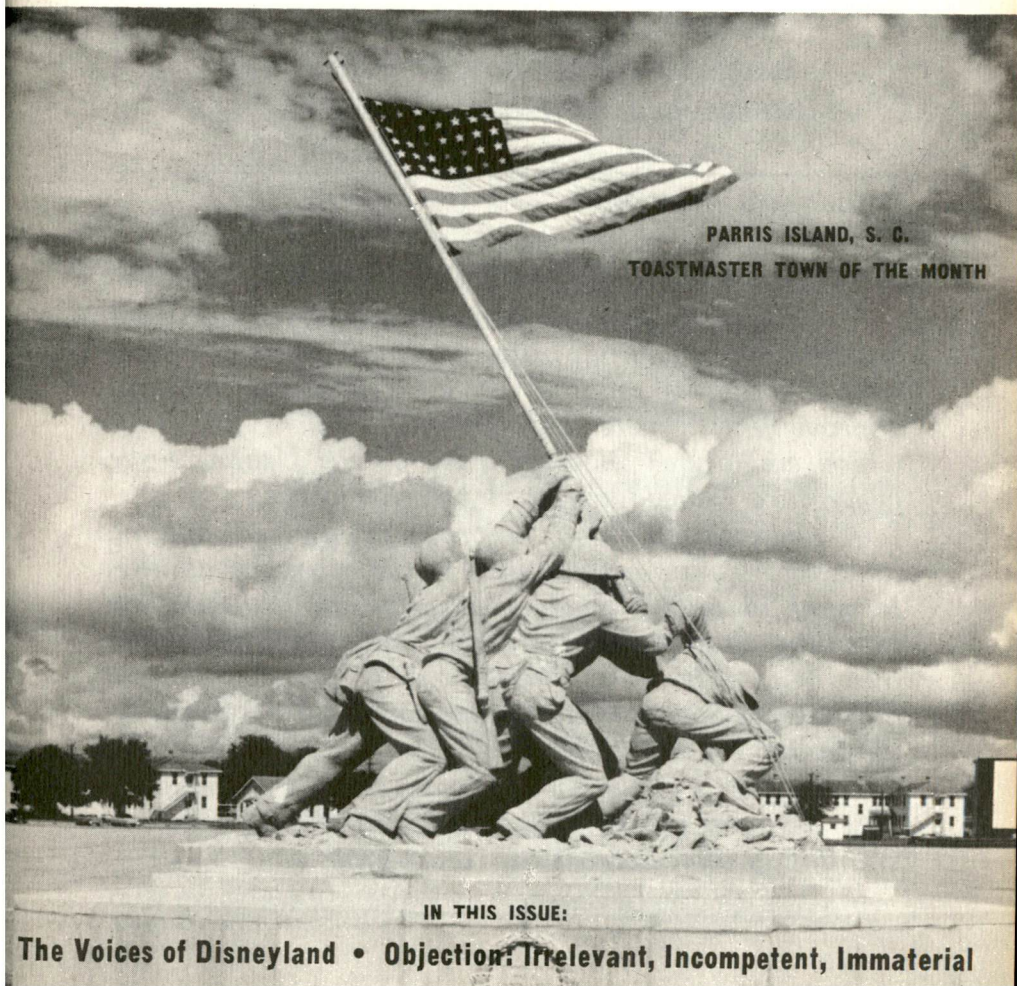


AUGUST, 1961

THE TOASTMASTER

FOR BETTER LISTENING, THINKING, SPEAKING



PARRIS ISLAND, S. C.
TOASTMASTER TOWN OF THE MONTH

IN THIS ISSUE:

The Voices of Disneyland • Objection: Irrelevant, Incompetent, Immaterial

As this issue of THE TOASTMASTER magazine goes to press, new officers and directors are being chosen at the annual business meeting of Toastmasters International, held at the annual convention, Seattle, Washington.

Names and addresses of the new officers and directors will appear in the September issue of THE TOASTMASTER.

TOASTMASTERS INTERNATIONAL IS:

... a nonprofit, nonpartisan, nonsectarian educational organization which has helped more than half a million men through its program of self-expression and self-improvement. There are now more than 3,200 clubs which are located in every state of the Union, every province of Canada and in 39 other countries.

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

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

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

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The TOASTMASTER

For Better Listening—Thinking—Speaking

OFFICIAL PUBLICATION OF TOASTMASTERS INTERNATIONAL, INC.

VOLUME 27 NUMBER 8 AUGUST, 1961

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PRINTED IN U. S. A.

PRICE \$1.50 PER YEAR

Address All Communications



The Toastmaster, Santa Ana, California

TOASTMASTERS INTERNATIONAL is a non-profit educational organization of 3319 active clubs located in the United States, Canada and 40 other countries. Organized October 4, 1930. Incorporated December 19, 1932. First Toastmasters Club established October 22, 1924. Home Office—Santa Ana Community Center, 1104 West Eighth Street. The names "Toastmaster" and "Toastmasters International" are Registered Trade Marks of Toastmasters International, Inc.

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A speech training program spells success for . . .

The Voices of Disneyland

By DAVID C. HALL

FEW PEOPLE REALIZE the role played by effective communications in making possible the success story of Disneyland, Walt Disney's famed magic kingdom in Anaheim, California, where more than 24 million visitors have been welcomed since the Park first opened in 1955.

Some of the delights packed into its 60 acres include railroad trains, horseless carriages, a replica of Main Street USA at the turn of the century, a jungle river, a Mississippi steamboat, realistic "wild" animals, submarines, a complete monorail system (2½ miles long), a replica of the Matterhorn, a story-book castle with rides based on characters made famous by Walt Disney, to name only a few. And bringing all this to life is an army of train conductors, surrey drivers,

boatmen, narrators, ticket sellers and others who set the mood of the Magic Kingdom through personal contact with the public.

Responsibility for public contact rests with Tommy Walker, director of the Disneyland Customer Relations Division. He administers such varied activities as staging of special events, hiring and supervision of Park talent, greeting of important dignitaries and planning of their itinerary, coordination of all narration and announcements made within the Park, and supervision of tour guides and hostesses.

Walker has delegated authority for all announcements, narration and other spoken communication to Bob Matheison, a seasoned radio-TV broadcaster from Texas, who serves as Disneyland's sound coordinator. Quite naturally Matheison

... AND THIS IS SLEEPING BEAUTY CASTLE
says Tour Guide Marianne Burns, as she points
to Disneyland's most familiar landmark.



feels that good communication between employees and guests is one of the most important aspects of Disneyland's operation. He prepares scripts for taped and live narration and coaches employees in good speaking quality and dramatic effect.

"We audition every prospective employee where part of his job will entail communicating with the public," says Matheison. "Like Toastmasters, we evaluate such things as inflection, enunciation, voice quality and general ability to assume a role. This is true whether he will be a helmsman on the *Mark Twain*, an omnibus driver or a ticket seller answering questions."

Probably the greatest "performances" at Disneyland are turned in by the Adventureland jungle cruise guides who pilot their naphtha launches down the treacherous crocodile infested waters of the Amazon. "The guides must be enthusiastic about the area itself," says Matheison. "If a crocodile is approaching the boat, they really feel and believe that it's a real crocodile. In so doing, we hope to impart their enthusiasm to our guests."

Walt Disney feels that for most people this will be their first and only opportunity to go on a jungle cruise, so it must be as real as possible. Thus Matheison and the guides help prepare dialogue that will enliven the proceedings. Guides tell passengers to "take a last look at the dock, we may never see it again!" Approaching the ferocious hippo, the pilot apparently has just enough time to draw and fire his .45 to avert disaster. Droll jokes about crocodiles looking for a

hand-out and ambitious cannibals trying to get a head, contribute to the illusion of menace and danger. Finally the passengers are eased back to reality by the comment: "And now we return to civilization and the most dangerous part of our journey—the California freeways."

Matheison estimates that each summer between 25% and 50% of the 250 employees operating rides or in other ways meeting the public (lessees excluded) are new employees. Many are college students, school teachers or career military men off duty. To train them, he first organizes group interviews at the beginning of the season where techniques of communication are explained. This is followed with individual counseling in voice control, projection and proper inflection. Tape recordings are used to allow the employee to hear himself as others hear him.

In addition to private testing, Matheison is often seen roaming the Park with a portable tape recorder. This he uses to constantly sample the performances of permanent and seasonal employees to make sure a high standard is maintained. Later at a private interview, the tape is played back. "In offering criticism of an employee's work, I like to bring out the good points as well as any factors that need improvement," says Matheison. "If a man has shown great improvement, it helps morale to tell him so—and tell his supervisor also."

Since no two rides are alike, Matheison seeks to instill in employees the feeling that each trip, each narration is an adventure—

not only for the guests, but for the employee as well. Operators must be sincere because any insincerity, especially on the Fantasyland rides, is immediately detected by children.

Nowhere in the Park is effective speaking more necessary than in the presentation made by the Disneyland Tour Guides. For the convenience of first-time visitors to Disneyland—often a little overwhelmed by the Park's constant growth—Walt Disney has provided more than 40 specially trained girls to show them the Magic Kingdom. Following a pre-arranged yet flexible itinerary, the distinctively uniformed girls escort groups of up to 30 persons on a two-hour whirl of some of the Park's attractions.

In charge of tour guides is Henning Bodenhoff, 37, former major in the King's Guard of Denmark and guest relations supervisor for Disneyland. He also works under Tommy Walker. "Our guides cover the five 'lands' in such a way that it's the shortest distance and consumes the least time," says Bodenhoff. "This means the guest sees

more in his two hours than he normally would on his own. Since October, 1960, more than 80,000 people have seen Disneyland in this way."

Prospective tour guides, between the ages of 18 and 30, single or married, are carefully selected in terms of personality, warmth and genuine interest in people. Girls must be attractive, intelligent, above average in height and have a clean-cut natural look. Stress is placed on a good speaking voice, coupled with the ability to use a precise choice of words. New girls are required to speak a second language.

Besides English, tours are currently offered in German, French, Spanish, Japanese and Arabic, with Scandinavian, Italian and Portuguese soon to be added. Bodenhoff speaks five languages himself, requires his foreign speaking guides to be absolutely fluent in their specialties and is particularly proud of one guide who speaks German, French and Spanish in addition to English.

Rodenhoff reports that he is

"LOOK OUT!" shouts jungle cruise guide as ferocious hippo "charges" boat making its way down tropical Rivers of the World. Guides put themselves into their role—create feeling of adventure and danger.





