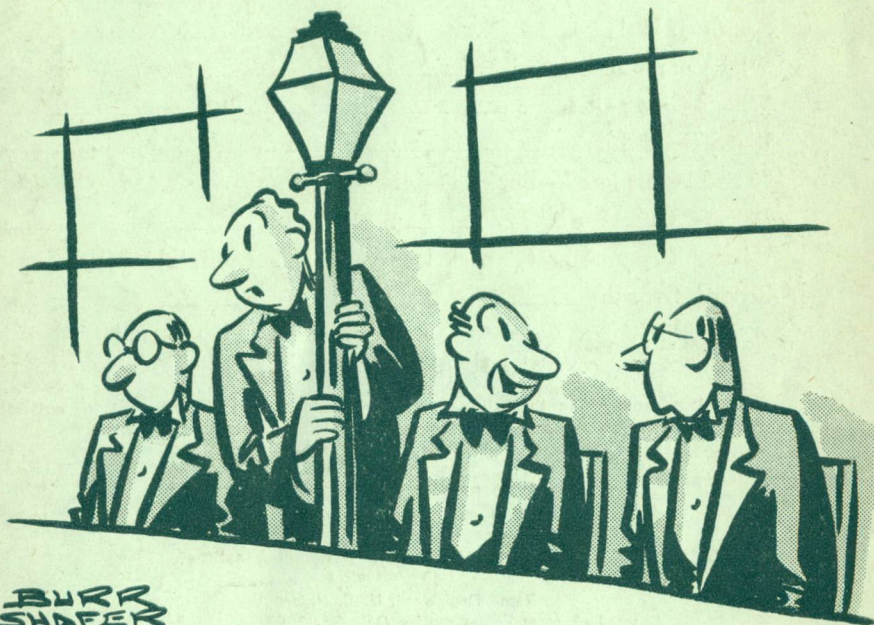


THE *Toastmaster*

MONTHLY PUBLICATION OF TOASTMASTERS INTERNATIONAL

MAY, 1946
Vol. 12—No. 5



**BURR
SHAFFER**

“We had it installed to keep the speakers from weaving around.”



TOASTMASTERS INTERNATIONAL, incorporated in 1932, is an organization of more than 380 active clubs, located in the United States, Canada, England and Scotland, devoted to the work of helping men to become better speakers.

For Better Thinking—Speaking—Chairmanship—Listening

(For information, address Toastmasters International, Santa Ana, California)

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Opinions expressed in the articles in this magazine reflect the views of the writers and do not necessarily indicate the attitude of the organization, Toastmasters International.

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Speech of the Month

In Business For Yourself . . .

By WILLIAM TORNHEIM, Past President of the Toastmasters Club of Pittsburg, California.

One of my favorite stories tells about the soldier who couldn't learn to drill or follow orders while in training. Yet, on the battlefield, he proved to be a real hero. Why was it?

In his own words: "Just before the attack, the lieutenant would say, 'Here's your gun, Abie. Now you're in business for yourself'".

More than a million and a half veterans already have indicated that they want to go into businesses of their own. A like number of civilians in all walks of life have been saving their money, gaining necessary experience, and looking out for business openings for themselves—perhaps in competition with their former employers.

At this moment I know that there are several in the audience who have very recently become business men. I did so. And I know several other Toastmasters who hope to become self-employed just as soon as present plans materialize.

If you want to be your own boss, you can see opportunities. Scarce goods will soon be on the market. Landlords will be offering new locations, or subleasing departments. Attractive agencies and exclusive franchises will become available.

You can already visualize your-

self in a business of your own, with a new start in life, with new prestige in the community, with freedom from discipline, more leisure—a short-cut to happiness.

You are doomed to headaches and heartaches if you look no further for the truth about proprietorship. Being in business for yourself is no cinch!

Don't be like the veteran who was discharged under the provisions of "Section 8" because he was emotionally and mentally unstable. As he was unable to find work, the townsfolk arranged to support him out of the local charity fund. To keep him out of trouble and give the semblance of regular employment, he was hired to polish the brass cannon in the City Park.

One day, upon receiving his pay, he said, "This will be my last check. I'm quitting."

"What's the matter? Hours unsatisfactory? Working conditions unpleasant? Pay insufficient?"

"No, nothing like that. Everything's all right. But I've finally saved enough money to buy my own brass cannon and go into business for myself."

Yes, being in business for yourself is no cinch.

Business failures at present, according to the Department of Commerce, exceed 1,000 daily. At that

rate, 365,000 men will go out of business in 1946, most of them in their first year. *Three* out of every four quit.

To be that *successful one* out of four, you must possess sufficient capital, experience, knowledge, plans, energy, personality, ambition—and a genuine liking for the work.

Many a soldier who obeyed his commander's orders cannot do his own thinking in business matters. Many a conscientious employee can follow the foreman's directions, but cannot execute his own plans. Many a tidy clerk is unwilling to sweep the floors and wash the windows of his own store. Many a dynamic salesman dreads the details of his own book-keeping.

Look in the Book

It's an excellent idea to look up words in the dictionary if you have the slightest doubt about how to pronounce them. You may be right, but when someone else gives a different pronunciation, unless you have recently looked it up, reach for the dictionary.

Clifton Fadiman confessed, in a recent "Information, Please" broadcast, that he had mispronounced the simple word *kiln* all his life, until he heard someone say it right, which led him to look it up. He had been sounding the final *n*, so that it was "killin", instead of letting the *n* be silent, as nature intended. And yet he had never said "hymin" when he spoke of a sacred song. There are

Many a good technician cannot meet the public. When you are self-employed, you have to do many things you dislike doing.

"It takes a big man to run even a small business."

You must be big enough to discipline yourself, to avoid rationalization, wishful thinking, prejudices and lazy judgment; to do the things you know must be done. That's why being in business for yourself must mean so much to you that you are willing to "work twice as hard as you ever worked before in your life in order to earn half as much."

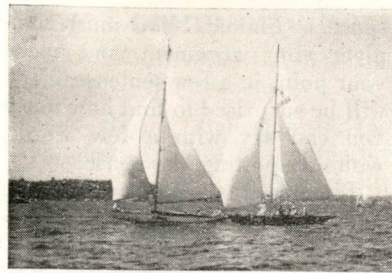
No one will boss you but yourself. That is why being your own boss is not easy. That is why being in business for yourself is no cinch.

several such words, like *kiln* and *hymn* and *column* in which the final *n* is silent. There are many other words frequently mispronounced on which you need to correct yourself.

