feature them as speakers, evaluators, or even as Toastmaster of the meeting or Table Topics master. But carefully select each of your major participants for his or her ability to do an exceptional job, since a reunion is a very special occasion. Pay attention to diversity in personality and speaking styles, and let your speakers select their own topics in order to give full scope to their passion and creativity.

Once you have your major participants lined up, invite other former Toastmasters as your guests, making sure they are given the opportunity to speak and participate. Issue invitations to your district dignitaries, and don't forget to invite the spouses or "significant others" of your club members and guests.

If your meeting features former members on the program, ask current members to attend to such tasks as providing introduction material, making follow-up or confirmation calls, creating the agenda, handling decorations and arranging publicity and photography. They also can serve as greeters to make guests comfortable and welcome, arrange for certificates of appreciation and thank-you notes, tend to last-minute additional seating, and arrange for extra servers to be on hand if your meeting is held in a restaurant. Or they can arrange for food and drink if you don't meet in a restaurant. They can also find a special meeting place for your reunion if your usual location is too small to accommodate a large number of guests. Assigning various jobs to current members not only lets them know they are an integral part of the event, but it also helps ensure that Mr. Murphy of Murphy's Law fame – "whatever can go wrong, will go wrong" – will not be in attendance!

SEIZE THE MOMENT!

Preparing for and staging a club reunion provides unique opportunities for improving the present state of your club as well as its future. To ensure that your reunion is of the red-letter variety, take advantage of opportunities that come your way to make your club better than ever. For instance, when we began contacting ex-Toastmasters, we found that we were inundated with fascinating information about our club. We discovered how our club got its number and learned about our various meeting places during the past 40 years. We also found out that our club has been home to some very prominent people – one who has gone on to

become a professional speaker and another who is a current Texas senator!

We decided to capture this information in a scrapbook for display during the reunion. In it we also included lists of officers, memorable and unusual meetings, speech competition winners, exceptional testimonials or anecdotes, newspaper articles, club trivia and practically any other interesting material we came across. Of course our scrapbook was filled with photographs that we managed to borrow from members and ex-members. The scrapbook served as a natural conversation piece; everyone was delighted to see themselves featured and remembered. And there are possibilities for the future in such a scrapbook! You can begin the tradition of appointing an official club historian whose main task is to maintain your scrapbook, making this appointment a regular part of

your slate of officers each term. His or her duties can also include taking photographs for the scrapbook at every important event, which also will help provide the Vice President Public Relations with publicity shots.

Look for opportunities of creating a better future for your club as a result of your reunion. Encourage former members

to share their favorite club memories. Maybe the club did something in the past worth revitalizing. If your club is an older, larger club, you might make a reunion an annual, bi-annual, or five-year tradition. Or you might make an annual tradition of honoring a non-Toastmaster in a formal ceremony. You might also invite former speech contest winners to return for a special show, especially near contest time so that your current members can get a better sense of what works in competition.

But the one opportunity you don't want to let pass you by is the opportunity to remain in contact with your club's former members. After the reunion has come and gone, continue to stay in touch via an occasional brief note or a phone call (and include these ex-Toastmasters on your newsletter mailing list.) After all, previous members will have met your current members by attending your reunion and they will be even more interested in the activities of people they know. Such contact allows ex-members to keep up with what's going on in your club and reminds them that they are always welcome to return.

These are just a few of the reunion ideas Arlington Toastmasters came up with to celebrate 40 years of supportive, creative and professional meetings. When you add your ideas to ours, there's no telling what will be the result! However, if you decide to hold a red-letter reunion, heed these words of warning: Be prepared for an increase in membership, a sensationally successful meeting, and an amazingly productive future. **T**

Pamelyn Casto, CTM, is a member of Arlington Club 1728-25 in Arlington, Texas.

*"Look for opportunities
of creating a better future
for your club as a result
of your reunion."*

Complete the Puzzle

Annual Membership Program

JULY 1, 1996 THROUGH JUNE 30, 1997

Complete the Puzzle

You're an important piece in the puzzle that makes up your Club's membership. Toastmasters come from all walks of life, and each brings valuable contributions to your Club. Adding new members will improve your Club.

Yes, *you can* sponsor five, 10, or 15 members! It may sound challenging, but think about how many people you know.

Start by inviting a neighbor, friend, or coworker to your next Club meeting. You enjoy the meetings – so will they! Use your creativity to come up with other ways to reach people. For instance, ask your employer to put a flier in employees' pay envelopes.

A **Complete the Puzzle** pin is your recognition for sponsoring five new members. Your reward is the satisfaction of seeing the new members improve while the Club benefits.

Add 10 pieces to the puzzle and receive the **Gold Star** pin.

A **Toastmasters Necktie or Ascot Scarf** goes to those sponsoring 15 or more members.

Don't wait – get involved now!

Just a few More Pieces

New puzzle pieces are a way of adding life, variety, and style to your Club. Pieces are sometimes lost and need to be replaced. Fortunately, you probably don't need a whole new puzzle, just a few new pieces to fill in the gaps.

How many pieces does your puzzle have? If your answer is fewer than 20, it's time to re-cut the puzzle! A Toastmasters Club is most beneficial when it has a least 20 members.

Reach 20 members during the next year and you'll earn a ribbon for display on your Club's banner and 300 Distinguished Club Program points. If you already have 20 members, you'll qualify if you increase your total by five during the 1996-1997 year. For example, if your Club's initial membership count is 17, you need only have a final membership count of 20! If you have 11 members, reach 16! If you have 20 members, reach 25!

Clubs that achieve in this program will automatically be recognized by Toastmasters International at the end of the year.



Would you like to be a better recruiter? Ask World Headquarters for a copy of *From Prospect To Guest To Member* (Catalog No. 108), an informative booklet that teaches members to be effective recruiters.

Toastmasters International

P.O. Box 9052 ■ Mission Viejo, California 92690 ■ (714) 858-8255 ■ Fax: (714) 858-1207

Everyone deserves a second chance!" That's how I ended my speech at the 1995 World Championship of Public Speaking last August in San Diego, California. When I ponder those words, my mind rushes back to the time, two years earlier, when, as a new Toastmaster, I found myself in a battle for my life.

It was June 21, 1993, the first day of summer. I was in the parking lot of a grocery store, returning to my car. Before I could get in, I felt a sharp pain in my chest, like that of a hammer blow. I knew I was losing consciousness and called for help. After being rushed to a nearby hospital, I was diagnosed with Multiple Pulmonary Emboli (blood clots in the lungs) and congestive heart failure. To complicate matters, three clots had made their way into my heart. My life was clearly in danger.

communication. In fact, by March of 1994, I was unintentionally entered in the International Speech Contest! Here's how it happened: At my home club, Reader's Digest Toastmasters in New York, I was scheduled to be the target speaker in our Evaluation Contest. But one of our club members was unable to participate in the international speech contest because he had to attend a meeting. (Such are the hazards of being in a corporate club!) I was asked to take his place

When my name was not called, I was a little disappointed, but I knew I had done my best. I determined right then that I would try one more time to win the title of World Champion. I wanted a second chance, and one year later, that chance came.