VOYAGE INTO STORYBOOKLAND is taken by Disneyland visitors on canal boat, as narrator describes points of interest in this land of make-believe. Geppetto's Village, from "Pinocchio," is on right, with Swiss Alps behind. Casey, Jr. Circus Train is crossing bridge. Rides are located in Fantasyland section of Magic Kingdom.

swamped with applications, but that only one girl in ten qualifies. At present there are more than 200 names on the waiting list, all of the girls able to speak at least two languages. In addition to the tour guides, there are a few extra-capable girls known as Hostesses, who escort special VIP visitors.

Girls accepted for tour guide service are given a 14-day course that includes many hours of instruction by Matheison in voice projection, breathing and techniques of narration; and by Bodenhoff and others on the history of Disneyland, administrative organization, tour route, safety, security, charm and grooming, facts on lessees, Park landscaping and mechanics of rides.

Required reading includes biographic facts on Walt Disney and a thorough study of the Disneyland Dictionary—a complete reference on all the sights, rides and exhibits. The guides memorize these facts and the answers to such frequently

asked questions as "How large is Disneyland? How many employees? How much did it all cost?"

The girls get together to discuss common problems such as what to do with women who have to feed their babies on tour, or what to do about people who get lost. The final exam is given by three experienced girls who accompany the newcomer on a simulated "tour" pretending to be guests and asking the same questions a real visitor might ask.

But like Toastmasters, the guides learn by doing and the most important training of all, says Bodenhoff, is practical experience gained on the job. "We give the girls a Tour Guide's Manual, but it's the actual handling of the people in a live situation that counts." It takes many tours for a new guide to become proficient, but the process is often speeded because guides sometimes take as many as three tours a day. In summer, a tour leaves every three minutes for the first

hour after the gates open. Says Bodenhoff: "A tour guide never gets too much experience. New situations and new problems are constantly arising, so the learning process is continuous."

To help guests receive an intimate glimpse into the past, present and future of Disneyland, Bob Matheison has prepared a complete script for use by the tour guides. They follow the script, but are also encouraged to give the tour a personal touch by injecting any appropriate comments of their own. Bodenhoff urges his guides to work at being themselves. "We want them to tell the Disneyland story in a natural way. Their presentation should never be mechanical, but like a good friend showing her home to another."

Strict factual accuracy is required. If a guide doesn't know the answer to a question, she promises to find out before the end of the tour. Because Disneyland has built a reputation for courtesy, guides

strive to be patient and diplomatic no matter what the circumstances. At Disneyland there are no silly questions. The policy is that if a guest felt his question was foolish, he wouldn't have asked it.

People have been so charmed by the tour guides that many ask for the same girl when they return for a second visit to Disneyland. People often insist that their out-of-state guests be assigned to a favorite guide. Foreign visitors have offered guides temporary extra jobs as interpreters for business negotiations, and one Frenchman even wanted to provide a scholarship for his French-speaking guide.

But whether it's a tour guide helping to point visitors' attention to the over-all wonders of Disneyland, or an individual ride operator or ticket seller playing a specialized role, all are dedicated to insuring that the guests of Disneyland have a wonderful time in the "happiest place on earth." ❖

David C. Hall is an editorial assistant for the public relations division of Disneyland, Inc., the magic kingdom of fantasy located in Anaheim, Calif. Hall is a graduate of Pomona College (class of 1952) and received an M.S. in journalism from UCLA in 1955.



It's plain talk, but . . .

Does It Communicate?

By CHARLES C. SHINN

TALK, PLAIN TALK, is the medium of human communication. Talk makes us more efficient but not essentially different from other animals. Animals communicate, obviously. They do not talk as we understand the word, yet sometimes, I wonder if we humans communicate as effectively.

How often have you heard someone ask, "You know what I mean?" or, "Am I getting through to you?" Sometimes other humans do not talk as we understand it, or vice versa.

Observe some of the small talk of saying "hello": *Hi! What's new? Same old thing. Nice day. How's ya? Well, so long. See ya around.*

Simple words, you notice. Very simple. Better than grunting—but not much.

Hep talk, hip talk, bop talk and Beatnick are highly developed, specialized systems of communication, often efficient and effective. If you

dig it, like, man, if your antennas are working, you'll get far out, in orbit: in short, you'll communicate.

Then there's the professional jargon of doctor to doctor, attorney to attorney, psychologist to psychologist. To them it is clear, precise language, but to the layman it sounds something like: "If the clochet is on the fracastands or if the rebulo orbits the allacan, then you have a case for the starris in the very best sense."

What about gobbledegook? That's another lingo often *useful*—if you're tuned in. This was heard at a Senate investigation into baseball:

Senator to witness: "Mr. S., what do you think of putting big league baseball in other cities?"

Prominent baseball manager: "Well, if I was a Chamber of Commerce member I would not want a team to leave a city because it puts money in the city and we are draw-

ing tremendous crowds because of our overseas broadcasting and more parking and so forth, because you can't drive on a highway which is very hard to do these days if you are over 45."

Have you ever heard this? "My friends, from the warm, Gulf Stream-washed shores in the East to the golden, sun-toasted beaches in the West, from the magnificent St. Lawrence to the beautiful Rio Grande, we all, every patriotic one of us, owe much to those who nurtured us, fed us, taught us, laughed and wept with us—our families, friends and loved ones, without whose wisdom and guidance we could not have matured to this great day—a day of opportunity for all in this vast Nation under whose flag I serve as a humble citizen, unflinching in my resolve, firm in my responsibility to you, the good people of this fair community. I thank you."

It's a beautiful sound—but what did he say?

All these examples are "English," and some are very communicative to those who understand the particular *brand* of English.

There is a lesson here for speakers. The beginning of communication is in the audience—that is, the

other fellow. Don't expect him to be reasonable. Accept him as he is—a balance or an imbalance of experience and emotional forces. Don't expect your reasonableness to meet his standards. Keep an open mind, put yourself in the other fellow's place. "Feel" his point of view. Spend time with it. Then use definite, precise words—his words, whenever possible.

The idea is to get your message through to the other fellow . . . tell him what *you want* in his terms. Perhaps then, he'll be receptive and understand. Use his words where they fit. What's in it for you? A larger, more flexible and descriptive vocabulary.

All this leads to a conclusion that communication is more than words, more than an exchange of ideas. Every argument, every sale, every successful human venture depends on it. Trouble starts whenever communication is lost.

Communication is an exchange of feelings and understanding—it's a matter of aesthetics. It is more than being reasonable—it is also finding the proper emotional wave length.

As a start to better communications, make it plain talk, but make it the other guy's language. ♦



Charles C. Shinn of Washington, D.C., is a member of HHFA Club 1795-36. He has served his club as president and educational vice president, and has been assistant governor of Area 3, District 36. He is Director of Graphic and Visual Aids for the Housing and Home Finance Agency which coordinates the various housing activities of the Federal Government.

Toastmasters . . .

By ROBERT BEACON

ASKING WHETHER Toastmasters is educational or social is like asking a teen-age boy whether he likes hamburgers or girls. On both counts, the answer is an unqualified *yes*.

No one could possibly deny that a Toastmasters meeting is a lot of fun. The pleasure of sitting over a good dinner with your friends and listening to them talk makes up a large part of your interest in coming back week after week. But remember, brother, you're there to *learn!* You're there to learn, grow, and develop skills which are useful to you, now and in time to come. Club? Yes. But more correctly, *an investment for the future.*

Of course there are social aspects to a Toastmasters meeting. This isn't surprising; the meeting of 30 to 40 men over a dinner implies a certain amount of sociability. But even this is for the purpose of learning, for much business is transacted over food in our modern world, and the ability to handle knife, fork and cup in public rates as a necessity. Other social aspects of our clubs include the special events, Ladies Night, Charter parties, inter-club exchanges, and others as the club desires. Most important of all is getting to know your fellow members.

Even if you were to eliminate

all social aspects of Toastmasters, however, from the dinner on up, what remains is more than enough to warrant the time you spend in participation.

Seemingly, the greatest educational achievement in Toastmasters is the successful completion of Basic and Beyond Basic Training. No one who completes all or any part of these wonderful series of lesson-suggestions can help but improve himself. Yet BT and BBT are only the roots, not the fruit, of the Toastmaster Tree of Knowledge.

The first fruit of the Toastmaster tree is the skill of critical listening. The awe of the neophyte for the practiced veteran serves him well here, for he is forced to concentrate on listening. Soon he becomes aware of what might be called evaluative listening. He learns what to listen for as he hears the evaluators review a speech; soon he takes his own turn at evaluation. Listening becomes an active process, something more than passively allowing words to enter the ear; it involves sorting, judging, arranging and re-arranging.

The next product of Toastmasters training is learning to communicate. Sometimes it is a difficult chore for a rookie just to stand up and say a simple sentence before a group—even to volunteer to bring

Class or Club?

the punch for the next club party. The art of stating simple needs, of making a suggestion, a motion, or asking a question, is soon developed. The beginner who was wondering a few months ago how he could ever talk about himself for five minutes in an icebreaker speech learns to express his ideas.

Knowing and using the rules of parliamentary procedure make up an important skill. Any veteran of club activities knows that the skillful use of Robert's Rules can put over or derail a program. If you doubt this, watch the proceedings of any deliberative body, or read the proceedings of the Congress of the United States. Robert's Rules are a guide to orderly procedure, a blueprint for getting things done in a group. Using them effectively can produce order where chaos would otherwise result.

Perhaps the greatest over-all value of Toastmasters training is the integrated skills of communication. Better listening, better speaking, better thinking. A triple technique. We learn to consider

and accept new and different ideas, and find these ideas not unpalatable. We learn to accept the idea that everything is not done in just this one way, the other people have their ways which only appear to be different from our own. In reality, our needs and goals are similar, which we readily realize when we are willing to listen. Today, when every difference between people of the world is underlined by a vast, mushroom-shaped question mark, this one skill may well be the most important one on earth, and contain within it the peaceful salvation of the world.

Well, then, class or club? Social life? Yes. But as an aid to learning. It is possible that there may be more down-to-earth learning in the social laboratory of your Toastmasters club than can be found in many a university classroom.

So the next time a friend asks, "Where are you off to tonight?" and your answer is "My Toastmasters club," remember: You have said "club," but you mean a great deal more than that. ♦



Robert Beacon, Compton 464-51, is a teacher in the Los Angeles City Schools. He has served his club in every office, has been area secretary, and directed the Club-of-the-Year campaign for its first two years, which culminated in this third year by seeing Compton 464 awarded the District 51 permanent Club-of-the-Year award. He is now the club's publicity director.



This club meets . . .

