

# THE TOASTMASTER



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# The Toastmaster

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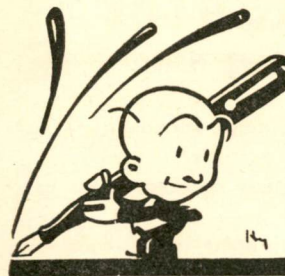
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## THE PRESIDENT'S PAGE

By OLIN H. PRICE  
President, Toastmasters International



Two important features have marked the year during which it has been my privilege to serve as your president.

First, we have had a notable growth in numbers. Whether October 1st will show us quite to the mark of 100 per cent increase is uncertain. If all the clubs which are due to make application for charters do so by that time, we

shall have just about doubled our number, both in clubs and in membership. This increase is largely due to the faithful efforts of members who have spread the word about Toastmasters, and have helped in organizing new groups. It is a gratifying record, but one which I hope may promptly be beaten by my successor in office.

Second, we have instituted proceedings to demonstrate whether we have a right to the exclusive use of the name "Toastmasters." Much to our regret, it has been necessary to start a suit to determine our rights in the matter. We expect to be granted the authority which we have believed to be ours, and with this matter settled, we shall be ready to go forward more vigorously than ever.

I believe in the Toastmasters Club, in its purpose, its plan and its product. It has been good for me, and for hundreds of other men. It can be increasingly useful as a developer of personality, a discoverer of ability, and a producer of leaders, just in so far as its benefits are made available to more men in more communities.

My year as president has been a year of privilege to me. Coming years as a past president will undoubtedly be equally full of privileges of service. Certainly my life will be richer and fuller because of the contacts I have made and the friendships I have formed during this year. For all of this, I express my sincere appreciation in this, my final official contribution to THE TOASTMASTER.

Santa Monica—October 12

The 1935 Convention of Toastmasters International

Plan Now to Attend

- BECAUSE of the opportunity to meet old friends in Toastmasters
- BECAUSE of the opportunity to make new friends in Toastmasters
- BECAUSE you will hear outstanding guest speakers from various clubs
- BECAUSE you will find good entertainment, good food and good fellowship at the great dinner program in the evening
- BECAUSE you will hear an outstanding speaker of Southern California
- BECAUSE the Santa Monica Chapter wants you to join in making this the best convention we have ever held **and bring your wife or girl friend**
- BECAUSE a most attractive afternoon tour has been provided for the ladies

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The Schedule

- 10:00 A.M. Meeting of Board of Directors
- 2:30 to 5:00 P.M. General Session of Convention  
Tour for ladies through Hollywood and Beverly Hills
- 6:00 to 7:00 P.M. Social Hour and Reception
- 7:00 to 10:00 P.M. Dinner and Program with Entertainment and Eloquence



ALL ROADS WILL LEAD TO SANTA MONICA  
ON SATURDAY, OCTOBER 12

HOW TO TEST YOUR SPEECH

OUTLINE FOR CRITICISM

Sheldon Hayden, President of Santa Monica Toastmasters Club

**S**PEAKERS are developed by speaking, but even though one does a great deal of it, one is likely to grow but little in ability to influence audiences unless the speaking experience is conditioned by criticism which points the way toward improvement. This analysis of speaking comes from self-criticism of results and the criticism of a listener capable of giving careful analysis and constructive suggestions. This sheet is prepared to enable one to help one's self and to help others.

- I. The first two questions to ask in judging a speech are:
  - (a) Did it accomplish its purpose?
  - (b) Was this purpose worth accomplishing?
- II. The following should be used to judge the construction of a speech:
  - (a) Was the subject adapted to speaker, audience, and occasion; and did it have a title stated to command attention?
  - (b) Did the speech have a clearly defined general purpose and specific purpose?
  - (c) Did the introduction capture interest, arouse curiosity, and strike directly into the subject, or was it too long and lacking in the elements of interest? Was the introduction spoiled by the use of apologetic statements?
  - (d) Was the speech well developed? Was the thought clear at each step? Was the speech progressive, that is, did it grow and advance, rather than remain stationary or chase itself in circles? Was it free from irrelevant material? Were the main points directly related to the specific purpose? Was sufficient time given for their development?
  - (e) Did the speaker use sufficient speech details in the form of illustrations, examples, statistics, testimony, and reiteration to develop his points? Was this material appropriate?

- (f) Did the speech have a good ending? Did it reach a logical conclusion growing out of the material presented? Did it come to an end at the right place? Did the conclusion have a favorable impression on the audience?
- (g) Did the speaker use the elements of interest? Did he use the vital by appealing to self-preservation, property, power, reputation, affections, sentiments, and tastes? Did he present unfamiliar ideas in terms of the familiar? Did he use the varied by giving his audience a change in composition? Did he make use of striking and unusual statements? Did he make his ideas definite and concrete by using the specific instead of the general or abstract?
- (h) Was the language well chosen? Was the grammar correct? Did the speaker have a knack for choosing the right word, or was his diction vague, indefinite, approximate? Did he use a variety of words, or did he mill around using the same expressions over and over?

III. The following may be used to judge a speaker's visible person:

- (a) Did the speaker possess dignity and poise of standing position? Did he rise on his toes, sway, or begin speaking too soon?
- (b) Was the speaker properly dressed for the occasion?
- (c) Did the speaker have animated but controlled facial expression? Did he scowl, look at the floor, at the ceiling, at the wall, or over the heads of his audience?
- (d) Were his gestures effective or strained? Well executed? Too few? Too many? Appropriate? Did the speaker have trouble with his hands when they were not in use?
- (e) Did the speaker have mannerisms which detracted from his speech? Did he play with notes, watch chain, ring, etc.?