The road to the 1995 World Championship was, above all, educational. The lessons that I learned are simple, yet powerful. They took me through five levels of competition and again to the World Championships, to my second chance. Here is what I learned while I was on that road:

1. HAVE FUN!

When the subject of your speech is something you feel passionate about, you will be at ease presenting it. Every speech project, from the Ice Breaker to the 15th ATM-S presentation, should be an enjoyable

A Second Chance

Two visits from the hospital chaplain, while in the Critical Care Unit, confirmed that. Over the next two days I passed out three more times, but because of the efforts of a skilled team of physicians, some potent medication and much prayer, my life was spared. My journey back to my familiar lifestyle took several months, but I am thankful because I got a second chance at life!

My second chance allowed me to continue my quest for excellence in

and I agreed to do so. Then I won the contest, kept winning, and eventually found myself competing in the World Championship on August 20, 1994, in Louisville, Kentucky.

What a memorable experience! I can still hear International President Pauline Shirley's words: "Ladies and gentlemen, the first place winner of the International Speech Contest, and the World Champion of Public Speaking for 1994 is... Morgan McArthur!"

experience. When you feel what you say, believe what you say, and share from your heart, it is fun!

2. GO TO THE VIDEO TAPE

Video tapes are valuable tools. I reviewed video tapes of the World Championships from 1989 to 1994, my district and regional contests, and rehearsals of my previous speeches. My children often joined me as I sat in front of the TV set, and we looked, listened and learned together.



Mark Brown receives his winning trophy by International President Ian Edwards at the World Championship of Public Speaking last August.

Champion of Public Speaking. He responded to my questions by helping me answer them myself. Because of his mentoring, my thought process was made more acute and my writing skills improved dramatically.

Toastmasters International is dedicated to "Better Thinking, Speaking, Listening." A good mentor will help you grow in all these areas.

5. BE FLEXIBLE

Be willing to change. If something about your presentation does not work, be ready to modify it, and flexible enough to replace it, if you must. On August 2, just 17 days before the World Championship, I scrapped the speech that I had diligently worked on for six weeks. I did not feel that my original speech was my best offering. Why? There are 10 Toastmasters Promises, the second of which is the promise "to prepare all of my speeches to the best of my ability." Making so drastic a change was a risk, given the circumstances, but it was a risk I had to take. I knew in my heart it was the right thing to do.

Being a speech contestant provides a great learning opportunity, win or lose. When the contest is over and the dust settles, you may find yourself an "also-ran" (as I did in 1994) or a champion. But whatever the outcome, the educational benefits are long lasting, and they apply outside the Toastmasters arena.

The International Speech Contest is over for me, but the lessons I learned continue. I am a much better communicator from having learned them and they help me tremendously to grow as a speaker. Coupled with the unwavering support of my family, these lessons prepared me to be my best at the World Championship, and to take full advantage of my second chance. **T**

Mark Brown. ATM, the 1995 World Champion of Public Speaking, is a member of Readers Digest Club 3605-46 in Pleasantville, New York.

ance

As often as possible, video tape your presentations. They will reveal your weaknesses and strengths. Obtain copies of presentations by successful professionals and learn from their strengths. Video tapes are a wise investment of your time and money; you will gain a keen sense of what to do and what to avoid.

3. DO IT AGAIN

Rehearsals are necessary for delivering a polished presentation, so speak to as many different groups

of people as possible. Consider presenting your speeches to your family, neighbors, friends and co-workers. And visit other Toastmasters clubs. I went to clubs in New York City, New Jersey, and even as far as Newark, Delaware, to present my speeches and receive feedback.

4. TALK

When you speak to various audiences, you are guaranteed to get diverse evaluations. Seek wise counsel from experienced Toastmasters and friends who give good advice. Find a mentor – someone who will guide you and help you to sift through the maze of well-intentioned suggestions to find the ones that will aid your growth as a speaker.

Wise counsel came to me from the man I call "The Master Mentor": David Brooks, DTM, the 1990 World



The Way We Were

When Tough Times Prevail, So Do Toastmasters!

For more than 70 years, Toastmasters clubs have been meeting around the globe – and not always in the most auspicious of circumstances. Sometimes the club's host country is just emerging from political and economic changes. Volatile nations such as Russia, Ethiopia, Turkey and India have one or more Toastmasters clubs, and recently a new club chartered in Beijing, China. (See photo, page 29.)

People also have met as Toastmasters in times of war. During the years of United States involvement in Vietnam, for example, a number of imprisoned American soldiers formed the "Hanoi Hilton" club to communicate their thoughts and hopes for the future. Circumstances being what they were, the club couldn't be officially chartered (although it received a ceremonial charter many years later), but the "Hanoi Hilton" club did serve an important purpose in keeping the men focused and unified.

Here's the story of another prisoner-of-war group who banded together for Toastmasters fellowship and to keep themselves mentally and emotionally agile. While this "Toastmasters club" also never was officially chartered, its existence is a tribute to the resourcefulness and

During the final days of World War II, a group of POWs formed a Toastmasters club and kept their morale alive.

determination of Bob King, the young lieutenant who was familiar with Toastmasters principles.

Bob King liked to visit his father's Toastmasters club in Los Angeles whenever he could, but his fulltime job as a forest ranger in a remote area of the San Bernardino Mountains kept him from becoming a member.

After December 7, 1941, Bob's chances of becoming a Toastmaster became even less likely. Like so many young men of the time, he immediately enlisted in the Army. Three years later, on December 19, 1944, Bronze Star recipient Lt. King and a number of other American servicemen were taken prisoner by German troops during the Battle of the Belgian Bulge.

Once the prisoners were separated according to military rank, Lt. King and his fellow officers were sent to a camp intended for Russian prisoners at Bad Orb, Germany, and

then by box car to another prison camp near Hammelburg, called OFLAG XIII B. As an article in the 1946 issue of *The Toastmaster* would later comment, this camp was "no pleasure or health resort."

During the first weeks of privation and anxiety, Lt. King realized that both he and the other men needed an activity to distract them and perhaps even raise their morale. Then he remembered his father's Toastmasters club meetings and resolved to organize a Toastmasters club in the prison camp.

The first meeting was held on February 6, 1945. The Toastmaster of the Meeting, Captain Kline Roberts, introduced Secretary King, who proceeded to explain the aims of their club and the order of the meeting. A number of three-minute impromptu speeches followed, each one evaluated by a different "critic," then a six-minute speech, and finally a 12-minute presentation by

Speaker of the Meeting, Captain Francis Conroy, on the subject of "Your Life After the War." After the grammarian's report from Chaplain Rowland Koskamp, it was moved that the meetings be held earlier so that members could return to their barracks in time for the 15:00 hours bread ration.

Conditions permitting, OFLAG Toastmasters continued to meet on Tuesday and Friday afternoons in the administration building of the camp's American block. Each Friday the Toastmaster for the following week was selected by popular vote. His duties included selecting the speakers, evaluators, and impromptu speaking topics.

The program was ambitious: in addition to the impromptu speakers, a six-minute speaker, a twelve-minute speaker and their critics, an "evening critic" presented a general evaluation before adjournment. By the third meeting, however, the prisoners decided to shorten the schedule because of the extremely cold temperatures in their drafty meeting area.

What did prisoners of war find to talk about? More than 50 years later, topics such as "How I Would Run a German Prison Camp in the United States," "If I Were Made Mess Officer of OFLAG XIII B" and "How I Handle My Monday Bread Ration" have a satirical ring to them. Others, including "My Town," "Showing My Aunt Tessie the Nation's Capital," "My Favorite Radio Program" and "My Happiest Moment," suggest feelings of homesickness and nostalgia.