By the Dawn's Early Light

By ROBERT F. DYE

SEPTEMBER 27, 1959. A brisk autumn morning. The time? 6:15 a.m.—before sunrise, that is. Sixteen sleepy, slit-eyed Bartlesville, Oklahoma, Toastmasters filed into the YWCA. They spoke neither to the right, nor to the left—partly because of the hour, but mainly because of their determination and fixed purpose. They had come to establish the first morning Toastmasters club in the Southwest.

Miss Kathlene Vaughn, Bartlesville dietician, greeted the group and directed the serving of breakfast. A typical Toastmasters meeting was held: table topics, business session, formal speeches and evaluation. A new club was born.

Fathers of the Toastmasters movement in Bartlesville (Area 6, District 16) had a wealth of experience to guide them in founding new clubs. They knew most of the obstacles clubs face — absenteeism, member complacency, leadership woes. But no one saw, even in his dreams or early morning visions, what a pre-workday club could mean to members. Today, with a

roster of 30 active and 10 associate members, the club continues to grow, although there are three evening clubs serving this community of 27,000 people.

The club name — *Osage* — was proposed by Ken Treadway. It won overwhelmingly over others which ranged from *Reitnorf* (frontier spelled backwards) to *Sputnik*. For his winning entry, Treadway got a Confederate 20-dollar bill on Charter Night, January 7, 1958.

Osagers meet from 6:15 to 7:45 a.m., 90 minutes of educational activity geared for busy businessmen. It's a compact meeting that uses time wisely, yet allows for a full 15-minute table topic session, five prepared talks, and 15 minutes of evaluation. Only major business matters are brought to the floor of a regular meeting. Executive committee meetings handle routine matters.

What is the secret of our club's success? It fills a *need*. Men from two petroleum companies with central offices in Bartlesville make up a large percentage of the membership. They are busy men who find it

hard to set aside an evening for Toastmasters; they are attracted by our meeting time!

By selecting new members on a personal contact basis and by concentrating on inspired leadership, Osage's program has reached a high level. Education-with-enthusiasm appeals to speakers-in-training. Through aggressive educational plans which we consider unique with Osage, a challenge exists for beginner and experienced speaker alike.

Although active and efficient club leadership has sparked Osage's operation from its beginning, there is another vital factor in our success: our ranks are filled with key men, skilled Toastmasters, who are quick to offer quiet selfless help as needed, to the community, to new members, to potential members. These are Toastmasters who are always ready to talk up club benefits. They keep an eagle eye out for prospective members who can use Toastmasters training to advantage, men with leadership potential still untapped.

The Osage Club believes that good programming is the key to high club efficiency and performance. Programs are varied and interesting in content, and naturally, with our limited time, they are punctual in opening and closing. Along with good programming goes strong, objective, helpful and friendly evaluation. These factors

form the backbone of a strong, functioning club.

Every member has equal opportunity in the club. The educational vice president and his committee keep accurate, up-to-date records on the progress of each member. Club rosters and program assignment dates for each man are published at two-month intervals. No member is ever in doubt as to his assigned place on the program.

We also consider that a good club bulletin is an important part of effective club operation. A lively, one-page bi-weekly news sheet, "The Osage Orator," brings to the members official announcements, educational notes, and short articles of interest. A weekly press release to the local newspaper is an integral part of our public relations program.

Osagers are not unnaturally proud of our club's success. Even so, we strive to be both objective and critical, continually evaluating. We realize that along with the peaks, there are bound to be valleys. Our club's financial structure has always been sound, but our treasurer's pencil keeps careful track of income and outgo. And a critical, analyzing eye is always trained toward the most important thing—the *needs of the individual member*. Meeting these needs, we are confident, is the surest path to club success, and, in fact, to its very existence. ♦

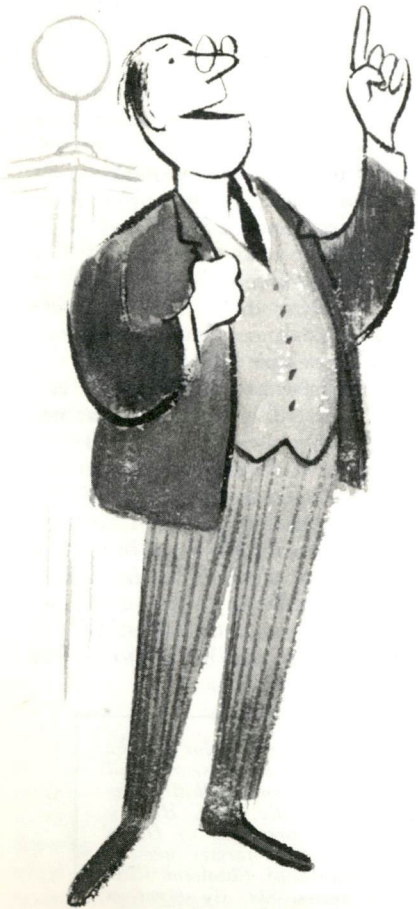


Dr. Robert F. Dye is a senior process evaluation engineer in the Research and Development Department of Phillips Petroleum Co., Bartlesville, Okla. He is a member and past president of Osage Toastmasters 1585-16, a former member and past president of Bluestem Club 1433, both of Bartlesville. He served as secretary-treasurer of District 16 during 1957-58.

OBJECTION:

Irrelevant, Incompetent, Immaterial

By FRED DeARMOND



TRIAL LAWYERS, or barristers as the British would say, have learned above all else to watch the evidence. It is by this sign that they win or lose their cases. Knock down weak evidence by the other side and you can practically win by default. See that your own evidence is unimpeachable and you can hardly lose.

The lawyer is moulded by this discipline from his law-school days on throughout his practice. It causes him to build up his cases carefully and to be forever skeptical of evidence introduced by the opposition. All of us who talk, speak or write could be more convincing if we used stricter measures for selecting unassailable data to support our theories and conclusions.

An old countryman who had been hired to build a barnlot fence for a city farmer said he knew how to make just one kind: "Horse-high, bull-strong, and hog-tight." We can't build such a logical fence around an argument with weak corner posts or rusty wire.

Lawyers have three main tests for evidence, epitomized in the familiar courtroom cliché: "*Your Honor, I object; this testimony is*

irrelevant, incompetent, and immaterial." Of course, evidence inadmissible on all three counts wouldn't stand a chance. It is discarded if one count against it is made to stick.

Is It Relevant?

A speaker had been billed to address a club on "The Significance of April 12," (the firing on Fort Sumter) as part of the Civil War Centennial commemoration. It was a good speech—except that in the middle he digressed for exactly 12 minutes to air a favorite prejudice against the Germans. When he got back to the Civil War his audience had grown cold.

Most sins against relevancy arise in a loss of objectivity. A Single Taxer, or an antivivisectionist, or a faith-healer always winds up astride his hobby horse, wherever the discussion may have started. Even those who plug good causes often waste their solid shots by aiming them badly.

Whether in conversation or formal discourse, it takes two to communicate truth—one to utter, and others to listen. Without the second the first is impotent. My family affairs interest me tremendously, but how much do they interest others? I have only to ask myself how much interest I have in Joe Blow's grandfather, or his high school son whose brilliance astonishes all his teachers, and I have the answer. These things are simply not relevant for me. Maybe other people are much the same way.

Merle Thorpe, for 28 years editor of *Nation's Business*, and a

speaker of national repute, did not hesitate in conference to remark: "Interesting; but how does it relate to what we're discussing?"

I was present at a club committee meeting not long ago when one of the members got the group's attention and expounded in detail a novel idea for civil defense that he had concocted. At the end he asked what we thought of it. Everyone politely refrained from any comment at all. So, with this clear evidence that no one was interested, what did he do? Why, he went back over the whole story again, like a salesman repeating his pitch. By that time the members were looking at their watches and beginning to exit.

A common feeling in public speaking, as all Toastmasters probably have observed, is for the speaker to embrace the fallacy of "intrinsic interest." This fact, this story, this bit of history or science doesn't really relate to any subject, but it will help give my speech listener appeal. An alluring rationalization, but a false step, because every speech not made strictly to entertain is judged by the iron rule: *Does it leave a clear and unified impression?*

The speaker who is tempted to pad his remarks by such irrelevancies is well advised to dig deeper into his subject. If he is diligent, and the subject worth developing, he will find in it plenty of material that is both interesting to an audience and pertinent to his theme.

Is It Competent?

I use "competent" in the legal sense, meaning authoritative, com-

ing from a reputable and creditable source.

A good lawyer is trained to take nothing for granted. Even if you quote the Constitution or the Bible against him he will want to verify the citation. If he can't discredit a piece of testimony he looks to see if he can discredit the witness. If so, that will attain the desired result.

Even the seemingly respectable sources may be vulnerable. When Benjamin F. Butler of Massachusetts was handling an opposing witness rather roughly in cross examination, he was reminded by the judge that the witness was a Harvard professor. "I know it, your Honor," Butler replied; "we hanged one of them the other day." His reference was to the known fact that a prominent Harvard professor had recently been convicted of murder and hanged by the state.

If an authority is open to challenge it is safer to paraphrase the citation and not name the author. Many pungent and pertinent quotations could be extracted from Adolph Hitler's "Mein Kampf," but to quote him in support of a general statement would be like labeling your point "poison ivy."

The biggest gun fired by the lawyer critics of the Supreme Court's controversial school segregation decision was aimed at the passage in Chief Justice Warren's opinion which quoted one Gunnar Myrdal. Myrdal is a Swedish Socialist who

visited the United States and wrote a radical book highly critical of American ways and ideologies. Since Myrdal has no standing either in law or American affairs, his name in a Supreme Court opinion weakened the decision and made it vulnerable to attack.

In debate, the rule is to be guarded and selective in the competence of your sources. Wherever possible go to the original. If David Lawrence said it, your source will be

attacked by an opponent of Leftish leanings as prejudiced. But if you can find that the same thought was phrased by Hamilton or Madison or Wilson you're entrenched impregnably on a forensic Cemetery Ridge.

A first hand report, when spoken in unaffected man-to-man

fashion is likely to be more persuasive than any other. Recently I heard world traveler Chuck Hutton deliver his speech on the deadly menace of Communist Imperialism. Throughout his speech he told in earnest and unimpassioned words what he had seen, and named the prominent men in Europe and Asia who had described the threat hanging over their heads from Moscow and Peiping. It was impressive and convincing.