There are radio newscasters who could favor humanity if they would consult the dictionary for the pronunciation of *ration*. In spite of friendly corrections, many of them still call it "rashun" instead of "rayshun" and by their example they cause the error to spread.

Your influence may not be so wide as that of the radio commentator, but it affects the people who hear you. Try to be right. Look in the book and make sure whenever any question arises.

Seattle In July



Daytime temperatures in July average 70 to 75, and the mercury rarely gets above 80. There is a possibility of rain, but raincoats and umbrellas are hardly necessary. Medium weight clothing is recommended for convention visitors.

What clothes to take along is always a problem. These are the suggestions of the Seattle Convention Committee:

For the Ladies

On the steamer trip to Victoria, and the Mt. Rainier trip, sports clothes are indicated. For the bridge luncheon, speech contest and other special events, suits and street-length dresses will be worn. For the installation dinner and ball on Saturday night, long dresses will not be out of place, but street-length dresses will predominate. Bring along comfortable clothes, not too light in weight.

For the Men

Most of us up here wear about the same weight clothing all the year, shedding our overcoats in summer. Palm Beach suits are a rarity in Seattle. Bring a business suit, an extra pair of slacks, and some sports shirts, and you will be all right. Evening events will be informal. There may be some dinner coats, but in the minority. Dress will be a minor consideration. Fellowship and inspiration and education are the important things.

For the Program

Wednesday, July 24, Training School for all District Officers.

Thursday, July 25, Trip to Victoria, B. C., on streamlined ferry, "Kalakala", one of the most beautiful tours in the Northwest. Welcomed by Victoria Toastmasters, the visitors will spend the day in this picturesque city, with sight-seeing tours and ample time for exploring and shopping.

Friday, July 26, Convention sessions morning and afternoon. Speech Contest in the evening.

While men are busy in their training, the ladies will take an extraordinary tour of the city of Seattle, by boat and bus.

Saturday, July 27, Convention sessions morning and afternoon.

Hi-Jinx Luncheon at noon.

Installation Dinner and Ball at night.

For the ladies, on Saturday afternoon there will be a bridge luncheon at one of the city's fine clubs, giving the women of District Two a chance to meet those from all over the country.

Sunday, July 28, Trip to Mt. Rainier, that giant guardian and symbol of the Evergreen Wonderland of the Pacific Northwest. Towering to a height of more than 14,000 feet, this mountain stands in solitary grandeur, presenting some of the most inspiring scenic delights in the world. The ascent of Mt. Rainier will be a fitting climax to what should be the greatest convention in Toastmasters history.

Make your hotel reservations at once. Address Earl Meeks, 509 Pike Street, Seattle 1, Washington.

THE Toastmaster

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A Correspondent Writes

"How can I learn to speak with fewer words? My sentences are too long and too involved. I use too many words. How can I overcome this?"

That is a good question. Here are some answers:

To learn how to economize with words, write some of your speeches. See how frugal you can be. Imagine that the speech is to be sent by telegraph, and every word must be paid for. Write it like a telegram, and you can boil a five-minute speech down to 100 words.

Cut out the non-essentials—most of the adjectives and adverbs, and all of the space-killing clichés and hackneyed expressions.

Write a speech in the form of a newspaper editorial for which

space is limited. You must complete your argument and make your point in a few sentences. You will be surprised to find how much you can say with a few words, without spoiling the sense.

Imagine that you are writing an article for The TOASTMASTER Magazine. The limit is 400 words. You have written 700. Start boiling it down. Condense. Blue pencil it. By doing this you can save a lot of time for the Editors, and you can improve your skill in simple plain speaking.

Look at one of the modern picture magazines. Observe the captions under the picture. No words are wasted here. Space is precious. Try writing your speech in picture caption form.

Brevity may spoil some beautiful oratorical flights, but it will make more sales. Most important, increase your vocabulary so that you can use one right word instead of so many wrong ones.

The way to learn to be brief is to study and practice being stingy with words.

Grace Before Meals . .

Past President Jean Bordeaux comments: "The discussion of Public Prayer in the April Magazine is helpful. I believe it would be more helpful still if you mentioned that it is possible to buy a book called "Grace Before Meals" compiled by A. W. Nyce and H. Bunyea, and published by John C. Winston Company, of Philadelphia. It costs about seventy-five cents, and is very handy."

Why Community Service

By FRANKLIN McCRILLIS, President
Toastmasters International.

Jack Harms, chairman of the Community Service Committee of



Toastmasters International, tells me that some of the clubs have failed to reply to his questionnaire concerning this activity, and that some have neglected to name a Community Service Chairman for the individual club. If this means that the clubs which failed to answer do no community service, then perhaps the question, "Why community service?" is a vital one.

I once heard a debate on this subject in one of our clubs. The negative took the stand that Toastmasters Clubs are organized for one purpose only—to develop the speech technique and chairmanship ability of the members—and that outside activity robs the member of valuable time which he had not intended to give when he became a member.

I doubt, personally, that the development of speech and chairmanship ability, valuable as these are, is the sole objective of Toastmasters membership. The development of the individual in personal stature, his ability to get along with others, his growth as a leader (in his family, among his friends and his community) seem to me

even more important.

Using our speech training to promote civic improvement, greater consciousness of governmental affairs, cooperation with a war effort, contributions to Red Cross and other worthy charities is putting into actual practice the things we learn in our meetings and at the same time contributing to personal growth.

Every Toastmaster knows that we "learn by doing." Certainly, by accepting civic assignments and becoming accustomed to talking before strange audiences of all sorts and sizes, we train ourselves to be ready when the all-important opportunity comes.

Is it not possible that by failing to exercise our ability to speak in behalf of the things which will help enrich life for other people, we are failing ourselves as men? We know the story of those men who did "too little too late." Let us hope that no Toastmaster can be justly accused of that when he reaches the end of his life journey.

I believe that community service is one of our greatest opportunities and one of our most urgent responsibilities. During the past five years I have backed that belief with hundreds of hours of volunteer service. In spite of any inconvenience that such service may involve, I strongly recommend that each Toastmaster undertake for himself a program of community work.