But the men also turned their thoughts to the future. In the minutes kept by Secretary King, topics such as "What I Shall Do When I First Debar in the United States" and "Postwar Planning" appear frequently. And it is interesting to



Illustration by Chris Murphy

speculate on the content of a March 16, 1945, speech titled, "Looking Forward 50 Years."

As time passed, many of the meetings were canceled or moved forward due to an increasing number of air raids. Then, on March 27, a severe bombing put an end to the possibility of any more meetings. For 35 days, the prisoners were marched 285 miles to another camp near Munich. During that difficult trek, Lt. King was frequently tempted to lighten his burden and discard the record book containing the club's minutes. But exhaustion was not the prisoners' only concern. At Nurnburg, Chaplain Koskamp and another man were killed during a bomb attack.

Some days later, upon reaching their destination, word circulated that Allied troops were close by, necessitating an evacuation of all prisoners to Berlin. Before this could happen, however, American soldiers took command, and on May 2, 1945, Lt. King and the other surviving men were liberated.

Upon Lt. King's return to Los Angeles, his father learned about the OFLAG Toastmasters and asked to look through the minutes book. One month later, in June 1945, King Sr. privately published a limited edition of the minutes, with the following dedication:

"Printed as a tribute to those American officers, who, amidst Nazi brutality and starvation, were still determined to carry on, keep up their morale, and not permit their will to be broken, and as a memorial to their departed brothers, whose memories live on in the America they have saved."

Even in the most adverse of circumstances, people have met – and continue to meet – for Toastmasters fellowship. But this shouldn't surprise us. During times of adversity, enhanced communication cheers, encourages, heartens and inspires. And when those times of adversity at last come to an end, the bonding people have shared provides a foundation for the rebuilding that will follow. **1**

LET THERE



BE PEACE

Simple suggestions for nurturing serenity and tranquility in daily life.

By Victor M. Parachin

During one hot, dry summer in Southern California, a brush-fire swept through Topanga Canyon, a suburb of Los Angeles, and destroyed 200 homes. Through newspaper reports, Norman Vincent Peale, a famed New York City minister and author, realized that one of the homes belonged to a friend of his. Dr. Peale called offering sympathy: "I'm sorry to hear that your house burned down."

Expecting that his friend would be traumatized about the fire and his losses, Dr. Peale was astonished when his friend sounded at peace about the tragedy: "Yes, the house did burn down, but my wife and children are safe, and we're all just as healthy as we were before," he said. "All that we lost were some material things - they can be replaced." After thanking Dr. Peale for his call of concern, the man concluded by saying: "Call me when I have some real trouble."

Obviously, Dr. Peale's friend knew how to remain serene and tranquil in spite of losing his house and belongings. However, most people would not be as calm and composed when faced with a similar loss. In fact, many experience life as a series of frenzied, feverish and frantic events - phones ring, the traffic is heavy, an employer is unreasonable, a customer is rude, a personal or professional crisis arises - all such events seem to squeeze out a sense of personal peace in daily life. "The world is too much with us," wrote poet William Wordsworth in the 1800s. Yet, life can and should be much more than trials, troubles and the crowding of activities. It is possible to experience personal peace in spite of the demands of daily life. Here are some simple suggestions for nurturing serenity and tranquility:

■ **MEMORIZE THE SERENITY PRAYER.** In 1928 Reinhold Niebuhr became a professor at New York's Union Theological Seminary. Although he would write many books on ethics and theology, he is best remembered for his serenity prayer: "God give us grace to

accept with serenity the things that cannot be changed, courage to change the things which should be changed, and the wisdom to distinguish the one from the other."

Commit this peace-producing prayer to memory. Repeat it daily and whenever you experience inner turmoil. Judy, 37, the owner of a growing but struggling business, has the serenity prayer written on a sheet of paper taped on her bathroom mirror. "Having the prayer taped on the mirror is a healing symbol for me. As I wash my face, I also 'wash' away all my anxieties and worries," she says.

■ **TAKE TIME OFF FROM THE WORLD.** Remember this wisdom from writer Maya Angelou: "Each person deserves a day away in which no problems are confronted, no solutions searched for. Each of us needs to withdraw from the cares which will not withdraw from us," she writes in her book, *Wouldn't Trade Nothing For My Journey Now*. Some effective ways of withdrawing temporarily from everyday cares and concerns include spending a few hours in a botanical garden, a day alone hiking along a mountain trail, or an entire weekend at a spiritual retreat center.

■ **DROP WORRY.** "Worry is spiritual nearsightedness, a fumbling way of looking at little things and of magnifying their value," declared Anna Robertson Brown, a 19th-century writer. Interestingly, the word worry comes from the old Anglo-Saxon verb *wyrgan*, meaning to choke or strangle. Worry is an "emotional weed." Left unchallenged, it spreads quickly, strangling and choking the inner life. Worry diminishes an individual by making opponents stronger and problems larger than they really are. Worry drains energy, reduces confidence, heightens fear and crowds out positive thought and action. Drop worry by beginning to live one day at a time. When troublesome issues arise, remind yourself that you have - or can find - all the resources necessary to deal with them.

“Worry is an

*‘emotional weed.’ Left
unchallenged, it spreads
quickly, strangling and
choking the inner life.”*

■ **STAY CALM.** Buddhist writer Thich Nhat Hanh offers this powerful insight in his book, *Love In Action*: “Without our doing anything, things can sometimes go more smoothly just because of our peaceful presence. In a small boat when a storm comes, if one person remains solid and calm, others will not panic, and the boat is more likely to stay afloat.” In a similar way, when we practice remaining calm, even in the face of great personal pressures and crisis, we stabilize ourselves emotionally. Replacing panic with calm also helps us recognize the correct path to take and direction to move.

■ **BEGIN EACH DAY WITH AFFIRMATIONS.** Affirmations are short, simple and positive statements about your goals. They are repeated daily and silently. Many people find that by reciting affirmations the first thing in the morning, they lay the right foundation for everything that follows throughout the day. The affirmations become a spiritual anchor helping to maintain balance and stability, no matter what events emerge. Of course, starting each day with affirmations will mean rising a little earlier – but even 20 minutes spent reciting positive, uplifting thoughts can make a great difference. Here are some “peace” affirmations to use:

I begin this day with gratitude, joy and peace.

I choose to see myself as peaceful, whole and complete.

I am in the right place, at the right time, doing the right thing.

I am constantly increasing my awareness of peace.

I live in harmony and balance with all those around me.

■ **PRACTICE HOSPITALITY.** Maintain an open house in your heart for other people, especially those who are less fortunate and more distressed; those whose resources are decreasing while their burdens are mounting. Create space in your life for them by responding with kindness, compassion and practical help. Do whatever you can to fuel hope in their lives. Consider the creative example of a prominent U.S. senator and his wife: The couple celebrates their birthdays each year, a week apart, by hosting a party for a roomful of underprivileged teenagers. Although they both have very hectic, packed schedules, they make time for such acts of kindness. The couple considers these kinds of charitable activities extremely important because they directly help others and, indirectly, result in nation-building. The human heart always grows with satisfaction and peace whenever we reach out to help another person.