IV. The following may be used to judge a speaker's audible person:

- (a) Did the speaker's voice possess sufficient loudness to be heard by all for whom the speech was intended?
  - (b) Did the speaker have clear articulation so that everything said might be clearly understood?
  - (c) Did the speaker breathe properly? Was his breathing noticeable? Did he use the abdominal muscles to control his breath?
  - (d) Did the speaker have an expressive voice? Did his voice have a pleasing quality or was it characterized by impure, harsh, raspy, throaty, shrill, thin, flat, hollow, thick, nasal, or breathy tones? Did he emphasize the important with changes in force and volume? Did the speaker give variety of rate? Did he know how to effectively use the pause? Did the speaker have pitch variety? Was his voice monotonous? Pitched too high or too low?
  - (e) Did he pronounce his words correctly?
  - (f) Was the speaker free from the "ah", "and ah", "or" habit?
  - (g) Was the speech delivered extemporaneously or did it sound memorized? Was it characterized by directness, naturalness, and simplicity?
- V. The following may be used to judge the basis of one's speaking personality:
- (a) Did the speaker have a sense of communication? Did he speak in a conversational way which established contact with the audience?
  - (b) Is the speaker sincere? Does he have an earnest belief in what he is saying?
  - (c) Is the speaker alive, alert, animated?
  - (d) Is the speaker mentally alert while speaking? Does he seem to know what is going on?
  - (e) Does the speaker possess a sense of humor?



A good speech is a good thing, but the verdict is the thing.  
—Daniel O'Connell.

## THE MEASURE OF A MAN

(Delivered before Toastmasters of Huntington Park on Ladies' Night, by Toastmaster Winn Ward)

I am wondering what measuring stick each of you ladies used in the selection of your husband. Did you select him because of his size? In other words, did you measure him by the pound? Did the chemist use the correct measuring stick by segregating the various material elements which composes the body of man only to discover that when the market price is applied to each the average man is worth approximately \$8.15?

Seriously, the true measure of a man I believe first, is honesty. I doubt that any man can be of value either to himself or to society until he has determined to be honest. This is not enough, however. Honesty alone possesses only a very circumscribed sphere of usefulness. Therefore the second true measure of man is courage. But even honesty and courage do not complete the measure of a real man. In addition to these he must possess intelligence. The fool, though perhaps honest and always courageous, usually becomes a nuisance to the community in which he lives. Thus the three qualities which I have mentioned are all vitally essential, I believe, in the measurement of a real man. And the world certainly needs, today, intelligence, courageously and honestly administered.

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## LOOK AT YOUR WATCH WHEN SPEAKING

From President James D. Noyes, of Ventura, we get this: A speaker opened his talk by saying he would not talk long, for he was reminded of an incident, which occurred some years back, wherein he was involved. He was speaking at a Chatauqua, and right on the front row was a man who had had a few drinks too many. After he had been speaking for about forty minutes, the drunk man spoke up and said, "Shay, how long have you been lecturing?" The speaker replied that he had been lecturing for about four years. The drunk replied, "Well, in that case you ought to be about through and I'll try and stick it out."

(Secretary's Note) In an extemporaneous response to a five-minute talk on "Complaints in Business," our genial President Jim Noyes stated that in the twelve years of his professional practice no client for whom he has rendered service has ever complained about the quality of the service.

Jim, by the way, is a mortician by profession.—CPC.

## GAVEL SPLINTERS

By CLARENCE MARSHALL, Pasadena



contest—said contest had these hog calling affairs beat a mile.

\* \* \*

Speaking of the Fair, did you visit the Telephone Company Exhibit and hear how your voice sounds over the phone? A right clever idea, and our suggestion is that local clubs get their telephone company to put on one of these demonstrations, if possible, at a regular Toastmasters' meeting. "To hear ourselves as others hear us."

\* \* \*

The tail end of summer disappearing over the hill and Labor Day coming on with a rush—so with vacations, if any, out of the way, it behooves Toastmasters to gird themselves for a bigger and better year ahead.

\* \* \*

Clarence Buddington Kelland has an article in the current *American Magazine* on "Talk" which is very interesting, and which will give Toastmasters something to meditate on. Talk may be cheap, but wherefore doth it give one license for "cheap talk."

\* \* \*

The Gavel Splinter column originated as a brickbat and bouquet "hander outer" in the days that have long since flown under the bridge, but what with Jean Bordeaux reformed, International Meetings not so frequent, and the general high class of our order, there isn't much to hammer at with the gavel. "However, there'll come a day!"

Speaking of humor and the telling of stories, have you ever noticed how the comedian, when he tells a story, has a few superfluous remarks that he runs in until the audience gets the point of his story and starts to laugh. It's not a bad idea, as it avoids that "minute that seems like a lifetime"—and should the audience fail entirely to see anything funny in the story (which is often the case) the speaker can go right on as though nothing happened.

\* \* \*

But to get back to the problem at hand. The speaker had been telling his audience about the importance of timing in radio broadcasting. Timing of programs, especially parts of programs, is very essential in the broadcasting of radio programs. The sound effects man, for example, must be on the job and time his effects to the second. If he is too early or too late, the effect is spoiled. His judgment must be like that of the old southern colored preacher.

"Am dere anybody in de congregation what desires prayer for der sins?" asked the colored preacher.

"Yessuh," shouted Brother Johnson. "Ah's a spen-trift, Ah throws money around reckless!"

"We will all join in prayer for Brudder Johnson," said the pastor, "jes' after de collection plates have been passed."

You can see the preacher's timing was perfect and so must be the timing of the sound effects man.

\* \* \*

Ye scribe is still waiting for your contribution in this story-illustration business. To date his fan mail has consisted of a, "If your speedometer reads 00000 it's time to see us," postcard. Just mail your idea to C. F. Marshall, care of the Toastmaster, Santa Ana, California, and we will gladly recommend you to the Hall of Toastmastering Fame.

• •

There are three things to aim at in public speaking; first, to get into your subject, then to get your subject into yourself, and lastly, to get your subject into your hearers.

—Bishop Gregg.

## INSPIRATION

*(Talk given by Toastmaster Roy Weatherly, Ventura, California, May 7, 1935)*

**M**EN are inspired by many things. Our Mother, if living, inspires us to be good and to do noble deeds. If she is no longer with us the sweet memory and the love we hold for her still inspire us.