What's Going On

News of Toastmasters Clubs, gathered from all quarters. Has your Club made a discovery, invented a procedure, performed a notable service? Write in and tell about it. Let us know "What's Going On."

Good Practice

"When a man begins to carry his "Basic Training" book to meetings as several of us are now doing, you can expect progress in his speech ability. Thanks to Vic Sellers, sponsors for several of the newer members have been appointed, who will evaluate each talk made by the new man according to the Basic Training outline".

—From The Gavelier, Minneapolis Toastmasters Club.

In the Mud

He who stands still in mud, sticks in it. We joined Toastmasters for a reason, so let's keep it active. We don't want to stick in the mud.

—San Diego Toastmasters Club Bulletin.

Another New Bulletin

"The Roastmaster", bulletin of High Ridge Toastmasters Club

(No. 384) is warmly welcomed to the Editorial Desk. It is a credit to the club and to its editor.

Tops in Publicity

The Spokesman-Review, of Spokane gave more than a full page to a story and pictures about the Toastmasters Clubs of that city, which is the capital city of our District Nine.

The article was headed: "Talk with a Punch" and the story was written with a real "punch" by C. R. Stark, Jr. His opening sentence was: "It's the most selfish club in Spokane, and proud of the fact." Later in the article he explains: "The underlying thought in almost every applicant for membership is 'I want to get in for what I can get out of it for me.' But they also find time to do a world of good by taking over speaking engagements for Bond drives, Red Cross, Community

Chest and other civic enterprises. All the time they mumble to themselves, 'I'm still selfish, for I'm getting lots of practice in public speaking. It is doing me good.'"

Pictures show the clubs in action in a variety of ways. Pictures and article together make a remarkable presentation of Toastmasters work. It is publicity with a point. Congratulations to District Governor John MacDonald and his fellow workers.

Give Them Both Barrels

So says the Bulletin of San Fernando Toastmasters Club. "The wise man never expends time, money or energy unless he is assured of a return in proportion to his expenditure. A wise speaker knows he must be aggressive in his manner of presentation, or his audience will become uninterested. But too much aggressiveness tends to put the audience in a defensive state of mind. Don't be too didactic, but always endeavor to be convincingly sincere."

Amazing!

From "Southern Accent" published by Atlanta Toastmasters Club:

"Isn't it amazing how quickly some men who come into the Toastmasters Club decide that they have learned enough, or that they are finished in the gentle art of public speaking? At least that must be the way they think, as they don't show up at the meetings. Or, maybe they just don't like the way we part our hair."

A Voice from the Kitchen

From Kenneth Froelich, Secretary of the new Toastmasters Club of Canton, Ohio (Charter 384) comes the interesting comment:

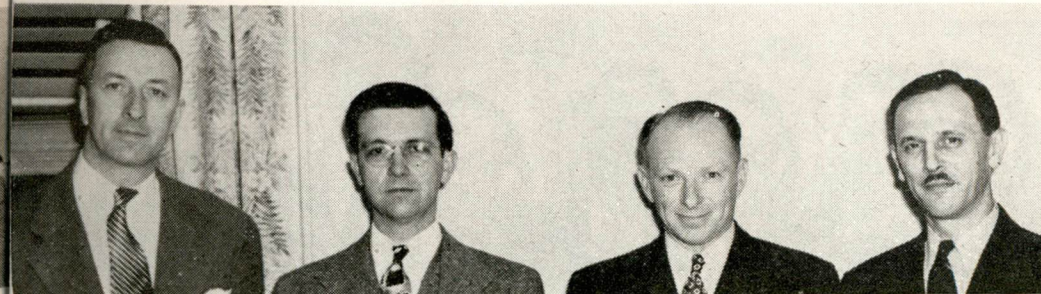
"The interest being created by our new club is amazing. Even the man who operates the restaurant in which we meet came in the other evening and said, 'Say, fellows, I've been listening to your meetings from out in the kitchen. It's just what I need. Can I join?' I'll wager that before long Canton will have several more Toastmaster clubs."

Speechcraft at Portland

Portland Toastmasters Club No. 31 has selected April as the time to start the Speechcraft course. "There is no better speech instruction offered anywhere at any



Area Contest at Greensburg —Homer Campbell, winner; C. Doberneck, of Jeannette; Leroy Hostler, of Pittsburgh; M. S. Unger, Greensburg.



Zanesville, District Club-of-Year. Gov.-Elect Leonard Price, Akron; Eugene Mizer, Zanesville; Gov. Ed Alexander; Albert Wardian.

price, and this is 'on the house'. says a recent issue of the Portland Bulletin. Another novel note is this: "This Basic Training No. 4 is really a bit of all right. Franklin Hart not only demonstrated the value of the angle toothbrush, but he passed out a brand new toothbrush to each of the members present." Suggestion: Try this idea on any dairyman who is in your club. Ask him to describe butter, and maybe he too, will pass out samples.

The Top Master

The first issue of "The Top Master", bulletin of the newly chartered Toastmasters Club of Topeka, Kansas, bears evidence of the enthusiasm of this chapter. It is the latest addition to the company of club bulletins. It carries a paragraph worth quoting, as demonstrating the understanding of our movement in the mind of a recent recruit. President Frank Woodburn, who is also the editor, says:

We have often been asked the question, "What is a Toastmasters Club." Perhaps the following will help answer the question:

Toastmasters is a club for all men who feel they are not so effective in their professional, vocational and social contacts as they should be; for all men who would like to feel more at ease in facing a gathering; for all men who would like to know how to speak when they are under pressure; for all men who realize they do not know everything about parliamentary law, and who have difficulty in applying what they do know; for all men who would like to know more about human nature; for all men who would like to feel at home under, and actually enjoy criticism; for all men who want to be more useful in their environment; for all who enjoy friends; for all who are not too lazy to do something about what is wrong; for all men who enjoy a good time and for all men who are not asleep. Is it for you?

Pullman Proceeds

At Pullman, Washington, the reorganized Toastmasters Club reports 33 members, with more to come. At a recent meeting the subjects discussed included reckless

driving, Stalin, Churchill, soil conservation, grass production, cancer control, treatment of wounded veterans, together with literary, historical and geographical matters. There was no monotony in that meeting.