But don't hesitate to attack eye-witness testimony that seems phony. Dr. Samuel Johnson was discussing in company the disputed Gaelic manuscript of the legendary Irishman, Ossian. A man who was pro-



ent thought he had settled the argument by saying that the manuscript was undoubtedly authentic, since he had seen some pages of it "with my own eyes."

"Could you read and understand it?" Johnson asked. The man answered that he could not.

"What kind of evidence is that?" Johnson roared. And he had the last word.

Is It Material?

Here again, the attorney's tactics are highly suggestive. If he has to admit the relevancy of a piece of evidence, and he is not successful in attacking the credibility of a witness, he still may be able to say: "It does not advance the argument. It's immaterial."

Francis L. Wellman, a noted authority on court practice, has said that "Nothing can be more absurd or a greater waste of time than to cross-examine a witness who has testified to no material fact against you."

Clarence Darrow understood this truth and often used it. When what the opposition thought to be damaging testimony was introduced, Darrow might simply shrug his shoulders in a gesture that conveyed to the jury better than in any other way the "So what?" reaction. During the trial of a famous murder case in Honolulu a well-known alienist had been brought from the mainland to testify for the prosecu-

tion. He was properly fortified to score an extra point in the expected cross-examination by Darrow for the defense. But Darrow asked him only two questions:

"Have you enjoyed your trip to Hawaii, doctor?" and "I suppose you are being well paid for it?"

In this way the attorney for the defense seemed to be saying that the doctor's testimony cut no ice in the trial.

The question, What is important? is one of the big ones that all men face. Its answer is a testing of judgment, the end product of all learning and experience. In conference one has continuously to be weighing the suggestions and impulses for speech that come to him.

"Here is a relevant fact that I could introduce at this point in the discussion. But does it carry enough weight?"

"I think of a good story at this point. Will it take too long to tell? Could I drive home my idea better in some other way?"

Most of us say too much on sudden impulse. That is when we put a foot in our mouth by making some ill-considered, illogical, or inconsistent statement. Before speaking, weigh that impulse in the scale of materiality. ♦

Fred De Armond, of Springfield, Mo., is the author of a number of books on management and business problems. He is a frequent contributor to The Toastmaster magazine.

Rather than love, than money, than fame, give me truth.

—Henry David Thoreau

Toastmaster Town of the Month

ALONG THE COASTS of South Carolina, Georgia and Florida, between the Santee and St. Johns rivers, lie the Sea Islands, famous for the production of Sea Island cotton. Parris Island, across from Beaufort, S. C., is famous for a different crop. It produces United States Marines.

In 1562 Jean Ribaut, French naval officer, established a short-lived Huguenot settlement on Parris Island, which he called Charles Fort. In 1663 William Hilton, exploring the newly chartered province of Carolina, discovered the site. The Marines arrived in 1861, when with a small band of seamen they took possession of the island during the War between the States.

The first Marine Corps post was established on Parris Island on June 26, 1891, when a detachment arrived with First Sergeant Richard Donovan in charge, for duty in connection with the newly-established Naval Station. Marines have followed Sgt. Donovan to Parris Island ever since, to teach or to be taught. It is the site of the Marine Corps East Coast Recruit Depot, and of many Marine Corps schools.

From these schools, both instructors and students seek membership in the Parris Island Club 2342-58. Like most military clubs, Parris Island suffers from a rapid turnover of members because of official orders. However, new members are always ready to take their place, many of them experienced Toastmasters. The varied assignments and backgrounds of the Marines add a dash of color to club programs. In 1959 the Marines were host to the Area IV, District 58 Speech Contest, and delegates from 2342 can be found in attendance at most area, district and zone conferences. Past President Staff Sergeant Alfred W. Steele is lieutenant governor of District 58, and Club President Gunnery Sergeant John C. Maness, an instructor at Recruiters School, captured the top speaker berth in the district contest for the second consecutive year. Major General Robert B. Luckey, commanding general of the Third Marine Division, was given honorary membership in the club shortly before his transfer in 1959, in recognition of his enthusiasm and support of TMI activities at Parris Island. His successor, Major General Thomas G. Ennis, is also a booster of the TM program.

Over 50,000 visitors yearly arrive at Parris Island to witness the graduation of sons or daughters from boot camp. To all visiting Toastmasters, Club 2342 extends a warm "welcome aboard," adding, "If you are aboard the Island on the second or fourth Tuesday of the month, come visit with the finest—the U. S. Marines."



Audience Participates

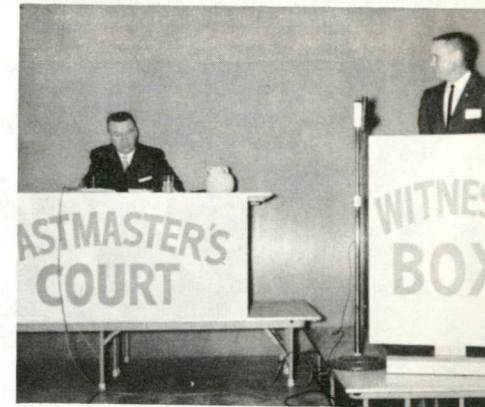
Bringing the audience into the act was a project of Founder's District at its annual spring conference. Conference theme was "Evaluation," and a skit was prepared in which every member of the audience became a participant.

As delegates registered they were given a number assigning them to one of ten juries. District Governor Amos Randall explained that the scene was a courtroom where J. Leo Martin, Toastmaster, was to be tried for making a speech not up to Toastmasters standards.

Court was called to order by the clerk; the judge entered, and all courtroom procedures were enacted. Prosecution and defense attorneys outlined their cases. The defendant was called to the stand to give the speech in question, after which prosecution and defense attorneys were allowed to call two witnesses each. After closing arguments, the judge charged the juries and declared a 20-minute recess for deliberations—and coffee.

After recess, each jury presented its findings through a chosen spokesman. Each speaker was evaluated by a special jury. A short question and answer period filled the balance of the two-hour time.

While an outline script had been prepared, no attempt was made to write out any dialogue except those portions connecting one man's presentation with that of the next man. The participants spoke



"Judge" Robert O. Elliott and "witness" Clyde Hopkins participate in evaluation skit at Founder's District conference.

extemporaneously within the framework of the script.

Founder's District heartily recommends this type of presentation, according to District Governor Randall. It sustained interest, vividly demonstrated the lessons to be learned, and held attention, since no jury member knew what part of the program his jury was to evaluate until all juries were charged at the conclusion of the skit.

**Founder's District
Southern California**



(Above) Dr. Smedley presents his annual personal cash awards to outstanding students of Ralph C. Smedley Junior High School, Santa Ana. Award is given on the basis of scholarship and citizenship. Left to right: Dr. Smedley, Manuel Rodriguez, Gary Adams, Pat Anderson, Eunice Miles, C. H. Colwell, principal.



(Left) Lt. Col. Vincent La Berge (2nd from left) is proclaimed winner of Sembach Officers Club 2890-U, Speech Contest, Sembach AB, Germany. Weeping losers, left to right: Capt. Wilbur R. Spettel, Jr., 1st Lt. Geoffrey B. Easton, James Harper.



TMI Director Fred J. Payne, right, presents awards in annual speech contest for Millington, Tenn., high school students conducted by Anchor and Rocker Club 1537-43 of Memphis. Accepting trophies are winner Susie Danforth, center, and runner-up Mary Nicholson.



(Below) Hugh Page of Roasria Club 1305-7, Portland, Ore., is named Club's Toastmaster of the Year as he receives the top three awards as the club's best all-around Toastmaster for 1961.



Toastmasters of Washington, Pa., Club 237-13 hold testimonial dinner to honor their most distinguished member, International President George J. Mucey, at George Washington Hotel. Left to right: David H. Smith, past governor District 13 and president of Washington Chamber of Commerce, who gave the address; J. C. McCleery, chairman of sponsoring committee; Mucey; Joseph Mazzie, president, Club 237; Dr. J. Edwin Grice, toastmaster of the evening.

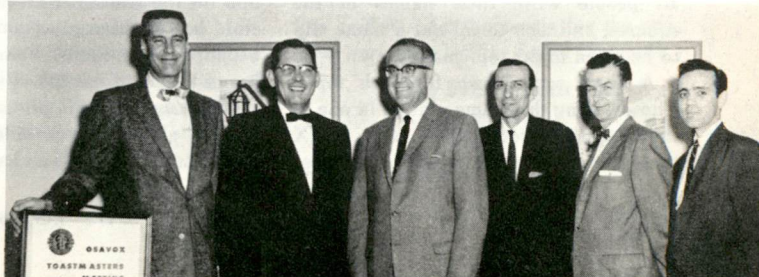


President Ken Bellis of Cronulla (Australia) Club 3034-U (left) presents farewell gift of boomerang to Tom Deschner, club's only American member, who is returning to the U.S.A. after overseas assignment with Boeing Airplane Corp. Boomerang was made by the Pinjarra Tribe of Central Australia, has miniature TM button mounted on silver plaque.



Toastmasters of District 51 (Southeast Los Angeles) plan district's first speech-craft course. Left to right: Ray Clark, Redondo Beach; Dist. Gov. Charles Hutson, South Gate; Wilson Buckner, Compton; Lt. Gov. George Kaufmes, Long Beach; Dist. Treas. Larry Moshier, Huntington Park; Lt. Gov. Lynn Frazier, Torrance. Seated is Past Int. Director Roy Graham, general chairman of the eight weeks course.

Club 3184-36 officers admire new sign, carved and presented by Elmer Snyder. L-R, Treas. William Traupel, Ed V-P Lt. Col. E. P. Fleming, Pres. John Stiegler, Ad. V-P Edward Sheppard, Sec. Barrett Coffin, Sgt.-at-Arms Francis Sylvia. Club meets at the Pentagon, Washington, D. C.





Chaplain Travers of Washington Club (right) receives Air Force Commendation medal for outstanding services.

Receives Honor

Toastmasters of Wellington Club 2378-U, Madrid, Spain, are proud of one of their members, Chaplain (Major) William L. Travers, who recently received the Air Force Commendation Medal from Colonel James M. Smith, Base Commander, Torrejon Air Base, Spain. Chaplain Travers was awarded the distinction by virtue of his outstanding services as Catholic Chaplain at Travis AFB, Calif., from 1958 to 1960.

**Wellington Club 2378-U
Madrid, Spain**

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Bingo Table Topics

An innovation at the charter party of Pershing Point Club 2662, Atlanta, Ga., was a bingo card given to each member and guest. Everyone was asked to have 16 people write their names in the squares, and also to fill out a name slip to be given to the topicmaster.