Armies have been inspired by their leaders. Association with others will inspire one. Necessity often may inspire us.

I could talk for hours on the causes of inspiration, but to me the word "Dixie" has power to stir the emotions of the Southerner. Men have been inspired on the battlefield—which reminds me of the necessity which caused the song "Dixie" to be written.

There stands today a little one-room house in Mt. Vernon, Ohio, which was the home of the man, Daniel Decatur Emmett, author of "Dixie." He was of Irish wit, and at an early age joined a circus band, where one of his duties was to sing songs, several of which he composed himself. After an unsuccessful tour of the Southern States the troop was back in the North, and the weather was very cold. It became an every-day saying amongst them, "I wish I was in Dixie."

Emmett had been asked by the manager to write a song full of noise and nonsense and bring it to the next rehearsal. The time seemed short, but the minstrel's Irish wit never failed. He agreed to try. He and a companion walked the street that evening, cold and shivering in their scanty clothing, and "I wish I was in Dixie" kept jingling in his brain. Going to his home that night he sat down and wrote "Dixie Land," which was first sung in New York City. From there on it found its way to the South, and the words and music went straight to the hearts of great audiences.

The song "Dixie Land" has been whistled on our streets, great orchestras have played it, prima donnas have sung it to cheering crowds, men have been cheered and inspired by the song on the battlefields.

In 1861 when Jefferson Davis was inaugurated at Montgomery, Alabama, as President of the Southern States, the song was first used by the Confederate Army.

Many years after the war had passed by, Daniel Decatur Emmett visited the South and as the "author of Dixie" was received with ovations everywhere he went. By this time "Uncle Dan," as he was familiarly called, had given up his minstrel career and was living in his little cottage in Mt. Vernon, Ohio, happy and contented. Although he had won love and fame by the writing of this song, he had not won financial success. A pathetic story is told of the time when the famous drama "The South Before the War" was playing in Mt. Vernon. Emmett was then past eighty years of age and penniless. One night he appeared at the entrance and asked for a free ticket only to be refused. The bent, white-haired figure turned sadly away. The manager heard of the occurrence and had him brought back and given a comfortable seat near the stage. At the close of the drama a chorus of sixteen voices, members of the show, on learning that the author of "Dixie" was in the audience, came to the front of the stage and with all the beauty and pathos in their power sang the famous old southern song for the benefit of the bent, gray figure who years before had written the stirring words.

How it must have thrilled the heart of the aged man who, as the last note died away, rose, and in a trembling voice said, "Gentlemen, I thank you."

I wonder if, when the Great Scorer comes to write against our names, He writes not that we won or lost, but whether we have lived so as to inspire good in others, and how we have played the game.

• •

As a vessel is known by the sound, whether it be cracked or not, so men are proved by their speeches whether they be wise or foolish.

—Desmosthenes.

• •

As men of sense and genius say much in few words, so on the other hand the weak and foolish speak much and say little.

—Rouchefaucauld.

• •

God gives every bird its food, but he does not throw it into the nest.

—J. G. Holland.

## TAKING INVENTORY

(A speech delivered by W. H. Kortepeter, of Indianapolis Toastmasters Club)

In order that a business may operate satisfactorily and profitably and that we may know that it is being so operated it is necessary that we know exactly what we have at the beginning of a given period and also what we have at the end of the period of time. What we have at the beginning and what we have left are known as inventories. It is important that these inventories be accurately kept and that dead stock is not allowed to accumulate.

Now you will all agree with me when I say that your business is very important, but your business of everyday living is much more important than your business of merely making money, and if inventories are so important in the business of making money then I say that they are much more important in the business of living. What I mean by that is a personal inventory. You might say—"How could I have a personal inventory? I don't have many things and what good would it do to have a list of the few things that I have, and what use could I make of it?"

Gentlemen, what I am speaking of is not material things but things much more valuable than that. You all have time, that is very important. You have education, opportunity, health, ability to help others. You can be kind, generous, unselfish. And don't overlook the other things—the things we might call dead stock, such as selfishness, bad habits drinking, profanity, and untruthfulness. Be sure you get all those things into your inventory that should be there even though they look bad, as seeing them there is a sure way of bringing about improvement.

Now you may say, "What good is all this going to do me when I get it written down." Well just this—a good business man watches his inventories closely, eliminating those things that are objectionable or classed as dead stock and cultivating or increasing the active stock, or that stock giving him quick turnover and profit. If you are a good personal business man you will watch your personal inventory closely. You will eliminate those things you may class as dead stock and you will cultivate and improve the good qualities. There are so many good qualities

with which to replace the objectionable ones and so much you can do to improve the good qualities you already have.

Just one more thing: This may sound like a lot of bunk or New Year's resolutions to you, but give it a trial. A good business man would not attempt to carry his inventory in his mind but he has permanent records. Neither can you carry your personal inventory in your mind. Have a written record which you can, at regular intervals, bring out for checking, with the idea of eliminating the unprofitable and useless items and strengthening the good. I know it works from actual experience. You, too, will find it profitable and interesting.



### "WAR, THE CURSE OF MANKIND"

*(Speech by William Hobba, Long Beach Gavel Club)*

War! The very name makes one shudder, and strikes fear in the hearts of the timid and sane. War! The emblem of Mars, and the curse of mankind.

Yet today, only seventeen years after the great World War we hear the propaganda of another war, which seems certain to become a reality in the near future. Everywhere we see nations building up their war machines, and hurling accusations at one another. With the memory of the awful tragedy of the last war still in our minds, it makes one question the sanity of the peoples of the world.

Still war has its good points. For instance, what is more stirring than the old war songs, or the various military marches. The tramp of men as they march in great columns, the display of arms, and the prancing of spirited horses. The flags of the different nations as they unfurl to the breeze, the beauty of the various uniforms worn by the soldiers, and the realization that only the best of men physically, can march in such a show.

War has another side, it acts as a medium through which the rulers of different countries, hold their prestige over their neighbors. It also acts as a way out, when social and economic conditions get out of control, and it also stimulates a waning industry.