Good Business Management

Seattle Number One Toastmasters Club handles finances so successfully that the spring party for the ladies was presented without any extra charge made for the guests. Favors for the ladies were included. This club must have a good treasurer, or a good business system. President H. A. Warner writes: "There's nothing like having a club in good financial shape, and that is the way we are."

Moorhead Has Been Busy

Moorhead "Pioneer" Toastmasters No. 272 modestly admit that they have accomplished a few things for the good of the order. They accept some responsibility for the organizing of the new club (Bois de Sioux) at Breckenridge, Minnesota; the Lake Region Toastmasters Club ofergus Falls; and the Lincoln Toastmasters Club of Fargo, North Dakota. In addition, they are

working on Thief River Falls and Detroit Lakes, Minnesota, where new clubs are forming. Aside from that, the club is putting on top-grade programs, and helping with odd jobs of speech around town.

Uncle Joe's Boys

Those irrepressibles at Danville, Illinois, will go out for soft ball again this summer. Their team has been so successful in recent years that they think of issuing a blanket challenge to all Toastmasters teams. How about a special game at the Seattle convention? If Danville will send a team, Seattle will guarantee stiff competition from a District Two combination of ball players.

"Civic Chores"

That is the way the "Crumb Sheet" of Spokane Tuesday Toastmasters designates service by the members. "Ed Harris was guest speaker at Gonzaga Law School. He gave students in a labor relations class both barrels on the advantages of free enterprise. Cecil Hagen talked shop on evaluation and writing news stories at a training conference for extension workers at W. S. C."



Just a few of Waterloo's enthusiastic TM's. Director Gordon Spry is second man from left.



1st. Dist. TM's had theater party at "The Drunkard" play. Picture shows Howorth, Rinnert, McCrillis, Hayden, Hill.

He is Grateful

"Boy, was I glad for my Toastmasters experience!" said our genial Paul Jones after he had given a twenty-minute talk on "Life Insurance as a Career" at a meeting of Alpha Kappa Psi, Honorary Business Fraternity.

—Saguaro Spines, Bulletin of Tucson Toastmasters Club.

Old-Timers

When the Seattle Number One Toastmasters celebrated their 13th anniversary, they called on several "old-timers" to help with the program. The following interesting comment appears in the club's bulletin, and it reflects an experience common to all our clubs:

"We do not want to be disrespectful, but it did look as though some of our former members have forgotten part of their Toastmasters training. Those one-minute current events were given with the aid of a chair or table, hands in the pockets, and too many "ahs" and "ums." These old-timers should accept our President's invitation to come back for some more training."

More "Poetry"

The fever is spreading. More of our Toastmasters break out in rhyme. It must be that "June is busting out all over." This one comes from the Seattle Number One Toastmasters Club. We can't give it all, but here is a sample; A. O. Armstrong is the instigator.

A fool there was and he wrote a speech;

(Even as you and I!)

He practiced it daily on cliff and beach,

He aspired for Demosthenes' skill to reach,

And clung to his metaphors like a leech.

(Even as you and I!)

In Historic Surroundings

Area Two of Founder's District was fortunate in being able to hold the Area Speech Contest in historic Mission Inn, at Riverside, California. The surroundings added to the success of a most inspiring meeting, with a program of great merit. Lieutenant Governor Max England had charge, with the assistance of District Governor John Pratt.

"Rudy" to "Ted"

Ted Luckey's picture and name appeared in the April Toastmaster Magazine in connection with the story about the Business Men's Toastmasters Club of Santa Ana. Rudy Jacobson, Secretary of Minneapolis Toastmasters Club, and a former associate of Luckey's in the Burroughs Business Machine Company, read the article and wrote to express his pleasure. We are permitted to quote a paragraph from his letter, which is a pretty good testimonial to Toastmasters work:

"Of course I am happy to learn that you have become a member of such a worth while organization," writes Rudy. "You will get much more out of it than you can possibly contribute, if your experience is anything similar to mine. I have been a member for three years and my one regret is that I didn't know about the Toastmasters Club clear back when our Minneapolis Club was started. This club was chartered ten years ago, and it is the 'daddy' of all the clubs in District Six. Every past president is still an active member of the club. Several mem-

bers and their wives plan to attend the Seattle Convention. Perhaps we'll see you there."

Have You a Friend?

Somewhere, in some other city, you have a friend who ought to get the benefit of Toastmasters training. Maybe there is a club there. Write and advise him to get into it. Maybe there is none there. Then write and tell your friend how easy it is to start one. Let the Home Office know about him, and help will be given. That is the way our clubs started. Some man who has enjoyed the benefits tells his friends about it, and presently there is a new club. *Contact your friends* and let them in on this great privilege of Toastmasters membership.

Past Presidents Persist

Eagle Rock Toastmasters Club No. 109, claims two unusual records. Fifteen of its members are past presidents of the club. The club has maintained an unbroken series of weekly meetings since its charter night, in April, 1938. No summer vacations for this live chapter; and no vacancies in the membership roster.



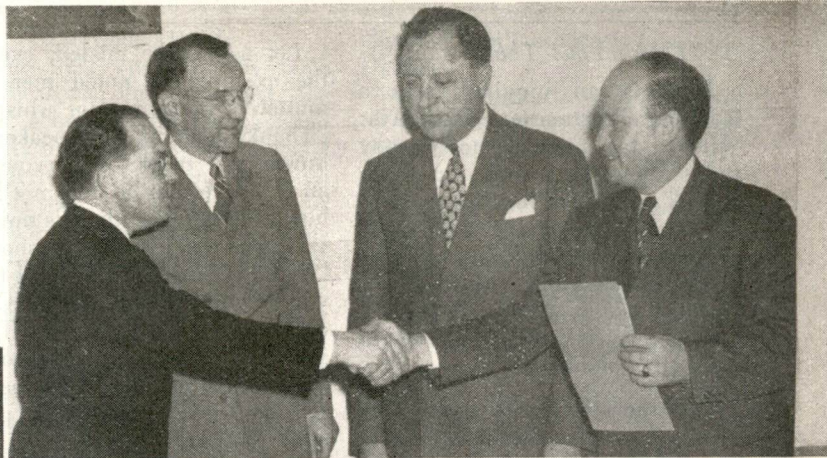
At Augusta, Dist. Gov. Farnsworth handed charter for Wm. H. Barrett Club to Pres. Jas. C. Harrison, Jr.