A name was drawn for each topic. Those having that name written in one of their squares would then place an X through the name, while the person whose

name was drawn either spoke on the topic or allowed husband or wife to speak. When four X's in a line were completed, the table topics were concluded, and the winner was awarded the prize—a beautiful pure-bred dog.

The charter was presented to club President John Keeble by District 14 Governor Robert E. Perkins.

**Pershing Point Club 2662-14
Atlanta, Ga.**

* * *

Radio Program Created

Toastmasters of Fort Wayne Club 159 are no strangers to radio, having appeared frequently on local station WANE. Club members recently interviewed Ft. Wayne Fire Chief Howard Blanton on the subject of fire protection for their city.

The show was so successful that a complete series on city and county officials is planned—an opportunity for Toastmasters to express themselves on radio, gain valuable knowledge of their community, and perform a public service.

**Fort Wayne Club 159-11
Fort Wayne, Ind.**

* * *

10th Time for Installation

When Glen-Eagle Club 556 of Glendale and Eagle Rock, California, invited Past District 52 Governor Robert Feindel to install club officers, they were following a well-established habit. This was Feindel's 10th consecutive officer installation for the club. For his services to the club, he has been given honorary membership in Glen-Eagle. Feindel is a member of Rancho Club 263 of Burbank, Cal.

Glen-Eagle Club is proud of its roster of nine active past presidents. One of them, Paul Crouch, is a charter member.

All nine past presidents installed by Governor Feindel were present at the meeting, including Dick Russell, who made a special trip from San Leandro (approx. 400 miles) to attend the meeting.

**Glen Eagle Club 556-52
Glendale, Calif.**

* * *

Receive Certificates

Four past presidents of Joliet Club 692 received certificates of merit for completion of Basic Training at a special Ladies' Night meeting held in their honor. The format of the meeting was changed to include only the topic and prepared speech sessions; evaluation was left for a "mop-up" committee to report at the next regular meeting.

Shown receiving their certificates from educational vice president Donald Kuder (extreme right), an analytical chemist at the Argonne National Laboratories, are, left to right: Past Presidents Henry Dean, comptroller at the Joliet Arsenal, Ordnance Ammunition Command; Erle Huntington, Industrial Specialist, O.A.C.; Jack Spafford, welder for Elgin, Joliet & Eastern Railroad; Edwin Arford, Training Officer, O.A.C.

**Joliet Club 692-54
Joliet, Ill.**

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Australian Council Holds Conference

The second Conference of the Australian Council of Toastmasters was held recently at Sydney, and a permanent constitution and bylaws adopted.

Keynote speaker was Lawrence MacCawley, senior lecturer in Effective Speech of the Australian Institute of Management. The speech contest was won by Alwyn Druce of the Wollongong Club, and Lawrence C. Vass, Consul Gen-



Past presidents of Joliet Club receive certificate of merit.

eral for the United States, was speaker at the Official Dinner.

Officers elected for the Council were: president, Graham Morton (Wollongong); vice presidents Don Duncan (Sydney) and Bill Arnott (Cronulla), and Council education chairman Russ Walkington (Bankstown).

**Australian Council of
Toastmasters,
Australia**

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TV Promotes Toastmasters

A one-hour TV program devoted entirely to the Toastmasters story was recently produced in St. Louis, Mo., by the Charlotte Peters Show over NBC Station KSD. Miss Peters and her staff presented a 10-minute comedy skit on Toastmasters, then gave an outstanding presentation to an audience estimated at over a million people.

Present at the program were a number of Toastmasters, including District 8 Governor Carlos Harrison and Area Governor Leo Seiffert. Arrangements for the program were made by Plus Factor Club 1229.

**Plus Factor Club 1229-8
St. Louis, Mo.**

* * *

Growing with Toastmasters

By RUSSELL V PUZEY

“YOU’VE BEEN a Toastmaster for 16 years? Why?”

Immediately my mind is flooded with a great number of reasons. Many of them are personal, yet I believe they could be called universal in application.

To me, Toastmasters and my Toastmasters club have always been vehicles of self-improvement and enlightenment which unlock the minds and hearts of men. A Toastmasters club is a place where one learns to speak and to listen. All of these constitute *adult education*.

The salvation of any man—and in fact of any country—lies in a continuing education and the exercise of the mind through new experiences. Facilities for such continuing education are abundantly available in Toastmasters. And as the organization continues its steady growth, the opportunities increase, and more and more people may take advantage of them.

Because I believe this so thoroughly, it has been impossible for me ever to become tired of or bored with Toastmasters. I have never been able to feel that any particular objective has been fully accomplished, or completed. How can you complete an interest in de-

veloping the imagination? Or an interest in your fellow men? Or a desire to increase in understanding, in evaluating, in helping yourself or someone else? You cannot wear out a mind; the mind continues to grow and be stimulated when exposed to proper conditions and provided with proper exercises. These conditions and exercises are present in abundance in the Toastmasters club and in the organization.

Over the years, I have been greatly helped in my endeavors through the atmosphere provided by my own club, the district, and International. Our club, Wilson Avenue 169-30, meets biweekly. This provides us with ample opportunity for learning, yet leaves time available to put into practice in outside activities the things we have learned. Under these circumstances, Toastmasters can be continued indefinitely and fully; we can never claim that club meetings interfere with the work load at the office or with outside responsibilities or activities.

Our club has always been receptive to new ideas, and active in participation in district affairs and in the formation of new clubs. Our

Company Honors Club

The Northwestern Mutual Life Insurance Company of Milwaukee, Wisc., recently honored the Northwestern Mutual Toastmasters Club 2191-35. Over 90% of the club members are employees of Northwestern Mutual.

Special guests were 2nd Vice President of TMI Frank I. Spangler and Eugene Haluschak, lieutenant governor of District 35. Ten charter members of the club received Basic Training Certificates of Merit, presented by Donald C. Slichter, president of Northwestern Mutual.

A pleasant surprise of the occasion was the company’s offer of a portable tape recorder to be made available to the club for future meetings.

**Northwestern Mutual Club
2191-35
Milwaukee, Wisc.**

* * *


Record Speeches

All speeches were tape recorded to be used for study and improvement of members’ presentations when the Civil Service Commission Club 1847-36 held “Wives’ Night” in the private dining room of the All States Hotel in Washington, D.C.

Wives and guests joined in table topics. Talking on “A Stiff Upper Lip,” Henry P. Fraser of the British Embassy in Washington won the cup as best speaker of the evening; Joseph LeMasurier, an administrative officer in CSC, was runner-up with “In Praise of Praise.” Daniel W. Mahaffey, Navy Information Office, and James A. Mallory, electronics engineer with the Federal Government, both from Soundoff Club 1172-36, were guest speaker and evaluator respectively.

**CSC Club 1847-36
Washington, D.C.**

* * *



Four of Delaware Club’s six presidents await cutting of anniversary cake. Left to right: Howard S. Green, current president; Neil Hardy, first president; Francis C. Furman, third president; John P. Daly, fourth president.

Club Celebrates

A fifth birthday is an occasion to celebrate in any club, but when you add to this the capturing of three top honors at an area speech contest, it’s really a time to shout, say members of Delaware Club 1378-38 of Wilmington, Del. Toastmaster Lawrence J. Smith placed first in the speech contest with his talk entitled “The Power of Hope.” John M. Ross took first place in the evaluation contest, and the club was awarded the Club-of-the-year trophy for the fifth consecutive time.

At the anniversary dinner, Mrs. Neil Hardy, wife of the club’s first president, baked a special cake in the shape of the numeral 5, adding three laurel wreaths, lettered “Speech Award,” “Critic Award,” and “Club-of-the-Year.”

**Delaware Club 1378-38
Wilmington, Del.**

* * *

forte has always been program variety—in format and in content—coupled with good, strong evaluation. Every club meeting is a new and stimulating experience, providing one more boost upward, away from mental ruts.

When I entered district and International work, I discovered that here was an excellent chance to use my business experience and develop my ideas on organization. Above all, I learned how to sell ideas. I learned, also, that the Toastmasters International organization is more important than anyone in it, and that ideas presented are more important than the individuals who present them. The essential thing is that a good idea be adopted and become a means of growth and development.

My profession, accountancy, calls for a great deal of salesmanship, for absolute integrity, impartial firmness, and above all, imagination and initiative. Our professional salesmanship is concerned with the selling of ideas and principles. Our work is often the evaluation or criticism of the work of others. Therefore Toastmasters is a never-failing help to me in my work. I have used my club unmercifully in trying out new ideas later to be used at the office or for the benefit of a client.

Over a 16-year period, one's personal circumstances often change drastically. The individual progresses from employee to supervisor to executive. His needs and wants are continually changing. These

changes present continuous additional opportunities for study, trial and solution through club, district and International activities.

Some day I would like to write an article entitled "Why a Boss Should Be a Toastmaster." So much can be learned in the club about human behavior and human needs. It is one set of circumstances to be responsible for running a club or club activity, while at the office one is a supervised employee with limited authority and responsibility. It is another and entirely different set of circumstances to be a top executive in your work and yet work under someone in a club activity. Sometimes it is difficult to remain silent and allow others to learn by doing, to remember that the hint is more helpful than a complete program of action to those who are learning to help themselves.

What are some of the things I have learned or observed through 16 years of Toastmasters activities at all levels?

First, I would say my association with Toastmasters has always been primarily of the mind. I have always placed and will continue to place the organization above any individual in it. I have never made, nor will I ever make, a decision based solely on friendship. This is a hard road, but if everyone followed it, I think there would be fewer heartaches. In this connection, I have learned never to look back, and to remember only the good in everyone.



The club is a place to think up, to think bigger than we are. In other words, we must have goals, and those goals must be high enough so that we really have to struggle to reach them. Sometimes we fail, and we must learn to accept failure as well as success. I have learned how to recognize fear of leadership, fear of decision-making; I have come to recognize how strong are the habits of mankind, mental as well as physical. The almost universal objection to and rejection of new ideas continue to astound me, as does the hunger for detailed instructions, for routines and habits worn like a comfortable pair of shoes.

I have seen men starting from practically nowhere who by self-discipline and high motivations and continuous effort, succeed. I have seen others with far superior qualifications fail or make no progress, through indifference or an attitude of superiority. I have learned to recognize the perfectionists, the workers, and the bluffers. Evaluation is a wonderful exercise for anyone who is in a position of authority in his work. He learns to distinguish and understand such qualities as fear of failure. He becomes able to distinguish between the one who will try and the one who will not.