Still with all its pomp and splendor, a sane person can see through its plate of armor, and realize that war has no place in a real intelligent civilization. To one who believes in the

principles of Christianity, and loves Peace, these questions are ever present. Is it the will of God that men should labor and conceive ways of creating good things with which to enjoy life, only to declare War and have them all destroyed? Should men spend years in research and study, that they might elevate the standards of Civilization, only to die prematurely as cannon fodder? Should men populate the earth with their own flesh and blood, and preach the doctrines of Christianity, only to see Satan rule triumphant? Is it sane to invoke taxes upon people for the purpose of maintaining large armies and navies, when they could better use it for food, shelter, and clothes? It is well to remember that Governments are made for the people, and not the people for the Government.

War in its every phase is the result of temporary insanity, both from a direct and indirect standpoint. For when martial airs are played, the glorious achievements of past generals proclaimed, the false denunciations circulated by newspapers believed, and the flag displayed accompanied by the national anthem, men forget their sense of reason and become animals.

And so it is that those persons who love peace, and realize the folly of War, have indeed a problem in educating their fellow-men that the world was created that all men might live, and that we are all responsible to Him who dwells on high.



### QUEER PEOPLE

*(Speech by Ben Tidball, of Olympia Toastmasters Club)*

I have been thinking about preachers, doctors and policemen. They are very much alike. The nature of their work makes them believe they are infallible—their dictates without appeal.

The preacher deals with religion, just one kind: his kind. If you don't believe as he does, if you don't live as he ordains, there is but one answer: you are a sinner and bound for perdition. Day after day he talks it, reads it, preaches it—until he questions you, not if you believe in religion, if you lead a good life, but rather, if you believe in his religion and if you lead "his" life. He meets with little argument and less contradiction. Consequently, he grows into a person whose word is final, believing any one who opposes him is without responsibility in this world and doomed for torment in the next one.



The doctor deals in diagnosis and medicine—just one kind: his kind. If you question him, you are either ignorant or a quack. He does not ask if you need physic—he commands you to take it. Like the preacher, he acknowledges no higher authority, and if one opposes him, he relegates that one to a miserable life and a short one.

The policeman deals in law—just one kind: his kind. It does not matter what you think your personal rights may be. The question is, what does he command—whether he shouts it or snarls it—if you oppose him, you are insulted and man-handled.

No one of these gentlemen knows the taste of opposition, and consequently they grow into self-sufficient little kings, self-ordained sovereigns, actually believing in their infallibility.

But one of these days, the tide will turn, for in that glorious future which we so hope for, but which we are so slow to realize, we shall have learned how to care for these gentlemen—all three of them.

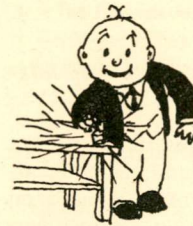
Some day, we will learn that men are punished by their sins, not for them; that religion is a reality, not a faith; that God is every day living, not a future hope. Then, we shall turn our churches into schoolhouses, and use them every day of the week.

And some day, we will learn that men become sick because they break the laws of nature, and get well because they obey them; and we shall turn our medical clinics into laboratories for scientific research to learn yet more of the intrigues of natural philosophy.

And when such days come, we shall govern ourselves with no need of written laws, which say "you shall" or "you shall not." We will turn our jails into gymnasiums, to which we will sentence all men with large paunches and puffy eyes.

And when that time comes, the only charity cases will probably be unemployed preachers, doctors and policemen, unless, of course, we give them the position of janitors to care for our newly founded institutions, in which case, I still worry if the curse of infallibility has not become such a part of their being that it is instinct with them. And it may be, Mr. Toastmaster, that when we come again to visit you, it will be necessary for me to prepare a dissertation upon janitors and tell you how we may be saved from their self-ordained oligarchy.

## A POINT TO YOUR SPEECH



In making a speech, if you want a point to stick, drive it in with a striking phrase or an illuminating story. Long after the audience has forgotten your convincing logic, your weighty philosophy and your eloquent language, there will remain the memory of the illustration or story you used and the fact which you wished to establish will owe its place to the story or phrase rather than to your array of staggering statistics and imposing authorities.

Be sure that your story illuminates the point, that you can tell it well, and that it is easy to understand. Do not disdain a story because of age, so long as it fits. If you can tie it to the name of some distinguished person, it doubles its value.

For instance, you can attribute this one to George Washington or any other commander in any war: A corporal in the — War was ordering a squad of men to move some excessively heavy logs. They needed more help, but the corporal was too dignified to soil his hands. An unknown soldier came along and gave them a helping hand. When the work was done, the stranger, dusting off his hands, said to the corporal: "Why didn't you help the men?" To which the young officer replied, "Because I'm the corporal." "Oh, I see," said the stranger. "Well, if you ever need help again, call on me. I am General —."

Or this one, connected to two well-known names:

Just before Will Rogers was first introduced to President Coolidge, one of Will's friends said to him: "I'll bet you can't make Mr. Coolidge laugh in two minutes." Said Will, "I'll bet he laughs within twenty seconds." Then came the usual introduction: "Mr. Coolidge, I wish to present Will Rogers." "Glad to meet you," said the President, genially. Will held out his hand, looked confused, then said, "Excuse me, I didn't quite get the name."



A person under the firm persuasion that he can command resources virtually has them.

—Livy.

## PARLIAMENTARY PUZZLERS

By JEAN BORDEAUX

(Questions on procedure and order sent to Editor of Toastmaster will be answered authoritatively in the magazine.)

1. *How can chairman shut off debate when it is time to stop talking and act?*

Either leave chair and move "the previous question," or get someone to make that motion. Requires a second, is undebatable, unamendable, requires two-thirds vote, may be used on an amendment without affecting main question. Remember, simply calling "question-question" is not moving "previous question."

2. *What is meaning of "previous question?"*

Name given to motion closing debate instantly, stops further motions to amend, compels taking of immediate vote on immediately pending question.