Los Caballero's TM's welcomed notables at party—Ferde Grofe, Leo Carillo, Judge Dawson, Congressman Ford, McCrillis, et al.



A Notable Record—Tacoma Toastmasters Club No. 13, claims an organizing record, with the chartering of three new clubs in the course of a few months. Richard Yost, President, and Willard Palin, Lieutenant Governor of Area 3, of District 2, were leaders in the enterprise. Right is shown the first of these three, "Carnegie" Toastmasters Club, chartered in September, 1945. Picture shows Richard Yost, President of Tacoma Toastmasters, congratulating Evert Landon, Deputy Governor of the new club, while District Governor Burton Pierce and Hugo Ferber, President, look on.



The second club organized by Tacoma Toastmasters, the "Evergreen" Club, was chartered in October. In the picture, Lieut. Gov. Willard Palin is seen at the left, presenting the charter to President Lawrence Skinner. Others participating in the ceremony are Laverne Rhodes, Dep. Gov. of Tacoma Club, Charles Griffith, President of Tacoma Club, and Duane Dryden, Dep. Gov. of the new club.

Photo by Powell

"It's All Yours, Ralph"—Jack Hanna, left, was business manager of the Pampa, Texas, Daily News, and he was a member of the Pampa Toastmasters Club. Ralph Juillard, right, was advertising manager of the Santa Ana Register, and a member of the Santa Ana Business Men's Toastmasters Club. They traded locations. Now Jack is business manager of the Santa Ana Register, and a member of the Business Men's Toastmasters Club, and Ralph is business manager of the Daily News, and a member of Pampa Toastmasters Club. So things are still even, and both men continue their training in Toastmasters.



Puget Sound Toastmasters Club is the third product of Tacoma Toastmasters. It was chartered in November. In the picture, President George Slater receives the charter from Frank McCrillis, President of Toastmasters International.



YOUTH IS HEARD To the Right

The Toastmasters Club of Pasco, Washington, has conducted a speech contest in the Pasco High School. Here we see the presentation of the trophy to the winner. The smiling gentleman who is making the presentation is Carl Laney, President of Pasco Toastmasters. The young lady accepting the cup is Miss Jane Williams, "the winner." The young man is Paul McMullan, who took second place, and the young lady at right is Miss Louella Doggett, whose speech was rated third. Following the contest, these three young people gave their speeches over the radio. They have since been invited to speak before many local organizations. Both the students and the Toastmasters have been benefited by the contest, reports Deputy Governor Emerson Morgan.



Seattle Toastmasters Number... One celebrate their 13th anniversary in March with a great gathering, and a beautiful 13-candle power birthday cake. Raymorf Huff, one of the founders of the club, and Pasco Pres. of Toastmasters International, was Toastmaster for the occasion.

"Thank You! Thank You!"

Here is an inquiry from a troubled Toastmaster, who says: "Have you noticed how many radio speakers wind up with 'Thank you'? Are they all wrong? Surely Mr. Kettering and other great men should know what is proper, and they always say 'Thank you' when they get through. Is it really so bad to thank the audience?"

It is the traditional position of Toastmasters that the speaker owes the audience no thanks, unless he has made a pretty rotten speech. If he has brought them something worth while, they owe him the thanks. Honestly, what does Mr. Kettering have to thank his audience for? Is he glad and thankful that they listened? He can be very sure they did not listen unless they were interested. If he interested them and informed them, then they owe him their gratitude for it.

What does his muttered "Thank you" add to his speech? Not a thing of value. He might just as well cough or clear his throat, for all the good it does.

Let us not be misled, even by the example of noted men. The muttered, murmured or whispered "Thank you" as the speaker sits down is a mark of nervousness, an evidence that he does not know how to let go when he has finished. Imagine Patrick Henry shouting "Give me liberty or death! I thank you." Or Cato, declaiming "Carthage must be destroyed! Thank you." Or Lincoln: "That government of the people, by the people, for the people shall not perish from the earth. Thank you."

Tut, tut, worried friend! Forget the "thank you" and conclude your speech with such fervor and finish that the audience will drown your foolish thanks with their cheers, and then vote to do what you told them to do.

Regular Attendance

The hardest meeting of the club for you to go to is the next one after the last one you missed. Once you're over that hump, it is easy. Don't get out of the habit.

—Bulletin of the Seymour (Indiana) Toastmasters Club.

Tiresome Details

"Our next speaker was born in Iowasota, and attended the public school there. He came to our city ten years ago, and opened a modern shoe-polishing stand on Main Street. He is a member of the State Association of Shoe-Shiners, of the Baptist Church, and of the local Brotherhood of Dog Fanciers. He plays a snappy game of golf, and holds several local checker championships. He is married, and has three lovely children. Ladies and Gentlemen, I give you Mr. Bartholomew Nitwiz who will address you on 'How to Build a Dynamic Personality.'"

You have heard introductions somewhat like that. Didn't they make you tired? And didn't the speaker have plenty to overcome as he started to speak under such a handicap?

Try to be reasonable in your introductions, Mr. Toastmaster. Who cares how many wives and children the speaker has? We want to know what right he has to talk on his announced subject. Skip the tiresome, non-essential details. Give your speaker a

chance. Don't smother him with flattery.

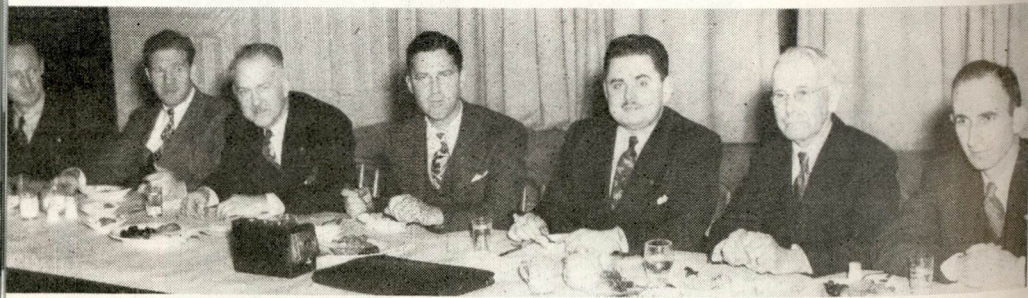
All this brings to mind the case of the famous lecturer who was introduced by one of these effusive, super-verbose introducers, who piled the compliments and flattery on so thick that the victim could hardly breathe. Rising to speak, the lecturer remarked, "Now I know how a pancake feels when you pour the molasses over it."