I have learned to gain club atten-

tion, to listen, and to formulate ideas at the same time. The value of the surprise attack, of honesty, bluntness and freshness, has been demonstrated to me often. One of the hard things for me to learn was the "yes-but" approach. Years ago everything was either all black or all white, but now I know that no one is ever entirely wrong, no one entirely right. Somewhere along the line I've learned to make a somewhat passable speech; I hope some day to make a wonderful one.

Finally, there has evolved in me a greater desire to help others than to help myself. It is a grand feeling to help broaden the scope of a shy person, to help someone express himself better and find himself better understood. I have found, too, that a sympathetic phone call or visit has helped in keeping a man in the club after a failure, has encouraged him to try again.

My 16 years in Toastmasters have meant 16 years of mental stimulation and lessons in tact, brotherhood and understanding. These are not easily relinquished. I hope to continue learning and growing. There's a wonderful array of ideas yet to be tried, much yet to be learned, not to mention the fun of learning and trying. That's why I've been a Toastmaster for 16 years. That's why I'll continue to be one. ♦

Russell V Puzey is managing partner, Chicago office, Frazer and Torbet, Certified Public Accountants, where he specializes in financial and management counseling with the clients of the firm. He joined Toastmasters in 1945 and is a member of Wilson Avenue Club 169-30 of Chicago. He has served in all club, district and International offices, was International President in 1953-54.



PERSONALLY SPEAKING

By RALPH C. SMEDLEY, Founder

Point Your Speech

Every speech must have a point, an objective, a clear purpose, a conclusion.

Purpose is the one excuse for making a speech. It is the thing which determines the style of speech to be used. It is the goal, the destination, the guide of the speaker.

Purposeful speaking, hitting the nail on the head, making the sale—these are all just different ways of expressing the thought that a speech must have a definite point to give it direction. There must always be a “so what!”

How shall you point your speech?

First, point it at somebody. There is someone whom you wish to convince, to inform, to entertain, to win to your side. Point your speech at him.

Perhaps there are several or many whom you wish to influence. Even so, keep the speech pointed at these individuals, and remember that they are individuals, not a mass mind.

Second, point the speech at a definite goal. Before you rise to speak—even before you go to the meeting you are to address—have the purpose so clearly in mind that it becomes a sort of mild obsession with you. Work yourself into a

mental condition in which you can count yourself a crusader, an evangelist, the bearer of a message so important and so compelling that it drives you to give it expression. Give yourself a sense of compulsion. The message *must be delivered*.

With a worthy purpose and a sense of mission, the speaker is set to make a sale. He will not wander nor digress. He will not waste words. He will talk to the point because he has a point to talk to.

All this is by the way of impressing the idea that a speaker must (a) have something to say; (b) say it; (c) stop talking.

An aimless, pointless speech is a confession of the speaker's weakness. Any speech worth making leaves the hearers with a consciousness of something accomplished, something gained. Even a political speech, or a speech in Congress, must be designed to reach a goal.

Speaking of Congress, a tourist from a foreign land visited the spectators' gallery of the House of Representatives. Coming away, he remarked, “Congress is so strange. A man gets up to speak and says nothing. Nobody listens, and then everyone disagrees with what he tried to say.”

Hold That Member

How can we hold the older members in the club? That question comes in constantly. My own reaction is: How can we hold the new members in the club? The two questions are closely related.

The new member should be prepared, oriented, informed, when he comes into the club. Many men join Toastmasters with the idea that they are getting a class or course in speechmaking. They need information which will show them that (a) the Toastmasters club is not a formal class; and (b) that the training leads to much more than merely learning how to face an audience and speak a few sentences without collapsing. Such information as this, given at the start, will show the new member that he is in for a long period of enjoyable association with men of ambition and ability, who will help him to gain the improvement he needs if he will stay with it.

Many men are permitted to get the idea that Basic Training is a course of 12 lessons in speech, completion of which leads to graduation, and to dropping out of the club. It is not surprising that they quit when they have made the 12 speeches.

Many men fail to catch the idea, even in two or three years of membership, that there are unlimited possibilities for growth in store for them. When such a man has been elected to a few offices, and perhaps has served a term as president, he figures that he has reached the top. If he goes on with it, into area and district offices, and finally becomes

district governor, he may think that he is really at the top, and may as well drop out. How silly of him! He is just well started on his way.

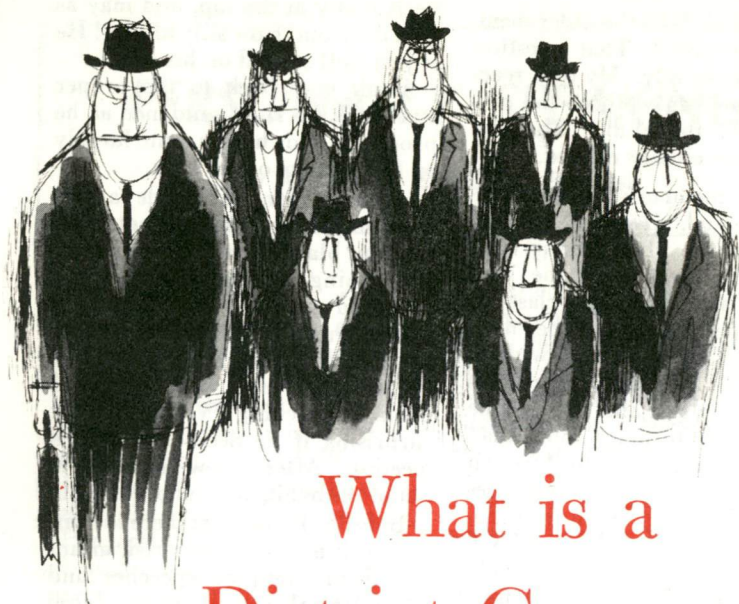
It all goes back to the proper start and the right guidance as he proceeds. This hinges quite largely on the conduct of the club.

After a man has made a few speeches, finding that it is not fatal, can you blame him if he gets tired of listening to poorly planned, unprepared speeches on subjects of little interest? He may feel that he can gain more for himself by staying at home and reading a good book, or watching TV, and it is not surprising if he decides to skip a meeting. After a few skips, he is out of the habit, and out of the club.

But if he knows that there is waiting for him a well prepared, meaningful program of speeches and educational experiences, from which he can gain as a listener as well as by participation, he will get to the meeting even at some inconvenience.

Test your programs by these principles:

Every club meeting should present a program with a clearly defined purpose, calculated to produce results. It should provide at least one speech or exercise of a definitely educational nature, covering some phases of speaking, and it should present several speeches on worthwhile subjects, capable of being informative, inspiring, or entertaining. It should include thoughtful, helpful, directed evaluation, not only of formal speeches, but of the entire meeting, and all should be done in an atmosphere of friendliness and fellowship. ♦



What is a District Governor?

By ROY KAHN

SOMEWHERE between the nervousness of the icebreaker speech and the self-confidence of the accomplished speaker we find a very helpless fellow called a district governor. District governors come in assorted sizes, temperaments and backgrounds, but all of them have the same creed: to ask for the impossible every minute of every hour of every day and to plead ignorance (their only weapon) when their advice is sought on how to achieve the miracles they ask for.

District governors are found everywhere—coming from meetings, going to meetings, giving excuses why they have failed to attend various meetings they arranged themselves, and devising ways to cut down on so many darn meetings. Other district officers tolerate them, club members have never heard of them, their wives and children rarely see them, area officers sneer at them, and Santa Ana wastes postage upon them. A district governor is confidence with worry on its face, vision with con-

cern, wisdom that is supplied by others, and the hope of the district's future with no proof whatsoever.

When you are busy a district governor is an inconsiderate, bothersome intruding bundle of questions. When you want him to agree with you his brain becomes paralyzed or else he becomes a savage sadistic jungle creature bent upon disillusioning you and your entire committee.

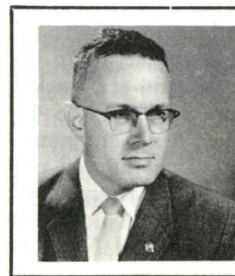
A district governor is a composite—he has the curiosity of a cat, the stubbornness of a mule, the imagination of a Paul Bunyan, the audacity of a steel trap, and when he tries to do something he's all talk.

He likes people, good speeches, free dinners, enthusiasm, money, quick answers to correspondence, good looking women, efficiency, and a nearly reasonable and understanding wife. He is not much for carelessness, sloppy reports, poor speeches, hot weather, lateness at meetings, or being out-fumbled for a dinner or bar check.

Nobody else can become so frustrated in one minute and so enthused the next. Nobody else gets so much satisfaction from people, ideas, and speeches. Nobody else carries so little on his mind and so

much in his briefcase—last year's notes from a district council meeting, a copy of Joe Miller's joke book and after-dinner stories, a reminder to tell TMI to get lost, three late club semi-annual reports, last month's steering committee minutes, a copy of the speech he gave during National Brotherhood Week, two letters of complaint from clubs in his district, a request for district funds long expended and a crushing reply from Maurice Forley on his suggestion to move TMI world headquarters to San Lorenzo.

A district governor is an unusual creature—he needs your support though he is not always in a position to give you his. He may have to be away from your area but he can't stay away from your problems. He might as well give up. He is your captive, your prisoner, your servant, your worry bird—an overly anxious, king-sized trouble chasing bundle of energy. But when he comes to the end of his term of office as district governor with only the shattered pieces of his hopes, dreams, and programs, you can mend them like new with two simple magic things—a full club roster and the sound of enthusiastic, quality speeches. ♦



Roy Kahn is immediate past governor of District 57, and a member of San Lorenzo (Calif.) Club 1371-57. He is an industrial engineer with Peterbilt Motors.

HOME OFFICE

TOASTscripts

★ ★ ★ ★ ★

It has often been pointed out that Toastmasters International has never employed a paid organizer, yet new clubs are chartered at the rate of approximately one per day. And how new clubs are started often provides an interesting story. Take, for instance, two new clubs in British Columbia. They were started because a man got hungry.

The hungry man, a young electrical engineer, approached Bob Baird, secretary-treasurer of District 21 (British Columbia), on a city street. "Sir," he asked, "do you know a good place to eat in this town?" Baird made a recommendation and after talking with the stranger for a few minutes he suggested, "Why not come out to our Toastmasters meeting tomorrow night?"

The engineer accepted the invitation, then joined the club. Subsequently he was moved to another part of the province. And finding no Toastmasters clubs at his new location, he organized two of them!