3. *Frequently our president forgets to have motion voted, seeming to take for granted it will carry. How can we get him to call for vote?*

By moving "previous question," or by "rising to point of order," and then demanding president announce official vote of club on motion in question. Since no vote was taken, he is compelled to call for vote. In moving "previous question," be sure you have seconder ready.

4. *Can program chairman entertain motions or conduct business, and what happens if a member attempts to offer motion during program?*

Presiding officer alone may decide questions of order, make rulings, conduct business. Should member thoughtlessly make motion in midst of program, toastmaster might say, "We accept your apology for the interruption, but please wait until after the gavel has been returned to the president." Toastmaster is absolute ruler of his program, and not even president may interrupt unless to ask that windows be opened, doors closed, etc., for comfort of assembly.

5. *What is difference between a substitute motion and an amendment?*

There is no difference because a substitute motion is an amendment. The best procedure is to use "I move to amend," and banish "substitute" entirely.

6. *Can there be more than two amendments offered?*

Not at one time, BUT when first and second degree amendments are pending, as each is voted other amendments may be offered in succession. Remember, a motion to amend is in order until chairman calls for the negative vote.

7. *How can I prevent a vote on a motion?*

Before chair states motion, maker may withdraw or modify. Once stated it belongs to the club, hence actually you are out of order when requesting mover to withdraw motion with second's consent. Simply rise and move motion be withdrawn (if it has been stated by chair). Such motion requires no second, is undebatable, unamendable, requires majority vote. If motion carries, no record of motion withdrawn appears in minutes. Remember—a motion to "reconsider" cannot be withdrawn after vote called on affirmative, and can be made only by one voting on the prevailing side of the vote. If too late to "reconsider" a motion, move "to rescind."

### • • Two Bright Gentlemen

Sir F. Bramwell, the famous engineer, was scheduled to speak at a university banquet in Cambridge. The time was used up by prolix talkers, and it was eleven o'clock when he was introduced to speak on "Applied Science." Rising very slowly, he said:

"At this hour of the night the only application of science which seems to me at all relevant would be the application of the domestic lucifer to the bedroom candle," and he sat down.

The American Ambassador, Mr. Choate, wrote on the back of his menu card and pushed across to him these impromptu lines:

"O wise Sir Frederick!

Would that all could catch

Your charming brevity,

And find your match."

—Michigan Christian Advocate.

## CAN YOU ANSWER THIS ONE?

I. Here are some words that are frequently mispronounced. How do you pronounce them? Decide for yourself before turning to the page on which answers are given.

- |                |               |                |
|----------------|---------------|----------------|
| 1. Extempore   | 6. Chameleon  | 11. Necromancy |
| 2. Espionage   | 7. Repertory  | 12. Nascent    |
| 3. Inquiry     | 8. Pyramidal  | 13. Municipal  |
| 4. Desideratum | 9. Senile     | 14. Aspirant   |
| 5. Decadent    | 10. Necrology | 15. Broccoli   |

II. Here are some excellent words that you may not have been using. They would help your vocabulary. Try them out in conversation and see how useful they are. But first be sure that you know what they mean and how to pronounce them.

- |               |                 |                |
|---------------|-----------------|----------------|
| 1. Salubrious | 6. Gynecology   | 11. Misogynist |
| 2. Eremitic   | 7. Hegemony     | 12. Objurgate  |
| 3. Ethnic     | 8. Idiosyncrasy | 13. Panegyric  |
| 4. Bucolic    | 9. Judicatory   | 14. Sapience   |
| 5. Empyrean   | 10. Mediocrity  | 15. Seismology |

III. Who said: "Our country! In her intercourse with foreign nations may she always be in the right; but our country, right or wrong!"

IV. Who wrote: "Oh what a tangled web we weave  
When first we practice to deceive!"  
(See page 21 for answers.)

• •

"For the orator, I fear lest he be enfeebled by old age; for eloquence is a gift not of mind only, but also of lungs and strength. On the whole, that melodiousness in the voice is graceful, I know not how, even in old age; which, indeed, I have not lost, and you see my years."

—CICERO ("Cato Major")

• •

"The nobler a man is by birth, by reputation, or by inheritance, the more bravely he should bear himself, remembering that the tallest men stand in the front rank in battle."

—SENECA ("Of the Wise Man")

# The Toastmaster

## EDITORIAL BOARD

Ralph C. Smedley

Ernest H. Layton

Arthur G. Porter

**SAN DIEGO ASSEMBLY** The meeting of Toastmasters at San Diego on July 6 was something new and different in our experience. The occasion involved the organization meeting of the First District, which was attended by representatives of most of the Southern California Clubs, and which resulted in formal launching of the district under the governorship of Kenneth Sturzenger, of Santa Monica. The second part of the schedule was the assembly of Toastmasters and friends in the House of Hospitality at the Exposition, where our movement was explained to the public, and where our speaking achievements were demonstrated by representative orators in an entertaining program.

One outstanding impression of this event is that our training has thus far been deficient in preparing us for platform occasions. We have become thoroughly accustomed to speaking from behind a table, but when we have to face an audience with no barriers between us and them, we are less at ease. Each local club should take this into consideration and provide needed training by an occasional program in which the speakers will be required to come out in the open. A platform speaker must present an aspect of dignity and easy grace. He must be less informal than when speaking from behind the table, and he must pay closer attention to stance and bearing and condition of clothing when he stands exposed to the public view. Those who sat through the San Diego session may have been impressed with this fact. In any case we cannot overlook this element of training for our members.

**COMMUNITY SERVICE** From all sides come indications of helpful service to be rendered by our club members in their respective communities. Campaigns for community chest funds and for every sort of civic betterment offer a challenge to those of us who have acquired the ability to

stand up and be heard. Any community which has a Toastmasters Club within its bound naturally looks to this club for help and leadership in publicity. Any live Toastmasters Club welcomes the opportunity to be of service and at the same time gain valuable practice. Be careful that the cause is worthy before you lend it your support, and then go in for all you are worth to put it over. The Toastmasters Club is not a "service club," but its members serve notably through the abilities discovered and developed in the club. Make your club useful to your community.