■ **BE A GOOD NEIGHBOR.**

Physician and author Bernie S. Siegel from New Haven, Connecticut offers this insight: “I have spent a lifetime among wonders of modern medical treatment. But the greatest lesson I have learned is the answer to one of the most intriguing

questions anyone can ask: How can you be happy for the rest of your life? The answer is simple: Do something for someone else out of love.”

One way to act on Dr. Siegel’s advice and nurture greater inner peace is by offering your assistance to people in the neighborhood. Lucy, 33, a suburban Chicago mother of two pre-schoolers, does grocery shopping for an elderly couple who lives on her street. “It only takes me an hour a week and I feel so good about doing it,” she says. At other times Lucy drives the elderly couple for medical appointments. “By doing this I’ve made two terrific friends. While my driving and errand running does help them out, I feel I’ve benefitted much more. I can’t begin to describe how much joy doing this has brought into my life.”

■ **AVOID SELF-PITY.** Do not be seduced by the temptation to feel sorry for yourself because you don’t have a better job, make more money, have a larger house, drive a newer car or aren’t as successful as your neighbor. Minister and author Charles Swindoll makes this observation: “Self-pity... cuddle and nurse it as an infant and you’ll have on your hands in a brief period of time a beast, a monster, a raging, coarse brute that will spread the poison of bitterness and paranoia throughout your system.” If you are tempted to feel sorry for yourself, try eliminating self-pity by adopting a technique that worked for the late actress Joan Blondell. She used a common kitchen timer to pull herself out of a self-pity session. “I set the time for six and one-half minutes to be lonely, and 22 minutes to feel sorry for myself. And then when the bell rings, I take a shower, or a walk, or a swim, or I cook something – and think about something else,” she explained.

Finally, remind yourself that true inner peace is not the absence of conflict in life. Rather, inner peace is a state of mind. Women and men who enjoy great serenity and tranquility are those who maintain a disposition for benevolence, optimism and hope. **1**

.....
Victor M. Parachin, a regular contributor to this magazine, is an ordained minister, freelance writer and author of many books, the most recent being *Ties that Bind: How to Remain Happy as a Couple After the Wedding*. He lives in Claremont, California.



By Mark Majcher, ATM

Toastmasters Share Their Lessons Learned

Catch the Experience

YOU'LL BE LESS LIKELY TO HAVE MEETING ATTENDANCE fall off during the summer months if you keep your meetings bright, lively and continually changing. Why not try some tips from your fellow Toastmasters?

This is a forum for sharing ideas and "lessons learned" with each other. In last month's issue we shared some tips from fictitious Toastmasters. But what we really want is to hear from you, the reader. So send your favorite tip, word-of-mouth strategy, or lesson learned. In the meantime, here are some more examples – although the Toastmasters are still fictitious, the tips are definitely factual!

■ *"The Toastmasters experience can be taught, but is better when caught. I had read all the books and fully understood the basics about public speaking, but it wasn't until I threw my heart into it that things really started to improve."*
ANN ABILITY – ANYTOWN, ANYPROVINCE, CANADA

■ *"I keep a supply of blank index cards handy. When any fragment of an idea occurs to me, I jot it down on one of the cards. It is an effective way to trap those random, yet unique thoughts that have a way of drifting off. As a result, I find it relatively easy to shuffle the cards and create an outline for my next speech."*
JOE FRIENDLY – RICHPLACE, CALIFORNIA

■ *"Try to always be prepared one manual assignment in advance. At a future meeting, a scheduled speaker will be a 'no show' and you can immediately volunteer to take that person's place. This helps the overall team effort and allows you the benefit of progressing more quickly with assignments."*
SARAH SMARTALKER – INTUITION POINT, NEW ZEALAND

■ *"I used to walk to the lectern and begin speaking immediately. Now I'll spend a few moments maintaining silence and establishing contact with the audience. I find myself more*

grounded and the audience is more receptive to what I will be saying thereafter.

JOHN COLDSPOT – WINTER PLACE, NEW HAMPSHIRE

■ *"Make an attempt to deliberately go out of character on occasion. For example, if you don't think of yourself as the life-of-the-party type, throw some humor into a presentation. You have nothing to lose, and this non-threatening forum is the best arena to practice new techniques."*

HANNIBAL LECTERN – ROCKVILLE, PENNSYLVANIA

■ *"It helps if I go into reverse stage fright during a talk. This is when I worry more about the audience than myself – that they will not hear or remember all the valuable information I have to share."*

HEDDA GABBER – AMHURST, MASSACHUSETTS

Take the time now to jot down your favorite Topical Tip in a letter or postcard. Be sure your name and address are legible so you can receive full credit for the published Topical Tip. Entries may be edited for clarity and space limitations. Send to:

Mark Majcher, ATM
"Topical Tips"
1255 Walnut Court
Rockledge, Florida 32955
e-mail: mark.majcher@truemedia.com



SPEAK & GROW RICH

Speaker / Facilitator Opportunities

We are an International Seminar Company searching for qualified individuals to head up our seminars across North America. If you have a passion for communicating from your heart, call us to explore an excellent business opportunity to channel your communication talents into a strong six figure income.

(800) MIND-004

MIND EMPOWERMENT INTERNATIONAL



Do you really hear what people are saying?

Listen Up!

MOST OF US MAKE AT LEAST ONE LISTENING MISTAKE EACH WEEK – if not each day – whether it's transposing the digits in a telephone number, misinterpreting what someone said or being caught daydreaming when asked a question at a meeting.

Effective listening involves more than just hearing what the other person is saying. Listening errors can result in misunderstandings, missed business opportunities and severed relationships, not to mention wasted time and money. To get the full meaning of what someone says requires energy and discipline, both of which contribute to what's known as active listening. Here are some tips for active listening:

1 Attend to yourself. Get ready to listen with your eyes, mind and heart, as well as with your ears. Start by creating an environment that's conducive to listening. Eliminate distractions by closing the door or taking the phone off the hook. Next, be aware of internal physical distractions such as a headache, hunger, fatigue or emotional stress.

Remember that non-verbal communication has almost as much impact as the verbal type. Sit or stand in an attentive position: Face the speaker, make strong and regular eye-contact, periodically lean slightly forward to reinforce your attention.

2 Focus on the speaker. To fully understand what people have to say, let them talk! Don't interrupt or assume you know what they are going to say next. Concentrate and avoid mental vacations.

Then ask questions to get a better understanding of his or her message. Resist being judgmental. Encourage open communication.

3 Reflect back. Restate in your own words what you understand the speaker to have said, in both ideas

and feelings. This can be done by repeating, paraphrasing or summarizing the speaker's words. Verify questions or statements to clarify your understanding of the message.

Other helpful tips that will help improve listening effectiveness include:

- Mirroring the speaker's behavior, such as gestures, vocabulary, catch phrases and facial expressions.
- Taking notes to help you remember key elements.
- Reacting to the message with a positive attitude to make the speaker feel more comfortable.

By employing these techniques, you can help make the sometimes burdensome task of listening more enjoyable and rewarding. Try them out a step at a time, then watch as your associates copy your techniques and use them when talking with you! **T**

Marjorie Body is the president of Body Communications in Melrose Park, Pennsylvania, which specializes in presentation and communication skills training.