* * *

We're happy to report that Toastmaster Jules B. Singer's new book, "Your Future in Advertising" is doing very well at the book stands. Singer is a founder member

and past president of Rough Riders Club 1876-46, New York City. He has been in the advertising business for more than 30 years. Last year he resigned as vice president and director of the Grey Advertising Agency to open his own office as a marketing consultant. "Your Future in Advertising," published by Richard Rosen Press, Inc., New York City (\$2.95) is a definitive study of the advertising profession and is aimed at young people who might be considering advertising as a career.

* * *

Toastmasters at Colorado Springs, Colo., have done something the chiefs of staff haven't been able to accomplish at Washington. They've unified the services.

When transfers, new duty assignments and other problems caused the membership of Ent Air Force Base Toastmasters Club 2900-26 to drop to eight men, it was decided to make it an inter-service club. Within six weeks the membership increased to 40 members with two associate members. Membership is composed of personnel of the Army, Navy, Air Force, Air Defense Command, Army Air Defense Command, Naval Forces Con-

tinental Air Defense Command, North American Air Defense Command, and even the Royal Canadian Air Force.

M/Sgt. W. E. Means, Secretary of the re-named Inter Service Club, reports the club conducts its business session, table topics, schedule of four speakers and evaluations in a period of one hour. Sergeant Means wonders how many other clubs operate as efficiently.

* * *

In a recent issue of "The Daily Log," published by the Bureau of Naval Weapons, Department of the Navy, Rear Admiral Paul D. Stroop, USN, Chief of the Bureau, wrote: "The Chief of the Bureau considers Toastmasters an excellent program to supplement the Bureau's formal speech training courses. All men in the Bureau, both military and civilian, who are required to make oral presentations as part of their official duties are encouraged to participate."

* * *

Welcome to our two newest overseas clubs. The first club in Norway, Club 2252-U, has been chartered at Oslo, and the first club in Surinam has been chartered at Paramaribo.

In case you're not familiar with Surinam, it's on the north coast of South America and is better known as Dutch Guiana. And we'll bet Toastmasters in New York didn't know that in 1667, the Treaty of Breda forced the Dutch to cede New York to the English in exchange for Surinam.

* * *

Jim Long of Liberty Bell Club 1010-38 is back, this time with a verse he calls, "Talented."

*While I know that displays
Can be helpful,
Still, I've filed all my props
On the shelf;
For in speaking, I've found,
That I'm widely renowned
For making displays
Of myself.*

* * *

P.S. Congratulations to Col. Robert T. "Buck" Engle, military consultant for Toastmasters International. Col. Engle has assumed command of the 6922nd Radio Group Mobile at Kadena Air Base, Okinawa. He served as deputy commander of the group since July, 1960. In addition to his Toastmasters activities, he has served as Chairman of the Base Youth Council and the Interservice Athletic Council . . . Congratulations, too, to Toastmaster J. J. Tynan of World's Playground Club 1078-38, Atlantic City, N. J. Tynan taught an adult course in public speaking at a local school, using the Basic Training Manual as a guide, and wound up with a plaque from his students inscribed: "To James J. Tynan—the Master Toastmaster, from a Grateful Student Body — Class 1960-1961." Even more gratifying to Toastmaster Tynan was the news that several of his students are joining Toastmasters clubs.

Don't forget to use your club and district numbers on all correspondence with the Home Office.

Building A Speech

By HARRY V. WORTHYLAKE

THE TITLE OF this article is misleading. One does not actually "build" a speech. The process is more like the experience of the man on Long Island who carved an elephant. Did an excellent job, too. In complimenting the sculptor a friend said, "Bill, this is amazing, so lifelike, how did you do it? There are no elephants on Long Island, what did you use for a model?" He replied, "I didn't have a model, but I had this big hunk of granite so I just started knocking off everything that didn't look like an elephant, and there he is."

Preparing a speech is much the same. You choose a subject, then start gathering data, statistics, references, authorities, read everything you can find about it, and take notes copiously until you have accumulated a great mass of information. Then you start throwing out the less pertinent material.

As preparation time runs in inverse ratio to presentation time, how much you throw out will depend upon the time you have in which to make your speech. If your friends will sit and listen to you for an hour, an hour is long enough to prepare it. One can cover almost any subject pretty thoroughly in an hour. In fact, he can bury it so deeply it may never be found! If you have a half hour, you

are still all right. That will only need two hours of preparation. Fifteen minutes takes four hours, ten minutes six hours, and a five-minute speech requires twelve hours of preparation.

Assume that you have been allotted just five minutes, you have material enough for an hour, what do you do? You systematize, categorize, and excise until you have reduced the mass to where it is beginning to take on the semblance of your particular elephant. But you can't use an elephant. What you need is a mouse, or at most a small rat. So you go over it again, and again, and now you are really knocking off chunks that look like your elephant.

After six or seven hours you feel you have stripped your material down to its bleak, bare, bones. You rewrite the whole thing on that basis and think you just about have it. You time a reading, trying to read at the same tempo with which you plan to speak. Nineteen minutes! Impossible! You try reading faster—seventeen minutes!

Now you go over it carefully, looking for repetitions, and find several references that say substantially the same thing. You throw out all but one of these—by this time you've become ruthless—out go the authorities, and the state-

ment about them. And so you go on until you're sure you have cut it to the backbone, not much left of your skeleton. You read it again. Nine minutes.

You feel like giving up the whole thing. After nine hours of travail you still have too much material, or too many words. You feel that you cannot cut out any more material and still make your points. So you begin to take a good, close look at the words. The introduction, how can you cut that? That is your own, your brain-child. It has everything: drama to get attention, humor to hold it, explains your subject, and leads nicely into the body of your speech. You read it against time. A minute and a half! Too long. Out go the jokes—cut the dramatic build-up—just state your subject, and what you propose to show. Now, 30 seconds! That's more like it.

So you go over the whole body of the speech, word by word, and sentence by sentence. You find many places where one word, properly chosen, will take the place of three or four as you first wrote them. You examine subjects and predicates and see that by changing three or four simple sentences into one compound, or complex, sentence you can cut out a lot more words. You continue this process until you finally have a five-minute speech left.

After rewriting, you're surprised to learn that you have really said what you wanted to say after all. But you did not build a speech, you just knocked off everything that

didn't look exactly like your subject, and there it was.

Now comes the hard part, learning it. Why is it hard to learn a five minute speech? It isn't if someone else has written it, but you are the author of this one, and while you have thrown away 90 percent of the paper you had accumulated, you haven't thrown it out of your mind.

So you find nice, but extraneous phrases and sentences cropping up from time to time. It's harder to forget these than it is to remember the ones you want to use.

After another two hours, one and one-half of which is spent in learning, you are ready to present your speech to your friends. If you have done your job well, you will have spoken for exactly five minutes, and will have left them with these thoughts:

- 1) A speech is not "built." It is cut out of a mass of material.
- 2) Preparation time is in inverse ratio to presentation time.
- 3) It is much harder to memorize a speech that you have written than it is to memorize the work of another. ♦



Harry V. WorthyLake is a veteran of World Wars I and II and the Korean campaign, serving in the Army, the Navy, the Air Force and the Seabees. In between wars he has been a dairyman, a logger, a painter, a commercial fisherman and an Industrial Arts teacher, now on the faculty of Western Washington College of Education. He first joined Toastmasters in Ashland, Oregon, and has been a member of Bellingham (Wash.) Club 60-2 since 1960.

Evaluating Ladies' Night

By J. GUSTAV WHITE

SEMIANNUAL LADIES' NIGHT can have a very practical, beneficial effect on Toastmasters Clubs. But what do the ladies think of them? Do they attend only for the sociability? How should they evaluate this performance of their husbands? Having participated in several hundred such nights, I would suggest that the ladies evaluate the affair on points.

1. *Atmosphere.* Did everyone seem to feel at home quickly? Were they congenial without being liquored? Credit the Sergeant-at-Arms and his social committeemen for an enjoyable evening.

2. *President.* Did he direct the business without evidencing bossism or fear? or conceit? Unless a program chairman helped out, did he effectively call upon educational speaker, topicmaster, toastmaster? Did he have a written agenda and follow it smoothly? Were there any awkward hitches during the evening?

3. *Topicmaster.* Did he assign topics which were readily usable? Did he keep his speakers going smoothly without talking too much himself?

4. *Toastmaster.* Did he lift the expectations of the audience by his brief, pertinent introductions and comments? Did he built up the self-confidence of the speakers? Did he act at ease?

5. *Speakers.* Did each one have something worth-while or entertaining to say? Did he get his message across? Was his performance free from distractions in stage presence, dress, delivery, grammar, etc? Remember these three words in evaluating a speech: Purpose, Communication, Distractions.

6. *Evaluators.* Did they suggest how to improve whenever they pointed out faults to a speaker?

As you drive home can you honestly say, "Our Toastmasters are improving; I'm glad I went."

Dr. J. Gustav White is a counseling psychologist with offices in Los Angeles, Calif. He is a member of Quakertowne Club 19-F, of Whittier, Calif.



JUST IN JEST

In trying to build up your knowledge of grammar, remember in conjugating the verb "to be" the positive is "I am firm," the comparative is "You are obstinate," and the superlative is "He is pig-headed."

Card trick of cliches: Ace-reporter. King-of the cowboys. Queen-for a day. Jack-of all trades. Ten-commandments. Nine-day wonder. Eight-day clock. Seven-year itch. Six-months probation. Five-o'clock shadow. Four-sheets to the wind. Three-blind mice. Two-peas in a pod.

If a man doesn't get happier as he gets older, he hasn't learned what he should along the way.

Have you heard about the man who, last Christmas, was given one of those waterproof, shockproof, unbreakable, antimagnetic watches? He lost it.

The other day a friend of ours decided it was about time he had a serious talk with his teen-age son concerning Life.

A few minutes later he emerged from Junior's room, looking thoughtful and a bit shaken.

"Mary," he said to his wife hesitantly, "who is Brigitte Bardot?"

—Quote

Motto for dieters: If at first you don't recede, try, try again.

"If you could have two wishes," a girl said to her friend, "what would they be?"

"Well," replied the other girl, "I'd wish for a husband."

"That's only one wish," said the first girl.

"I know," returned the other, thoughtfully, "but I'd save the other till I saw how he turned out."

An executive is a man who can make a decision and stick to it—no matter how wrong he is.

—The Office Economist

A recently ordained minister was explaining to the bishop why he had resigned from his first charge. "There were 34 girls, old maids and widows there all eager to marry the pastor," he said.

"Well," said the bishop, "you know there's safety in numbers."

"Not for me," replied the minister. "I found it in Exodus."

To be human should be considered a privilege and not an excuse.

"My husband and I argued for a whole hour last night," said a wife to her neighbor, "and do you know, he didn't say a word the whole time."