Seat Your Speakers

Don't let the speakers be compelled to climb over chairs and feet of guests when they approach the speaking position.

If possible, have all the speakers seated so as to require little movement when they rise to talk. If the speakers are scattered during the first part of the meeting, take time to assemble them before speaking begins. Call for a two-minute recess period, and ask the speakers to seat themselves comfortably for listening.

Always avoid conditions which cause confusion during speech program. Plan seating as carefully as you plan speeches.



District 4 TM's met at San Francisco for District session, honoring President Frank McCrillis.



Whichita Falls, Texas, TM's showed their ladies how a Toastmasters Club trains husbands.

It's a Good Idea

Let's Publish a "Toastmasters Annual"

This "good idea" comes from George F. Stines, of Eagle Rock Toastmasters Club, who is Lieutenant Governor of Area Four of District One this year. Comments on his suggestion will be welcomed—in fact are earnestly invited.

"Many of the speeches I hear in the clubs are so interesting and so original that I think they should be preserved and given wider circulation. Why not publish as a supplement to the Magazine, or as a separate book, a Toastmasters Speech Annual, containing just 100 prize-winning speeches which have been delivered by Toastmasters at Club, Area, District or International contests, but definitely all contest winners? This Annual could be sold for a dollar a copy, to cover cost. Make it similar in size and style to the Magazine. It would take many more pages than the Magazine's regular 24. This book would be a source of material for members called upon to speak at outside meetings. It would also serve as a reference work, with its examples of what it takes to make a speech winner, such as organization, originality, punch, etc. And it might help speakers to find out what sort of speech to make on various occasions.

"To be given a place in the

Toastmasters Annual for my speech would be as great a stimulus for reaching high standards as would be the winning of a gold cup."

That is the "good idea" from Toastmaster Stines. What do you think of it? Will your club help gather the material? Would you like to have a copy? Can we find 100 really good speeches a year in our organization? Send your comments to the Editor.

Let the Critic Speak

The "Pioneer" Toastmaster Club, of Moorhead, Minnesota, has introduced a new idea which promises good results. The new rule is that if a Speaker is unable to fill his assignment, and gives advance notice to the one assigned to act as his Individual Evaluator, the Evaluator takes the place of the Speaker for the program.

This involves announcement in advance of the names of the Individual Evaluators as well as of the General Critic, and it puts a premium on preparedness. Every Toastmaster should always have in his mind or in his pocket the outline for a speech which he can use on short notice. Thus he will not be embarrassed by the failure of his Speaker, when the latter falls down.

Try the plan in your club and report results. Perhaps Moorhead Toastmasters have solved a problem for all of us.

"THE MASTERPIECE"

Begin — And The World Is Yours

Toastmaster Alex Smith is a member of Centennial Toastmasters Club No. 313, of Winnipeg. Two months ago we published his "We Must Face the Facts About Criticism" as the Speech of the Month. Now we understand how he won this honor.



Toastmaster Smith is the second man to complete his "Basic Training" and qualify for a certificate of completion. His twelfth speech, "The Masterpiece", was voted the winner in the Centennial Club's speech contest on March 13th. When you read it you will understand why he won. Then he wrote the speech in full and sent it to us, with marginal notations to show how he applied the "Basic Training" principles in preparing and delivering it.

As you read the speech which is printed below, note the marginal references to the sources on which he drew in preparation. The page numbers refer to Basic Training. You might like to check up on some of

these for your own benefit.

Word Picture
B. T. 23
and illustrative
opening story
B. T. 11
"Ho! Hum!"
B. T. 17

Attention B. T. 29
Monroe's formula

Humor B. T. 24

Why bring that up?
B. T. 17

"The Need" B. T. 29

A farmer once hired a man to chop huge piles of wood. Later in the day, the farmer went back to see how the man was coming along, and was astonished to find the wood all chopped and stacked in the shed. So, next day the farmer, thinking he'd give the man lighter work for a change, asked him to sort out a few potatoes.

"Put the good ones in this pile", he told the man, "the doubtful ones over in this pile, and throw out the rotten ones."

An hour or so later, the farmer returned to see how the job was progressing. He found the man stretched out cold on the ground, with no work done. He threw water in the man's face, brought him around, and demanded an explanation.

"Heck," said the man, wearily, "tain't the work—it's trying to make them decisions that's killing me!"

Contemplation had been worse than realization. The more we think about a thing, the harder it is to begin.

It is this hesitancy of the mind over *beginning* which deprives us of life's richest rewards in health, wealth, happiness and achievement; and so tonight, in order that you may understand the

full significance of utilizing this word **BEGIN** in your lives, I am going to discuss with you three aspects of its application.

You will find it easier to *begin* if, first, you eliminate doubt from your mind; second, if you overcome your fear of making mistakes; and third, if you obey your inner impulses.

The first thing that prevents your *beginning* is that **DOUBT** in your mind. As Shakespeare said, "Our doubts are traitors and make us lose the good we oft might win."

Doubt hinders our gestures. Ray Shaw, noted hand and finger sculptress, explains it thus: "The reason why the hands of our American speakers are so lifeless and dumb dates back to the time when, as nice little boys, they heeded Mother's admonishing words: "Don't point!"

In that early conditioning lies the kernel of our repressions and doubts. Every time we, as speakers, start a sweeping gesture, out of the subconscious Mother's voice sounds "Don't point!"—and down fall our hands in a futile, unfinished, self-conscious movement.

We must compel ourselves to go through with those gestures in order to eliminate the doubt which prevents us from beginning, and thus accomplishing things.

Second, to help us to **BEGIN**, we must overcome our fear of making mistakes.

An old friend of James Duke, the famous tobacco king, once rebuked him, saying:

"My partner and I have enough trouble with just two stores—and here you are thinking of opening two thousand! It's a mistake, Duke!"