A POWERFUL VOCABULARY IS THE SINGLE MOST IMPORTANT FACTOR IN MANAGEMENT SUCCESS - AMA

Word Power: Vocabulary for Success endorsed by CEOs, Governors and Members of Congress:

“an effective and manageable guide” **-R. W. Smith, Chrmn. & CEO, Bell Atlantic Corp.**

“a sampling of words used by...world changers” **-A.W. Richards, Governor of Texas**

“an invaluable tool in the realm of communications” **-R.G. Torricelli, US Congressman (NJ)**

Read **Word Power: Vocabulary for Success** by Charles Ickowicz. 170 pg. pbk. \$7.95. Available thru Toastmasters (714-828-8255) or call 800-356-9315.



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

DTM

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

William E. Hamilton, 1632-U
Rosemary E. Gent, 1647-8
Robert C. McDonald, 1183-11
Lowell H. Bamford, 9501-12
Mary Anne Carletta, 5009-46
Gilbert G. Wyckoff, 1722-56
Hermise M. Wilkins, 1763-56
Charles W. Harrison, 1987-69
Ken Norman, 6874-71

ATM Silver

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

JoAnn Krugel, 8704-12
Mary Elizabeth Davis Marchand, 7195-15
Pamela G. Goldstein, 9772-18
Harold (Harry) Schneider, 6530-25
Karlyn Thayer, 2630-26
Eldon J. Halingsstad, 7162-26
Maria O. Costa, 1152-36
Alan D. Vick, 4002-42
Richard J. Schwartz, Sr., 4541-47
Julia L. Pearce, 756-57
John J. Gupta, 2827-61
Sally Maureen Dunn, 4253-63
Paul Raymond James Mooney, 1953-70

ATM Bronze

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

Chris Lowery, 6645-4
Charles Wesley Alt, 51-8

Loren Rasbury, 1647-8
Thomas Daugherty, 681-11
JoAnn Krugel, 8704-12
Ken Isreal, 9339-13
Mary Elizabeth Davis Marchand, 7195-15
Blanche T. Hall, 7183-23
Josefina Diaz Sevilla, 8191-34
Diann Ellerbe, 5309-36
Alan D. Vick, 4002-42
Ross A. Welford, 6883-42
Ronnie Evans, 8069-46
Richard J. Schwartz, Sr., 4541-47
William Tan, 5334-51
Robert Beverage, 764-53
Kurt W. Frank, 5845-54
Julia L. Pearce, 756-57
Patricia P. Hill, 7150-58
Paula Pick, 1603-60
Joe Dasilva, 4189-60
Ronald Barredo, 3930-63
Dwayne M. Clemmons, 2661-66
Lawrence Cleon Floyd, 6146-68
Richard W. Greenhough, 9869-72
Melanie T. Lim, 2100-75

ATM

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

George Daniel Bieber, 583-U
Alene Palmer, 5560-U

Mary Ann Lawrence, 37-F
Kim Stracener Zapalac, 219-F
Dara Morgan 3364-F
Ho Y. Chung, 9331-F
Millie Garbo, 328-1
Kenneth B. Garmany, 638-1
Mark Thomas Moran, 2211-2
Debby S. Yaconetti 4739-2
John R. Genskow 9152-2
Melissa M. Smith, 801-3
Anne M. Vaughn, 6941-3
Jim Bentley, 7657-3
Cheryl Inouye 4014-4
Richard Cameron, 6044-4
Darin Smyth 7481-4
Luis E. Moura 8172-4
Oliver Rhodes, 1394-5
Kathleen "Mimi" Miller, 3524-5
Ann Linn, 8043-5
Andrew J. Sullivan 490-6
Christine E. Dossdall, 776-6
Judith A. Johnson, 4701-6
Laurie B. Erickson, 5621-6
Todd Weber, 5751-6
Mark D. Rozak 7225-6
Dena Kuenzel 7331-6
Pauly M. Hinesly, 1019-7
Deborah K. Damron 5696-7
Fred A. Dickey, 7637-7
James Edward Smylie, III, 51-8
Janna Johnson 51-8
Keith O. Davis 503-8
Howard C. Brandt 1957-8
Jim Noonan, 1957-8
V. T. Costa 1957-8
Mark A. Mitera, 76-9
Kevin J. Paulson, 238-9

Susan Ryan, 575-9
Tom Verd, 3640-9
Ava Rittwage 143-10
Homer Baldrige 703-10
Nancy Baldrige 703-10
Tony Tramontelli 8142-10
Robert J. Kotulek, 3506-11
Thomas P. Berry 3920-11
Glory J. Smith 5946-11
Mel Vachon, 9713-11
Mary Ann Jackson 105-12
Glory Bayer 1043-12
Kenneth C. Melton 1348-12
Jean-Luc D'Abreau 6109-12
Charles W. Weck 7213-12
Richard D. Bishop, 3348-14
Brian E. Kessler, 7876-14
Judi R. Mueller 8661-14
Greg Rodehau 2308-15
Brian Arthur 4169-15
Marla R. Peck, 3031-16
James B. Ewbank, 4986-16
Jan M. Dreesman, 625-17
Margaret Mary Mettee, 8646-18
Phyllis Smith, 380-19
Keith Larson 1325-19
Mary R. Harlan, 1937-19
Billie Ruth Sucher, 2388-19
Mike D. Loken, 2710-20
Ron Loveridge 6399-21
Karen M. Heighes 8394-21
Ester L. Schneider, 846-23
Sterling Arthur Sherwood 6881-23
Mike Bowling 8326-23
Jolene K. Boshart, 2788-24
Richard D. Kirch 2981-24



The First-ever Toastmasters Club in China: The Pionovator Club 5931-U in Beijing was chartered in March, 1996, with an impressive ceremony attended by corporate sponsor Motorola's CEO, Gary Tooker, and other Motorola executives. Mr. Tooker advised club members to "practice public speaking as often as possible, because you never know when you'll be called upon to speak."

Patricia Grace 1415-25
Jerry D. Metzler, 2047-25
Susan A. Mitchell, 3218-26
Michael T. Schwein, 4071-26
Charles J. Zeitvogel, 4829-26
Tina Y. Wilson, 18-27
Ann A. Ferrante 8397-27
Ellen M. Wheeler 152-29
Lee McCoy, 3232-29
Ronald Murtadhaa 5752-30
William S. Santos 1625-31
Robert T. Horn 84-32
Larry Weiss, 2253-33
Ellen B. Levine, 3374-33
Raymond C. Romero 3498-33
Janice K. Montoya, 4670-33
Carol H. Lisowski, 7634-33
Terry Geurink, 782-35
Ronald James Stewart 3490-35
Willie A. Williams 4283-35
Samuel K. Shen, 3039-36
Stefan S. Sanders, 7807-36
Keith Jayawickrama 2110-37
James L. Fisk, 3023-37
Betty Kienzle, 3204-38
Arnold J. Krog, 7621-38
Bert I. Aarsen 197-39
Jan Gerst, 3943-39
Robert E. Twiss, 959-40
Jacqueline G. Bunke, 2838-40
Fred Locke, 864-42
Sylvia J. Laarhuis, 2161-42
Doon Wilkins, 3073-42
Laurette Comeau 3430-42
Sister Mary Dolores 3673-42
Henry Unrau, 5066-42
Jim Pattison, 6495-42
Travis Thibeault 7554-42
David Saxby, 8005-42
Bill Zbitniiff, 8903-42
Ellen Beaver, 8903-42
Christine 'Barnard' Bell, 8936-43
J. David Bavousett, 5440-44
Elmer H. Rand, 3285-45
Joyce C. Duncan, 1012-46
Kim Darlene Brandon, 1012-46
Dolores J. MacCarthy 3605-46
David Romanchick, 5265-46
Julian Potenciano, 5463-46
Robert L. Thomas, 840-47
Patrick H. Dymond 2138-47
Carolyn Gillette, 4145-47
Monica Gray 4145-47
William F. Mitchell, 6193-47
Benetha Gayle Jackson, 5801-50
Sue Rejmaniak 7388-50
See Chak Fei Edward, 9165-51
Gregory J. Grod, 921-53
Debra Welch Grehn 931-53
Dorothea Cardamone, 8045-53
Louise Audrieth, 467-54
Barbara Richter 7253-54
Mary Lynn Edwards 8441-54
Robert J. Valdez, 1973-56
Joe M. Moore 2179-56
James A. Deitiker, 3373-56
Matthew A. Jackson, 3373-56
Melissa J. Yehl, 5741-56
Consuelo L. Samarripa, 6486-56
Evelyn Hunter, 8322-56
Debbie Scott 9148-56
Sharon M. Wilkerson, 998-57
Thomas Dale Pruitt, 4027-57
Michele R. Ness, 2091-58
Joann Moton 2500-58