By the time a man gets to greener pastures, he can't climb the fence.

Letters to the Editor

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

It was a very pleasant surprise and extreme delight to open the June issue of *The Toastmaster* and see the article "A Good Turn for Scouts" with the by-line of the Honorable Otto Kerner, Governor of Illinois.

We would like to tell this story as dramatically as you have portrayed it to the adult Scouters throughout the country. Would you grant permission for us to reprint this article with a credit line to the magazine and Toastmasters International?

C. M. Tribur
National Director
Civic Relationships
Boy Scouts of America
New Brunswick, N. H.

(We're happy to let adult Scouters know how Toastmasters are voluntarily helping Boy Scouts—Ed.)

I was glad to see the article, "A Good Turn for Scouts," in the June issue of *The Toastmaster*. I participated in Operation Patrick Henry here this year and it was a rewarding experience. I am happy that the idea is catching on and hope someday that this project will be an active one in every state in the Union with Toastmasters leading the way.

Charles C. Shinn
Toastmasters Club 1795-36
Washington, D. C.

I have just read a splendid article in your June, 1961 issue by Jay Ellison. It was short, pithy and should be taken to heart by all Toastmasters, especially Jay Ellison.

He marred a very apt message by his failure to advise the need for extensive use of the dictionary; for not referring to the dictionary himself, and for a slight example of redundancy in that he used, or misused, the phrase, and I quote, ". . . the old adage." (See page 6, line 14.)

The word "old" is redundant. An adage is never young. (Reference: Fowler, Webster or Oxford.) The very word implies "old."

Walter R. W. Henderson
Toastmasters Club 2170-64
Winnipeg, Manitoba, Can.

(The editor shares the blame. It's a "true" fact, "old adage" is a redundancy—Ed.)

One of the most effective tools any leader, manager or administrator has at his disposal is the ability to communicate effectively and with understanding with individuals with whom he comes in contact. In my opinion, there is only one way to develop this ability, and that is through practicing before groups. Because of the shortage of time, most university and college courses in public speaking do not provide the amount of practice that is necessary to become skillful in making presentations to audiences. The Toastmasters organization is one of the most effective training organizations I know of. A skillful manager learns early in life that any significant learning is personal and occurs primarily in an emotional context. It seems to me that those responsible for creating Toastmasters International must have been extremely well versed in the field of education to have set up their organization

in such a way that individuals must want to be in the organization and want to improve their ability to articulate before audiences.

We in the Agricultural Research Service attach so much significance to membership in this organization that we will accept for inclusion in the personnel folder of ARS employees copies of AD-295, a record of formalized training, stipulating that an employee has attended Toastmasters and completed the prescribed series of speeches demanded by the organization.

Robert L. Stockment
U. S. Dept. of Agriculture
Personnel Division
Washington 25, D. C.

Recently I attended a meeting to hear a professional public speaker who did a good job in handling the subject chosen. His appearance was fair, but he had a shiny bald head like mine, which distracted me and others. On the way home one person suggested he should wear a toupee, at least while he speaks, to hide that glistening head.

Frankly, I have wondered if Toastmasters who suggest about everything that would improve our putting a speech over should consider a means of overcoming the shine that interferes so very much with the speaker's appearance, even if it should be to the point of providing a powder kit or something, in such a way as to have it a requirement—as much so as having a clean shave and wearing a tie, etc.

Even men with hair sometimes believe that by using an added application of tonic they will improve their appearance for special occasions. But often the tonic overflows on to the forehead and there again is another objectionable shine.

(Name withheld by request)

(TMI is open to suggestions—Ed.)

Our motto, "For Better Listening, Thinking, Speaking," is constantly being made ridiculous by the carelessness of individuals.

Because of the lazy mental processes of some individuals they transform the useful noun or adjective into a verb and then form the bastard word "Toastmastering" from a non-existent verb. Every verb may be preceded by the word "to." For example: to travel. But is there a verb "to Toastmaster"? Then how can we form the word "Toastmastering" from a non-existent verb?

The sentence, "A good example of Toastmasters training was exhibited yesterday," conforms to the rules. Another, "A good example of Toastmastering was given yesterday," grates harshly on both the ear and the mind.

Imagine anyone Elking, Kiwanising, Masoning, Mooseing!

So for better Listening, Thinking, Speaking; Down with ToastermasterING!

Crompton H. Ogden
Toastmasters Club 333-32
Tacoma, Wash.

At a recent Executive Board meeting a discussion was held relative to a Toastmaster of the Year award for our club. We feel there are other clubs which select a Toastmaster of the Year in their group, and thought perhaps they would enlighten us on some of the methods used in selecting a candidate for this award.

Perhaps an inquiry on this subject in *The Toastmaster* magazine would be of some help.

We would welcome any and all replies from other clubs.

William R. Boldt, Secretary
Toastmasters Club 2073-39
6711 Ninth Avenue
Sacramento 20, Calif.

New Clubs

(As of June 15, 1961)

- 397-2 SEATTLE, Washington, *Rostrum*, Tues., 7 a.m., Smitty's Pancake House, 125th & Aurora.
- 677-7 PORTLAND, Oregon, *Treasury Toastmasters Club of Oregon*, semi-monthly, Fri., 11:40 a.m., Interior Bldg. Lunchroom, 1001 NE Lloyd Blvd.
- 1359-14 WARNER ROBINS, Georgia, *IPE*, Wed., 12:30 p.m., The Sandman.
- 1844-43 BLYTHEVILLE AFB, Arkansas, *ARTICULATE*, Thurs., 11:30 a.m., NCO Club.
- 1959-50 LOS ANGELES, California, *VAT-'61*, alt. Tues., 12:15 p.m., Arrow Room of the Bow and Arrow Restaurant, 2525 Santa Monica Blvd., Santa Monica.
- 2099-46 WAYNE, New Jersey, *Packanack*, 2nd & 4th Tues., 8 p.m., Packanack Lake Club House.
- 2108-15 DUGWAY, Utah, *Dugway*, 1st & 3rd Mon., 5 p.m., Officers Open Mess, Dugway Proving Grounds.
- 2199-U PRETORIA, South Africa, *Pretoria*, Fri., 7:30 p.m., Pretoria Hotel.
- 2324-U ELMENDORF AFB, Alaska, *Top of the World*, Thurs., 12:05 p.m., Northern Lights Service Club.
- 2335-5 FALLBROOK, California, *Fallbrook*, Mon., 12 noon, Duke Snider Bowling Lanes.
- 2337-U LUCENA, Quezon, Republic of the Philippines, *Quezon*, Mon., 6 p.m., Park View Hotel.
- 2597-8 PETERSBURG, Illinois, *Petersburg*, alt. Thurs., 8 p.m., Petersburg High School.
- 2693-14 ROBINS AFB, Georgia, *Maintenance Toasters*, Mon., 12 noon, Bldg. 166 (Base Cafeteria).
- 2748-6 ANOKA, Minnesota, *Anoka*, Wed., 7 p.m., Anoka Senior High School.
- 2789-31 WEBSTER, DUDLEY & OXFORD, Massachusetts, *Tri Town*, Tues., 7:30 p.m., Bates Shoe Company Conference Room, Webster, temporarily.
- 2800-5 CHULA VISTA, California, *San Diego Gas & Electric Co. Illuminators*, 2nd & 4th Wed., 12 noon, Gas & Electric Co. office, 311 "F" Street.
- 2925-29 GULF BREEZE, Florida, *Gulf Breeze*, 2nd & 4th Mon., 6:30 p.m., Pensacola Beach Cantina.
- 2961-37 LAURINBURG, North Carolina, *Scotland*, Tues., 6:30 a.m., Pine Acres Restaurant.
- 2989-40 CHILLICOTHE, Ohio, *Chillicothe*, 1st & 3rd Mon., 7:30 p.m., Chillicothe United Church, Educational Bldg.
- 3307-42 SHERWOOD PARK Alberta, Canada, *Sherwood Park*, Thurs., 8 p.m., Sherwood Park United Church Hall.
- 3308-29 ELLYSON FIELD, Pensacola, Florida, *CPO*, Wed., 11:30 a.m., CPO Club.
- 3314-36 WASHINGTON, D. C., *New Southwest*, alt. Thurs., 11:30 a.m., Cafeteria, 7th & D Sts., S. W.
- 3315-11 KNOX, Indiana, *Starke County*, alt. Tues., 12 noon, Knox House.
- 3318-47 TALLAHASSEE, Florida, *Capital*, Thurs., 6:30 p.m., Duval Hotel.
- 3319-61 OTTAWA, Ontario, Canada, *Carlingwood*, Wed., 6:15 p.m., Carlingwood Restaurant.
- 3320-35 L'ANSE, Michigan, *Red Rocks*, 2nd & 4th Thurs., 5:30 p.m., Erhardt Club.
- 3322-23 EL PASO, Texas, *Cavaliers*, Tues., 6:30 p.m., Parkins Cafeteria, Fox Plaza.
- 3323-36 WASHINGTON, D. C., *NBS-DOFL*, Thurs., 12 noon, Room 4038 Industrial Bldg., National Bureau of Standards.
- 3324-36 WASHINGTON, D. C., *Mt. Alto*, 2nd & 4th Tues., 11:30 a.m., Manager's Conference Room, V. A. Hospital.
- 3325-39 REDDING, California, *Daybreakers*, Mon., 6:30 a.m., The Golden Eagle Hotel.
- 3326-24 OMAHA, Nebraska, *Independent*, Mon., 8:00 p.m., Belvedere Club.
- 3334-U NOUASSEUR AFB, Casablanca, Morocco, *The El Maroc*, Wed., 12 noon, Sahara Room, Nouasseur, Morocco.

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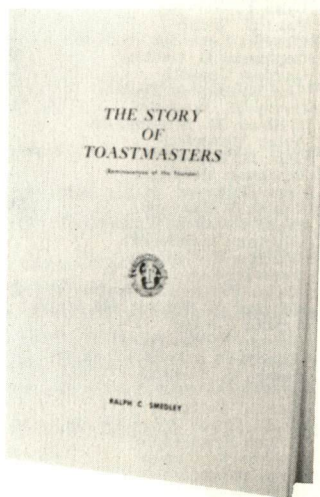
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64. S. M. (Sid) McMurray 163 Greendell Avenue, Winnipeg 8, Manitoba, Canada
- 65-P B. Robert Bird 80 St. Amelia Drive, Tonawanda, New York
- 66-P John B. Tallent 5953 Gainor Place, Norfolk 2, Virginia

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