Mr. Duke boomed back at him:

"A mistake? Why, I've been making mistakes all my life! And if there's one thing that's helped me, it is the fact that I never stop to talk about them. I just go ahead and make some more!"

Duke went ahead with his chain of tobacco stores and eventually did a business of two million dollars weekly. And that represents just a fraction

Speech Construction.
Borden's
"For instance"
B. T. 17

Monroe's
Satisfaction
B. T. 29

Authoritative
Quotation
B. T. 12

Adaptation of subject
to audience
B. T. 34

Gestures
B. T. 13

Humor B. T. 24

Gestures

Visualization
B. T. 29

This section given
dramatically, with
voice variety
B. T. 15

of the wealth he amassed through having courage to go ahead and make mistakes.

Third, to *begin successfully*, you must obey those sudden inner impulses.

What's this? This card represents the successful result of one of my own responses to a sudden impulse, an impulse to *begin*. One night a few months ago, I suddenly decided to stop procrastinating, and to try to earn a little extra money through writing. I began in a small way by sending in some "Picturesque Patter" to the Reader's Digest. Three months later, I received this acceptance card, and a check for \$25.00. This is just one example of the many rewards and successes which have been mine since I have learned to heed those sudden inner impulses which impel me to *go ahead and begin!*

To sum up, if you will but *begin*—the possibilities of your lives are bounded only by the skies. And to help yourselves overcome that mental hazard of *beginning*, you must, first, eliminate doubt of the outcome; second, overcome your fear of making mistakes; and third, learn to heed those inner impulses.

And now, to inspire you to take immediate action, I am leaving with you this "morning spirit-ual cocktail" by Goethe:

"Are you in earnest? Seize this very minute!

What you can do, or dream you can—*begin it!*

Boldness has genius, power and magic in it;

Only *begin*, and then the mind grows heated—

BEGIN!—and the work will be completed!"

At this point, waved
a card at the audi-
ence, with dramatic
gestures.

"Hands Up"
Exhibit B. T. 13-14

Personal Illustration
B. T. 34 (Talk about
what you know.)

Summary
B. T. 11

Appeal for action
"So What!"
B. T. 12-18

Used everything in
this last appeal:
eyes, hands, voice.
B. T. 13, 15, 31

Action, B. T. 29

This is Awkward

"This problem is up to all of us—to me (laying hand on chest) to you (pointing left) to you (pointing center) to you (pointing right.)"

The speaker tried to be impressive, but his gestures were merely funny. Better avoid this pitfall. It takes an unusually impressive

speaker to make good with it. A better and simpler procedure is for the speaker simply to say, "This is up to all of us" using the expansive, two-handed gesture of inclusion, and omitting that awkward "You" and "You" pointing business.

Try to be natural, Mr. Speaker. Be yourself.

Officers' Quarters

Plan for the Convention

Every Toastmaster who can possibly make it should be at Seattle July 24 to 28, for our first post-war convention.

Officers should initiate plans and encourage attendance. Plan for a motor caravan, or for a special party on the train, or charter an airplane for a quick trip by the club. It is time right now to complete the plans. Take the initiative, Mr. President.

Summer Opportunities

It's a wise club that knows no summer vacation.

Sometimes it seems too hard to keep up an attendance that makes it worth while to continue meetings through July and August.

But it's a great opportunity for the faithful ones.

They can get increased time on the programs; or they can double the number of times they are assigned to speak. Their progress as Toastmasters can be accelerated.

Besides, the ingenious club officers can make the summer meetings unusually attractive. There is a chance to do the things that can't be done in the winter months.

Summer programs should be dressed in summer clothes. There should be "fun meetings." All sorts of desirable novelties can be introduced. Picnics and park meetings are good. Different surroundings give new experiences.

A member's attractive backyard may furnish an unusual setting.

A resourceful program committee can work up ideas long to be remembered.

For instance, on one program allow half of the members to speak, and let the other half be critics. Let critics even criticize critics in a general free-for-all.

Try a "town meeting" program, or a series of two-man debates. Let speakers impersonate notables of present or past.

Some clubs invite the ladies regularly to summer meetings. Not a bad idea, for it gives the gals more interest in the clubs, enables them to become better acquainted with each other, and provides larger audiences for the speakers.

The club which goes on through the summer with no interruption of its work has no fall problem of reorganization.

The club which "vacates" for a couple of months is up against a tough situation when it starts again.

Some clubs have completely lost out as the result of a vacation. It is not good policy to take chances.

Hot weather does not hinder a determined group. Quincy, Illinois, and the King Boreas Chapter of St. Paul are good illustrations of what can be done. These and other chapters with experience join in the chorus of "No summer-slump for us!"

What a Toastmaster He Would Have Been

By RALPH C. SMEDLEY

Patrick "I am an American" Henry, citizen of Virginia, 1735-1799.

"It is in vain, sir, to extenuate the matter, Gentlemen may cry,



peace, peace; but there is no peace. The war is actually begun. The next gale that sweeps from the North will bring to our ears the clash of resounding arms. Our brethren are already in the field. Why stand we here idle? What is it the gentlemen wish? What would they have? Is life so dear, or peace so sweet, as to be purchased at the price of chains and slavery? Forbid it, Almighty God! I know not what course others may take; but as for me, give me liberty or give me death."

Patrick Henry made many speeches. Three of them were great enough to make any man famous. But it is upon the one "Give me liberty or give me death" speech that his claim to immortality is based.

If any man could be classed as a "natural born orator," Patrick Henry would fall into that category. No person ever gave him lessons in public speaking. Formal lessons of any kind were few in

his life. He did not care for school. He much preferred to tramp the woods with his gun (as any live boy might do) and to play his violin at country dances.

He quit school at fifteen, and got married at eighteen. He tried his hand at various occupations—keeping a village store, for one—with very little success. Something turned his attention to the law, and after six weeks of study, he appeared in Williamsburg to be admitted to the bar. At the age of twenty-four, he made his first success, when he managed to convince the examining board—Wythe, Pendleton, Peyton and John Randolph—that he knew enough about legal matters to practice law in Virginia.

His first big chance came three years later, when a question arose about the price of tobacco, which was virtually a legal tender in the trade of that day.