Robert F. Ingham, Jr. 2947-58
Frances Holbrook Gustafson, 4513-58
Vincent P. Butler, 1102-60
Shirley Ann Reay 8277-60
Jean-Pierre Beunas 1400-61
Cindy Karns, 639-62
Neil McLean 2648-62
Luther R. B. Travis, 3004-63
Wendy W. Lick, 3004-63
Ping Chiang, 8484-64
Lloyd N. Gerwitz, 4191-65
Joan M. Sprague, 5123-65
Kelly A. Frank, 5460-65
Laura Herman 7569-65
Michele Duling 5742-66
Lawrence Cleon Floyd, 6146-68
Mary Turner, 8855-68
Julie Teresa Murray, 3000-69
Norma Walpole, 3410-69
Lorna Fazldeen, 4213-70
Leslie John Bienkiewicz 7334-70
Brian Paul Porter 8502-70
Peter Standish, 8756-70
Vincent Kevin Williamson 9411-70
Mary Vera Bell, 6961-72
Lois Jean Hawkins 7821-72
Desmond McMullan Ross, 9074-72
Glen Murphy 9074-72
Doroth M. Gordon 4731-73
Dick Percsy, 7264-73
Nick Greenwood 8549-73
Lilian T. Viado, 5703-75

Anniversaries

JUNE

60 years

Bremerton, 63-32

50 years

Corvallis, 395-7
Tuesday Night, 394-11
New Albany, 410-11
Dayton, 405-40

45 years

Christopher, 958-6
Birmingham, 957-28
Texoma Toastmasters, 345-50
Tejas, 966-56

40 years

Bossuet Gaveliers, 2175-U
Commute-lcators, 2116-7
Carlinville, 2137-8
Penn Square, 2106-16
G.L.A.D., 2073-39
Toastaxers, 2142-40
Madison, 2059-41
Florence, 2101-48

35 years

TMS Extraordinaires, 2148-2
Fallbrook Toastmasters, 2335-5
Anoka, 2748-6
Paso Del Norte, 3322-23
HDL, 3323-36
State Health, 2973-57
Skyway, 3301-60

30 years

Valley TMS, 3626-4
Pile O Bones, 1862-42
Parramatta, 2274-70

25 years

TGIF Management, 3328-4
Chagrin Valley, 3613-10

20 years

Ziggurat, 425-F
Kentucky Farm Bureau, 1035-11
Parkville, 300-18
Northwest, 3566-19
US Geological Survey, 3078-27
Raytheon Sudbury, 2258-31
Sandpiper, 1224-33
New Horizon's, 2103-33
TM Femenil De Tijuana, 2680-34
North Winds, 1955-45
AT&T Basking Ridge, 344-46
Tennessee Valley, 960-48
Pearl City, 2805-49
The Nooners, 2810-49
Canberra City, 986-70
Diamond Valley, 567-73
Glen Waverley, 3907-73

15 years

Alliant Techsystems, 4610-2
Early Risers, 4617-2
Sunset, 4631-3
The Innovators, 4633-3
Motorola Echoes, 4634-3
Lunch Munchers, 4575-4
H P Communicators, 4606-4
Cupertino, 4608-4
Luncheon Linquists, 4611-6
Big Apple, 4619-6
Pros, 4650-6
Lord Effingham, 4587-8
Inland Empire Professi, 1682-12
Toastmasters 17 Skill, 4571-17
State Center, 4597-18
Advanced Speakers, 4589-21
Simon Fraser University, 4590-21
Fort St. John, 4598-21
Energy, 4572-27
Xerox, 4612-27
Icebreakers, 4621-27
Bay Area, 4578-28
Oak Forest, 4585-30
Speech Invaders, 4641-31
5-Cities, 4603-33
Toastbusters, 4622-33
Sentry, 4596-35
Saint Judes, 4580-36
Dale R. Schallhorn, 4654-36
Sackville, 4588-45
We Search, 4593-46
YMCA of IPOH, 4595-51
Anico Articulators, 4570-56
Upeeka, 4638-56
Diamond, 4582-57
Golden Strip, 4639-58
Queens Quay, 4618-60
Manitoba Morning, 4574-64
Key Club, 4645-64
Clintstone, 4635-65
Dow Chemical, 4586-68
Bathurst, 4613-70
A M, 4594-72
Te Puke, 4616-72
Breakaway, 4602-74

10 years

Demosthenes Wannabes, 6264 -1
V A Oracles, 6266-1
Coffee Beings, 6325-4
Great Communicators, 6296-5
Voyageur's 6340-6
Ashland, 6253-7
Cowlitz Communicators, 6317-7
Northeast Missouri St., 6322-8
Wenatchee Valley, 6305-9
Lubrizon, 415-10
Summit City Speak Easy, 6269-11
Brck Gen. Hosp. Amsbdrs, 6308-13
Warner Robins, 6285-14
Headliners, 6286-14
Dunwoody, 6301-14
"Moon Lighters", 6319-16
College, 6252-21
Context Shifters, 6265-21
St. Joseph, 6297-22
Grand Prairie TM's, 6332-25
TV Toastmasters, 6338-25
Tysons Corner Smootht>, 6281-27
ISBN, 6272-31
Intelsat, 6283-36
Spring Speakers, 6287-36
OSC, 6300-36
Chesapeake, 6303-36
Amtrak, 6328-36
Upstarts, 6330-36
AT&T Communicators, 6275-38
His Toastmasters Voice, 6280-38
Reno Downtowner's, 6326-39
Sutter, 6331-39
Ad Libbers, 6334-39
Vibrant Speakers, 6279-42
Airdrie Discovery, 6344-42
Ft. Monmouth, 6263-46
Palm Bay, 6251-47
Serho Sundowners, 6261-47
Honeywell, 6273-47
Key West, 6298-47
Exchange Park, 6260-56
Trolley Talkers, 6299-58
Butterfly Busters, 6278-60
Deipnosophists, 6316-63
Men of Vision, 6342-68
Caboolture, 6310-69
Eyeopener, 6311-69
Motivated Menai, 6320-70
Charlestown, 6345-70
Fingal, 6255-71
Gallagher, 6335-72
Public Service, 6336-72
St. George's, 6312-73