**JUNIOR TOASTMASTERS** Provision has been made in the constitution of Toastmasters International for the recognition of Junior Toastmasters Clubs when such are sponsored by regularly established Toastmasters Clubs. Emblems to be worn by the members of the junior clubs have been prepared and may be secured from the Secretary, Jean Bordeaux. A local club assumes responsibility for the conduct and activity of the junior club which it sponsors. The provision offers a splendid opportunity for younger men to gain the benefits of our club work, and for our club members to gain added skill by helping to promote the junior clubs. Authority for such organizations must be secured from the office of Toastmasters International.

**BETTER SPEECH** Among the needs which our clubs may serve there stands out conspicuously the need for a campaign in behalf of better use of the language. Carelessness in speech is characteristic of Americans in general and even Toastmasters are not always exemplary in their choice and use of words. Every club should have at every meeting a critic of grammar and rhetoric who will point out errors in sentence construction and in choice and pronunciation of words, to the end that members may learn to recognize their favorite mistakes and correct them. The Toastmasters Clubs have been responsible for eliminating a tremendous volume of grunts and "ahs" and "er-rs." We have taught men to use fewer and better words in speech and to arrange their thoughts so as to be easily understood. Now let us turn to the improvement of diction. Take the word "good," for example. How often do you hear, even in a Toastmasters Club, such an expression as "I thought he spoke good?"

To make it worse, sometimes you hear, "He spoke real good." Any person who knows the elementary facts of English grammar knows that this is absolutely and inexcusably wrong, but we keep on hearing it. Suppose we join in a crusade in defense of the English language for this fall, and just to get at something definite, let's concentrate on the use of this excellent word, "good," as a starter.

**PRINTED PUBLICITY** The Directors of T.M.I. have been working on three new pieces of printed matter. First, a circular, explaining in full the purposes and plans and program of the Toastmasters Club, for general distribution. Second, a standard form of constitution and by-laws for the local club. Third, work is being done on a standard record outfit for secretaries, and a standard form of membership application. Much will be heard about these at Santa Monica.

• •  
**ANSWERS**

I. The words listed are pronounced, according to Webster and Winston, as shown below. In some cases, Standard disagrees. Decide which lexicographer you will follow as authority and then act accordingly. To get real value out of this study you should look up every word in the best, most up-to-date dictionary you can secure.

- |                    |                  |                   |
|--------------------|------------------|-------------------|
| 1. Ex-TEM-po-re    | 6. Kam-E-le-on   | 11. NEC-ro-man-cy |
| 2. ES-pi-on-aj     | 7. REP-er-to-ry  | 12. NAS-ent       |
| 3. In-QUI-ry       | 8. Pyr-AM-id-al  | 13. Mu-NIC-i-pal  |
| 4. De-sid-e-RA-tum | 9. SE-nile       | 14. As-PI-rant    |
| 5. De-CA-dent      | 10. Nec-ROL-o-gy | 15. BROC-co-li    |

(The syllable printed in capitals is the accented syllable in each word. It is not convenient to indicate the value of each vowel. Take time to look up these words in your dictionary to make sure of them.)

II. The second list of words will be of no value to you unless you master them. Consult the dictionary for meanings, pronunciation and use. Some of them will surprise you.

III. Stephen Decatur said these words in a toast given at Norfolk in 1816.

IV. The quotation is from Sir Walter Scott's poem, "Marmion."

## NEWS OF THE DISTRICTS

### District No. 1—California and Arizona

District Governor, Kenneth E. Sturzenger, 1942 Malcolm Street,  
West Los Angeles, California

District Secretary, Dr. Gordon R. Howard, 3906 E. Gage Ave.,  
Bell, California

This District had its formal beginning on July 6, when club representatives met at San Diego and organized. In addition to the officers noted above, the District Executive Committee includes Dr. Perry Davis of Santa Ana, Dr. Ernest Stone of Ventura, and Roy Chafe of San Diego.

The first activity in the District comes from Fullerton, where members of Anaheim Toastmasters Club have promoted an organization which will shortly apply for its charter. Otto Idso, long time member at Anaheim, heads the new group, and Arthur Porter, Treasurer of T.M.I., has been active in the movement.

No doubt an early development will be the division of District No. 1 into two or three smaller districts. Arizona will be ready for an independent organization as soon as a few more clubs are established, and it is likely that the California area will be subdivided.

### District No. 2—Oregon and Washington

District Governor, Ben W. Tidball, Department of Public Welfare, Olympia, Washington

The organization meeting of the District was held on May 31, at Tacoma. Those present were James Hoy, Tacoma; Ben W. Tidball, Olympia; O. Ingalls Hall, Jr., Portland; Bruce Harris, Seattle No. 2, and Raymond J. Huff, Seattle No. 1. The last named, being an officer of T.M.I., has since given place to Ed Hed, of Seattle. Work is well under way for both extensive and intensive operations in this area. There are rumors of an invitation for a T.M.I. convention to be held in the Northwest before many years pass by. We look for great work there.

● ●

Criticism, as it was first instituted by Aristotle, was meant as a standard of judging well.

—Johnson.

## VOICE GESTURES

W. J. FERRIS, Santa Ana (Smedley Chapter No. 1)



It was morning. The sun came streaming through the great rose windows to light up the golden pipes of the organ, and its master, as he sat with fingers wandering over the ivory keys.

From the throat of the organ came discordant, plaintive notes; then tender and endearing tones rolled out, changing to a faster and fiercer tumult of harmonies that filled the great cathedral as the mighty chords shook the very foundations only to fade away into quieter tones of peace and rest.

The master at the organ had painted a tone picture that carried his listeners to the very heights and led them again into quiet valleys. He had used the notes with such changing volume, intensity and shading that they could feel within themselves the story he would tell.

You are standing before a great audience; will you send your message out to them in a monotone, hesitant and listless, or will you drive home your thought with powerful utterances that throb their way into the hearts and minds of your listeners? Will you use all the tone and force and volume which will give every word not only its true meaning, but a vivid picture of the impression you wish to make?