Fluctuation in price threatened to work a hardship on those who took their pay in this commodity. P. Henry was retained to defend the "Parsons' Cause", because he had convictions on the subject and no reputation to sacrifice, and would work cheaply.

His speech on this occasion opened the eyes of the people to his ability. Either by accident or

by design, he used an ancient trick of oratory, and used it to its full value.

One biographer tells it thus: "He began to speak; stopped, hesitated, began again, shuffled his feet, cleared his throat. . . . The auditors thought he was going to break down—even the opposition pitied him. Suddenly, his tall form shot up, he stepped one step forward and stood like a statue of bronze. . . . His features were transformed from those of a clown into those of command and proud intelligence. A poise so perfect came upon him that it was ominous. He began to speak—his sentences were crystalline, sharp, clear, direct. . . . Before the fiery, overpowering torrent of eloquence of the man, the reason of the judges fled. There was but one will in that assembly, and that will was the will of Patrick Henry."

Sounds a bit overwhelming, doesn't it? But that is the way his oratory seems to have been. He had deep convictions, and a sense of the dramatic which carried him out of himself under the urgency of evangelistic fervor which possessed him when he engaged in speech.

His speech before the Virginia House of Burgesses in 1765 was characteristic. He faced a two-fold sentiment of loyalty to the mother country on one hand, and a conviction of colonial right to freedom on the other. The assembly hated the thought of separation, but still more did they hate the

oppressive measure placed against them.

Patrick Henry was to that company what we would call today a "red radical"—a thoroughly dangerous man, stopping hardly short of treason. But his conviction of rightness made him brave as well as eloquent, and drove him into his second truly great speech.

It was in this speech that he used the famous sentence, almost as familiar as the "liberty or death" quotation, which ran: "Caesar had his Brutus, Charles the First his Cromwell, and George the Third—" "Treason! Treason!" was the cry from all sides—"George the Third may well profit by their example. If this be treason, make the most of it."

Thus the young man, twenty-nine years of age, confirmed his reputation of being "the greatest orator and political thinker" in a land filled with celebrated speakers and statesmen. "His voice had aroused the storm, his genius had comprehended the exigencies of the crisis, and the sceptre, departing from the hands of opulent planters, was wielded by the lawyer of a country court."

From a Colonial, he sprang into national fame, and his own words, "I am not a Virginian—I am an American!" went ringing through the land.

His third great speech came at the Revolutionary Convention at Richmond. It was one of those rare occasions when the question is clearly defined and the issues are of eternal consequence. The

question was that of liberty or bondage—life or death. It was a time for oratory, such a time as stirred Patrick Henry to his supreme efforts. He was equal to the occasion.

All his years of study and thought on human liberty, all his fire and fervor as an advocate, all his powers of eloquence were brought into play as he faced an audience made up of men as desperately in earnest as himself, all eagerly seeking the right decision and ready to stake their lives upon the issue. No wonder he rose to new heights and wrote his name high among those who have fired men to action by their words. He was not seeking fame nor glory, but action for what he believed was right. He won the action, and with it he gained the fame which he had not sought.

Such a thing may happen once in a century, or even in a generation. One man out of millions possesses natural gifts which make

him an orator in spite of himself. The rest of us work hard for such success as we may be able to attain in speech. It is a good thing that not all of us are such natural born orators, for if we were, who then would serve as an audience?

The Patrick Henry formula for success—no formal education, failure in business, indecision in choosing a career—should not be recommended for common use. It took a Patrick Henry to succeed in such conditions. The rest of us will do well to follow the more conservative channels of study and work. But even we may, when a great idea strikes us—when a sense of mission compels us—rise to heights of forensic power which will overpower opposition. All it takes is a great cause, coupled with a great conviction of rightness.

Executive Secretary Assists

Executive Secretary Ted Blanding spent an April week in Districts Four and Twelve, visiting clubs and prospective clubs. His visits took in 15 clubs, including an Area Contest at Lodi, where interest in his suggestions rivalled the interest in the contest speeches. Although the hour was late when the contest ended, the officers of

the various clubs remained until after midnight in conference with Secretary Blanding. He met five groups, each representing a prospective new charter in the San Francisco Bay region. He reports keen interest at all points in our training, both among present Toastmasters and among men who would like to become members.

New Charters

No.	Name	City and State	District
376	Bois de Sioux.....	Breckenridge, Minn.	6.
377	Lake Region.....	Fergus Falls, Minn.....	6.
378	Butte.....	Butte, Montana	17.
379	Hospitality House.....	Minneapolis, Minn.	6.
380	Centerville.....	Centerville, Iowa	6.
381	Hyde Park.....	Chicago, Illinois	8.
382	High Ridge.....	Chicago, Illinois	8.
383	Midway.....	St. Paul, Minn.....	6.
384	Canton.....	Canton, Ohio	10.
385	Indianapolis.....	Indianapolis, Indiana	11.
386	Shibboleth.....	Mason City, Iowa	6.
387	Y.M.C.A.....	Omaha, Nebraska	Unassigned
388	Mount Olivet.....	Minneapolis, Minn.	6.
389	Seattle JayCee.....	Seattle, Wash.	2.
390	Oregon City.....	Oregon City, Oregon	7.
391	Capitol City.....	Salem, Oregon	7.
392	Northeast.....	San Diego, California.....	5.

Suspended Charters Reactivated

46.	Burlingame, California.
51.	Springfield, Illinois.
84.	Olympia, Washington.
95.	Pullman, Washington.
100.	Santa Ana, California.
142.	Sacramento, California.
143.	Southgate, California.
163.	San Francisco, Golden West.
124.	Toppers, Bell, California.
58.	Hollywood, California.
248.	Las Vegas, Nevada.

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Seattle . . .

JULY 24-28

Toastmasters
International

15th Annual Convention

Bring along those "Good Ideas" which you have in YOUR Club—and you'll return home with hundreds of exchange ideas from other Clubs! This Seattle Convention is going to be PACKED with valuable information for Toastmasters—and every Club in the nation should be represented with as many members as possible. . . . You may be sure also that there'll be plenty of entertainment for the wives while you are in conference—and for all of you between sessions—Don't miss this Convention!

**NOW is the Time
to Make Your Plans
and Reservations.**