JULY

50 years

Executive, 412-1
Thunderbird, 396-21

45 years

Cornhuskers, 955-24
40 years
Bayfair, 207-57

35 years

Johnston Island, 8343-U
Capitol, 2309-23
Daybreakers, 3325-39
A-OK, 1359-43

30 years

City of Gold, 2067-17
Athens/Limestone, 314-48
Mt. Pritchard, 2130-70
S A I M, 658-74

25 years

Club de Ensenada, 177-34
Greenville, 1238-40
Rapid, 2350-41
West-Conn, 599-53
Yarra Valley, 26-73

20 years

County Line, 225-13
Sunrise Speakers, 1711-54
Broadway Speakers Forum, 2150-64
Bayside, 163-73

15 years

Advisors, 4661-7
Plaza, 4664-22
Wangaue, 4667-31
Downtown Sunrise, 4668-38
Dannevirke, 4660-72

10 years

Indian Professionals, 6366-F
New Horizons, 6350-3
Tic Talkers, 6348-6
Civil Tongues, 6349-6
Sun City, 6364-9
Southeast, 1545-10
Christian, 6360-23
Sunrise Bluffers, 6347-26
Tacoma Bureaucrats, 6362-32
Sunrise, 6359-42
Eel River, 6351-57
Le Comm. D L'Estrie, 6352-61
Picpa Davao, 6355-75

New Clubs

UCI-GSM, 2267-F
Irvine, California
Viking Components, 5637-F
Laguna Hills, California
Green Heart, 491-U
Luxembourg, Luxembourg
Ankara, 6579-U
Kavaklidere, Ankara, Turkey
Cabinda Gulf Oil, 6797-U
Malongo, Cabinda, Angola
Pioneer Squares, 8329-2
Seattle, Washington
La Tierra, 1887-3
Tucson, Arizona
Techno Toastmasters @ IAC, 1823-4
Foster City, California
Spartan Speakers, 7691-4
San Jose, California
Castleton, 5870-11
Indianapolis, Indiana
Twin Bridges, 6023-11
Danville, Indiana
Verbal Enterprise, 6929-12
Riverside, California
Valued Orators, 1051-14
Decatur, Georgia

State Farm, 5866-18
Columbia, Maryland
PDI, 4961-19
Ankeny, Iowa
Gospel Gabbers, 1030-20
Bismarck, North Dakota
Omega, 5526-21
Creston, British Columbia, Canada
Aldergrove, 7275-21
Aldergrove, British Columbia, Canada
Eastern New Mexico University,
3838-23
Portales, New Mexico
Capitol Voices, 1800-24
Lincoln, Nebraska
NMAC, 5922-25
Irving, Texas
Com-municators, 5698-26
Ft. Collins, Colorado
Gazette Headliners, 6559-26
Colorado Springs, Colorado
Light Conversation, 4549-27
Upper Marlboro, Maryland
Admirably Speaking, 6126-27
Washington, D.C.
Oak Park, 1547-28
Oak Park, Michigan
South Side Gabbers, 5422-30
Oak Forest, Illinois
Saturday Brunch Bunch, 6868-31
Lincoln, Rhode Island
Ocean Spray, 8049-31
Middleboro, Massachusetts
Excelencia, 574-34
Leon, Gto, Mexico
Atenas, 2108-34
Xalapa, Ver., Mexico
Ejecutivos Del Humaya, 6152-34
Culican, Sinaloa, Mexico
Georgia Pacific, 6997-35
Port Edwards, Wisconsin
Georgetown University, 7504-36
Washington, D.C.
Toastmasters, 3132-37
Greensboro, North Carolina
Western Foothills, 3542-39
Cameron Park, California
Valley Sierra Speak Easy, 4861-39
Chico, California
Metro Chamber, 5035-39
Sacramento, California
R.I., 6998-39
Sacramento, California
Downtown, 6036-40
Parkersburg, West Virginia
West Boca, 1978-47
Boca Raton, Florida
Freddy's Forum, 5173-47
West Palm Beach, Florida
Sweet Talkers, 5561-47
Tampa, Florida
Bank of America Olelo, 2795-49
Honolulu, Hawaii
Argomasters, 8444-49
Honolulu, Hawaii
Spanish Hawaii, 8556-49
Honolulu, Hawaii
Compcommunicators, 7692-50
Dallas, Texas
Mandarin, 6622-51
Kuching, Sarawak, Malaysia
Famosa, 6912-51
Malacca, Malacca, Malaysia
Elm Haven, 1778-53
New Haven, Connecticut

West Hartford, 3523-53
West Hartford, Connecticut
State Farm Southwinds, 8818-54
Bloomington, Illinois
Kodak, 6602-57
Walnut Creek, California
Toastmasters Voice of Muskoka, 1940-60
Bracebridge, Ontario, Canada
Intrepid, 3487-61
Gloucester, Ontario, Canada
Confident Communicators-Alpine, 4544-62
Gaylord, Michigan
Tuesday Talkers, 5652-62
Midland, Michigan
CD Speakers, 5799-62
Okemos, Michigan
East Lansing/Okemos, 7307-62
Okemos, Michigan
Wednesday Warriors, 7125-62
Midland, Michigan
Monday Table Talk, 7532-62
Midland, Michigan
Power Speakers, 5046-63
Smyrna, Tennessee
Lifelong, 7222-64
Winnipeg, Manitoba, Canada
Windy Corners, 7815-64
Winnipeg, Manitoba, Canada
Old Dominion University, 4794-66
Norfolk, Virginia
Regent University, 7013-66
Virginia Beach, Virginia
Franklin Ave. Baptist Church, 2918-68
New Orleans, Louisiana
Dubbo, 2197-70
Dubbo, New South Wales, Australia
Cumberland Forest, 4009-70
West Pennant Hills, New South Wales,
Australia
Hurstville Office, 4382-70
Hurstville, New South Wales, Australia
Ainslie, 8222-70
Braddon, ACT, Australia
West Pennant Hills, 8241-70
West Pennant Hills, New South Wales,
Australia
Carrigaline, 510-71
Carrigaline, Co. Cork, Ireland
Central Highlands Water, 1504-73
Ballarat, Victoria, Australia
Confidence Builders, 6358-74
Sebokeng, Gauteng, South Africa
MBA, 6665-74
Rivonia, Johannesburg, South Africa
Unification, 4273-75
Quezon City, Philippines
Professionals, 5678-75
Makati, Philippines

Past International President

A. Edward Bick, DTM, and
Jennifer Bick, in memory of
Ray Giedd

Daybreakers Toastmasters Club
No. 1155-11, in memory of
Gilbert W. Smith, DTM,
International Director 1976-78

Blue Ribbon Toastmasters Club
No. 4563-11, in memory of
Gilbert W. Smith, DTM,
International Director 1976-78

Blue Ribbon Toastmasters Club
No. 4563-11, in memory of
Michael R. Bodenhamer, ATM

Jesse L. Arnold Toastmasters Club
No. 42-11, in memory of Gilbert
W. Smith, DTM, International
Director 1976-78

Third Vice President Terry R.
Daily, DTM, and Judy Daily,
in memory of Patricia Ann
Belich, ATM, District 13
Governor 1994-95