You use a movement of the body or of the hands to illustrate your speech. However, many gestures are but a waving of the hands with no direct bearing on the intent of the words. A "voice gesture" conveys not only the meaning of the word itself, but the speaker's interpretation of that word as it applies to his message.

Take this sentence: "I hate war." Say it just as you read it. Then say it again, putting some force into it. That is not enough. Put real feeling into it and you will find that each word becomes alive, resonant with such tone and force that it shows a true picture. The value of voice gestures lies in the fact that you must feel your message with such intensity that it becomes a dynamic force, coloring and shading each word so that those who listen are carried along with you to think and act as you lead them.

Paint your word pictures with skill and enthusiasm by the use of voice gestures.

## THE ORATOR MUST BE A GOOD MAN

(From the "Institutio Oratoria", by Quintilian, A.D. 35 to 95, a teacher of oratory at Rome during the reigns of Vespasian and Domitian.)



Let the orator, then, whom I propose to form, be such a one as is characterized by the definition of Marcus Cato, "a good man skilled in speaking."

But the requisite which Cato has placed first in this definition, that an orator should be a good man, is naturally of more estimation and importance than the other. It is of importance that an orator should be good, because, should the power of speaking be a support to evil, nothing would be more pernicious than eloquence alike to public concerns and private, and I myself, who, as far as in my power, strive to contribute something to the faculty of the orator, should deserve very ill of the world, since I should furnish arms, not for soldiers, but for robbers.

My judgment carries me still further; for I not only say that he who would answer my idea of an orator must be a good man, but that no man, unless he be good, can ever be an orator. To an orator discernment and prudence are necessary; but we can certainly not allow discernment to those who when the ways of virtue and vice are set before them, prefer to follow that of vice; nor can we allow them prudence, since they subject themselves, by the unforeseen consequences of their actions, often to the heaviest penalties of the law, and always to that of an evil conscience. But if it be not only truly said by the wise, but always justly believed by the vulgar, that no man is vicious who is not also foolish, a fool, assuredly, will never become an orator.

No man, certainly, will doubt that it is the object of all oratory that what is stated to the judge may appear to him to be true and just; and which of the two, let me ask, will produce such a conviction with the greater ease, the good man or the bad? A good man, doubtless, will speak of what is true and honest with greater frequency, but even if, from being influenced by some call of duty, he endeavors to support what is fallacious, he must still be heard with greater credit than a bad man.

## WHEN DO WE EAT?

By Dr. L. A. DAUM, Montebello Toastmasters Club



Such a subject may make you wonder why a well-fed individual like myself should be concerned about food. Well, it is not my food that I am worried about. It is the other fellow's food I am discussing, and I begin my discussion with a statement which may seem exaggerated, but which is based on facts.

I believe that seventy-five per cent of the people who have been in my office for dental care in the last eighteen years, both here in California and in the state of Iowa, have been improperly nourished. I mean by that that at some time during their lives—many of them for the greater part of their lives—they have not had the proper kinds of food, or have not have enough food. And this statement, I believe, will apply even to those whom I am now addressing.

Of course in a general way we all know something of the necessary food factors called vitamins, the lack of which causes such diseases as rickets, scurvy and beri-beri, together with certain grave nervous disorders. What is not so well known is that an abundance of these food factors is the very thing which prevents the onset of many types of germ diseases. They supply a mysterious something that gives a vigorous, sturdy growth to the individual. They prevent soft bones and the crooked, crowded and decayed conditions of the teeth in which I am especially interested. They build up a strong resistance to infections and contagious diseases. And the civilized peoples of the human race do not receive enough of these vitamins to maintain that vigor which makes life worth while, nor enough to present that strong resistance to disease which is our natural heritage.

There are two ways to attack this problem. First, we might teach people to eat proper foods. Well, that method may be somewhat late for some of us. We are along in years, with habits settled, and it is difficult to teach us old dogs new tricks. But the children can be taught.

As they study dietary problems in school let them feed one group of rabbits on a balanced diet and another group on an unbalanced diet. Let the children see for themselves. The experiment

will show them the way. When they see that the animals droop and cease to grow before normal weight is attained, and even cease to reproduce their kind, these children will learn the lesson of proper feeding. At least they did recently in Oakland, where the children themselves were divided into two groups for feeding. When the effects of the unbalanced diet became noticeable you may be assured that those children clamored for the correct food.

The other angle of approach is the economic one. How can the poorer people buy proper food? That is a big question. In my own childhood days, although my father spent all his days working for a railroad company, our family lived on a ten-acre patch of ground where we could raise most of our own food. We had apples, peaches, mulberries, raspberries, cherries, strawberries and rhubarb for fruits, and for vegetables there were turnips, carrots, cabbage, lettuce, celery, radishes and tomatoes. Three or four cows gave us all the dairy products we could use, and more.

In the fall, a pig or two and a calf or two, chickens and squabs gave us all the meat we needed. Eggs were a drug on the market. But can you imagine a better table fare than that? The more I study dietary problems the more I consider myself fortunate for my early situation in life. The point of this personal history is that the answer to the economic problem of correct food for the masses may be in a return to that sort of life.

Another answer may lie in some sort of *proper* government control. I stress the word "proper." Personally, I do not like that answer. But in the past few years under the A.A.A. the present administration has been attempting some such control of our food-stuffs. They are doing it from the standpoint of price, and that is utterly illogical. Let me ask you some searching questions.

Do you know that if every citizen of this country had an adequate daily ration of milk, our present dairy herds could supply just 27 per cent of the required amount? Do you know that if every person were to consume six eggs each week, which our dieticians tell us we need, our present egg production would be only about 45 per cent of what would be demanded? The same to a greater or lesser degree can be said of almost every item of farm produce you can name. Our nation, taken as a whole, is underfed, and the underfeeding reaches terrible extremes in crowded industrial sections.