Northwest Toastmasters Club
No. 30-11, in memory of Gilbert
W. Smith, DTM, International
Director 1976-78

Professional Secretaries Inter-
national Scarborough Chapter
on behalf of International
Director Kai Rambow, DTM

Mississauga Valley Toastmasters
Club No. 8277-60, in memory of
Pieter Vander Kooi

Ann Thompson, ATM-S, in
memory of Bill Lewis, ATM,
District 26 Governor 1976-77

Associate

District 1, in memory of Joseph L.
Berkowitz

Past District Governor Frank
Pagano, DTM, and Interna-
tional Director Jenny Pagano,
DTM, in memory of Joseph P.
Rinnert, ATM, International
President 1946-47; International
Director Peggy Richardson, DTM;
Gilbert W. Smith, DTM, Inter-
national Director 1976-78; and
Ed Baum, DTM, District 11
Governor 1981-82

Lynden F. Davis, DTM, in memory
of Beverly Perl Davis, DTM,
International Director 1987-89

Paul F. Clark, DTM, in memory of
Marilyn Mitchell, DTM

Benefactor

Past International Director H.
Edwin Tackaberry, DTM, in
memory of Eric K. Stuhlmueller,
DTM, International President
1979-80; Edward N. Belt, DTM,
International Director 1976-78;
Carl N. Berryman, DTM,
International Director 1975-77;
Donald S. Kearton, DTM,
International Director 1977-79;
Clarence (Robbie) Roberts, DTM,
International Director 1976-78;
and Gilbert W. Smith, DTM,
International Director 1976-78

Ralph C. Smedley Memorial Fund

Contributor

District 54 Toastmasters, in
memory of Harold W. Hanson
American States Toastmasters
Club No. 2691-11, in memory
of Gilbert W. Smith, DTM,
International Director 1976-78

A SYMBOL of PRIDE

Wear the emblem that lets everyone know you belong to a great organization. The Toastmasters symbol says eloquently what words can't express. It tells about achievement - yours and that of Toastmasters International.



Mail to: **TOASTMASTERS INTERNATIONAL** — 5751 — 340-A*
P.O. Box 9052, Mission Viejo, CA 92690 USA — 5752 — 391*

PAYMENT MUST ACCOMPANY ORDER — 5753 — 391-A*

Enclosed is \$ _____ (U.S.) check or money order — 5754 — 391-B*
payable to Toastmasters International. — 5702 — 391-S
(Be sure to include postage, handling and tax charges as stated.) — 5801 — 389*
— 5802 — 389-A*

Charge my MasterCard / Visa (CIRCLE ONE) — 5813 — 339*
— 5815 — 339-O*

Card No. _____ — 5814 — 390
Exp. Date _____ — 5805 — 390-A
Signature _____ — 5806 — 5920
— 5807 — 5939
— 5907 — 5951
— 5905 — 5952
Club No. _____ District No. _____ — 5906 — 5800
Name _____ — 5942 — 5799
Address _____ — 5940 — 5798
City _____ State/Province _____ — 5941 — 5700
Country _____ Zip _____ — 343* — 5702
Please print engraving requirements here: _____ — 343-A* — 5704
_____ — 340*

| STANDARD DOMESTIC SHIPPING PRICES | | |
|-----------------------------------|-----------------------|--|
| Total Order | Shipping Charges | |
| \$0.00 to \$2.50 | \$1.10 | |
| 2.51 to 5.00 | 2.30 | |
| 5.01 to 10.00 | 2.95 | |
| 10.01 to 20.00 | 4.05 | |
| 20.01 to 35.00 | 5.55 | |
| Total Order | Shipping Charges | |
| 35.01 to 50.00 | \$6.50 | |
| 50.01 to 100.00 | 7.60 | |
| 100.01 to 150.00 | 9.95 | |
| 150.01 to 200.00 | 12.25 | |
| 200.01 to _____ | Add 7% of total price | |

For orders shipped outside of the continental United States estimate Airmail at 30% of total, surface at 20% (minimum \$1.50) Any excess will be billed through your Club's account. California residents add 7.75% sales tax.

Pins

- Miniature membership pin (5751), 1/2" diameter, \$2.75; 12 or more (5752), \$2.50
- Large membership pin (5753), 5/8" diameter, \$3.25; 12 or more (5754), \$3.00
- Women's membership pin (5702), 5/8" diameter with guard clasp, \$4.50
- Club President (5801), \$6.50
- Club President with two zircons (5802), \$16.00
- Vice President Education (5813), \$6.50
- Vice President Membership (5815), \$6.50
- Vice President Public Relations (5814), \$6.50
- Secretary (5805), \$6.50
- Treasurer (5806), \$6.50
- Sergeant at Arms (5807), \$6.50

District Officer Pins

- Public Relations Officer (5907), \$15.00
- Division Governor (5905), \$15.00
- Past Division Governor (5906), \$15.00

See the Supply Catalog for a complete listing of pins, including past club officer and district officer pins.

Toastmaster Tags

Gold-type CTM, ATM and DTM tags attach to any membership pin.

- CTM tag (5942) has white letters, \$4.50
- ATM tag (5940) has red letters, \$4.50
- DTM tag (5941) has blue letters, \$4.50

See the Supply Catalog for a complete listing of member anniversary tags honoring membership and service.

Identification Badges

- TOASTMASTERS ID BADGE (343/pocket, 343-A/pin back) ...White badge with name, office and club name engraved in red, \$7.00 each.
- CTM ID BADGE (340/pocket, 340-A/pin back) ...Brown badge with name and club number engraved in white, \$7.00 each.
- ATM ID BADGE (391/pocket, 391-A/pin back) ...Red plastic badge with name and club number engraved in white, \$7.00 each. Your ATM badge can show your level of ATM achievement. These polished bronze and silver speaker figures adhere to your ATM badge. \$2.50 each:
 - ... ATM Bronze attachment (391-B)
 - ... ATM Silver attachment (391-S)
- DTM ID BADGE (389/pocket, 389-A/pin back) ...Gold plastic badge with name and club number engraved in black, \$7.00 each.
- TOASTMASTERS CLUB ID BADGE (339/pin back) ...Small blue plastic badge, with name and club name engraved in white, \$3.95 each.
- ENGRAVED CLUB OFFICER BADGE (339-O/pin back) ...Blue badge with white engraving of Club office and Club name. Please specify name, office and Club name, \$3.95 each.
- CLIP-ON ATTACHMENT (390-A) ...You can turn a pin-back badge into a clip-on badge with this attachment. An alligator-style clip that can be attached to a collar, pocket or placket. Use with badges 340-A, 343-A, 389-A and 391-A, \$1.25 each.

Be sure to print all information for engraving. Blank badges are not available.

Mark of Distinction

Provide yourself with some added recognition.

- FOR CTMs: CTM Pin (5920), \$6.50
FOR ATMs: ATM Pin (5939), \$6.50
...ATM Bronze Chevron (5951), \$4.25
...ATM Silver Chevron (5952), \$4.25
FOR DTMs: DTM Pin (5800), \$6.50
...DTM Pin with sapphire - blue stone (5799), \$12.00
...DTM Medallion (5798), \$17.00

For Women Toastmasters

- Scarf-Pin (5700), \$5.25
- Membership Pin (5702), \$4.50
- TI Earrings (5704) pierced only, \$6.95