(Continued on Page 28)

## WHAT IS YOUR NUMBER?

Every member of a Toastmasters Club has his number listed in the office of Toastmasters International. These numbers indicate the order in which the names were listed with International. We give below the names and numbers up to fifty. A good many numbers have been vacated by the retirement from membership of earlier members, and these vacant numbers have been filled by a general moving up. If you have one of the low numbers you will probably want to keep it, and the way to keep it is by continuous membership. If you drop out you lose your number.

In the list below only those who have held continuous membership since the date indicated are included. In some cases a member has transferred from one club to another. For these the date shown is the original date of becoming a Toastmaster.

- |   |  |
|---|--|
| 1. Ralph C. Smedley, Santa Ana, 10-24-24          | 16. A. G. Green, Smedley No. 1, 12-19-28   |
| 2. J. Clark Chamberlain, San Diego, 1-26-26       | 17. Elmer L. Smith, Santa Barbara, 3-17-29 |
| 3. Olin H. Price, Huntington Park, No. 1, 5-24-26 | 18. D. H. Tibbals, Smedley No. 1, 3-17-29  |
| 4. Thomas Butler, Los Angeles, 6-7-27             | 19. C. F. Marshall, Pasadena, 9-1-29       |
| 5. Arthur H. Johnson, Pasadena, 6-7-27            | 20. Howard Goodhue, Pasadena, 10-1-29      |
| 6. Alexander Kosloff, Los Angeles, 6-7-27         | 21. Dr. W. M. Knudtson, San Diego, 4-1-30  |
| 7. J. G. White, Los Angeles, 6-7-27               | 22. William La Monte, San Diego, 5-1-30    |
| 8. A. G. Porter, Anaheim, 11-22-27                | 23. T. W. Johnson, Pasadena, 5-15-30       |
| 9. William Iverson, Smedley Chapter No. 1, 5-2-28 | 24. G. E. Yousling, Pasadena, 6-1-30       |
| 10. C. G. Hedstrom, Anaheim, 6-6-28               | 25. J. Roy Chafe, San Diego, 7-1-30        |
| 11. Paul Demaree, Anaheim, 7-17-28                | 26. W. G. Claussen, Anaheim, 7-1-30        |
| 12. Jean Bordeaux, Westwood, 9-12-28              | 27. Jack Wilburn, San Diego, 7-1-30        |
| 13. L. F. Kellogg, Anaheim, 9-18-28               | 28. Otto Idso, Anaheim, 7-15-30            |
| 14. J. C. Elliott, Anaheim, 11-6-28               | 29. Kenneth Hallowell, San Diego, 8-1-30   |
| 15. Harold H. Fish, Smedley No. 1, 12-19-28       | 30. William Kohlenberger, Anaheim, 8-19-30 |

- |  |   |
|--|---|
| 31. Frederick H. Eley, El Camino, Santa Ana, 9-10-30 | 41. J. W. Percival, San Diego, 3-1-32       |
| 32. Dr. C. J. Ruley, Smedley No. 1, 10-22-30         | 42. Earl L. Beaulieu, Santa Barbara, 4-5-32 |
| 33. Fred W. Brown, Los Angeles, 12-1-30              | 43. A. F. Duncan, Santa Barbara, 4-5-32     |
| 34. Dr. Frederick Hershman, Los Angeles, 12-1-30     | 44. E. H. Harlacher, Santa Barbara, 4-5-32  |
| 35. Dr. B. M. Tylicki, Gavel Club, 1-1-31            | 45. Harry Hill, Santa Barbara, 4-5-32       |
| 36. Leo R. Schmid, Seattle No. 1, 5-1-31             | 46. C. G. Howell, Santa Barbara, 4-5-32     |
| 37. Dr. P. A. Foster, Los Angeles, 7-1-31            | 47. O. H. O'Neill, Santa Barbara, 4-5-32    |
| 38. D. C. Hamilton, Smedley No. 1, 2-3-32            | 48. Martin de Piazzi, Santa Barbara, 4-5-32 |
| 39. A. J. Woodworth, Smedley No. 1, 2-1-32           | 49. G. B. Tucker, Santa Barbara, 4-5-32     |
| 40. R. Carson Smith, Smedley No. 1, 2-17-32          | 50. J. Lee Hewitt, Smedley No. 1, 4-5-32    |

## WHEN DO WE EAT?

(Continued from Page 26)

And yet we have the spectacle of our government spending hundreds of millions to curtail the production of wheat and meat and—heaven help us!—milk, in order to raise the price, which in turn will prevent still more people from buying these necessities. Does that make sense? It doesn't for me.

I give you this suggestion: If our government can spend millions to protect the farmer's pocketbook, why cannot we spend some of those millions to protect the health of our children? And this means correct feeding in the very first instance.

Why not pay that farmer to produce instead of paying him not to produce, and then see to it that what he produces goes where it is most needed? Does that make sense, or does it sound like a socialistic program? Remember, I am not looking at it from the money standpoint, I am considering what can be done for that ten-year-old boy or girl who comes to my office daily, pale, anemic, with dark circles under the eyes, always tired, with infection and tooth decay rampant in his mouth.

Such a child, undernourished and weak, has about as much chance to grow to sturdy, healthy manhood as I have to travel to the moon. I ask you again, "When do we eat?"

## AROUND THE TABLE

Practical items on successful club operation gained by observation and experience.  
By RALPH C. SMEDLEY



Short terms of office for club secretaries are not conducive to the best results. It is important to have someone in official position whose work has continuity. With the customary practice of changing officers every three or six months, the program is too frequently interrupted when the secretary's term changes likewise. In many clubs it is found better to have the secretary carry on for at least a year without change.

\* \* \*

The whole question as to term of officers in the club is a matter for discussion and experiment. Some clubs change officers every three months, while others carry on for six. In general practice it is difficult for a new president to get his work organized and his committees to functioning in the shorter term. The six months term has decided advantages except that it does not give so many different members a chance to get official experience. In any case it is important to provide for continuity among the officers and leaders of the club.

\* \* \*

The article on induction of new members, presented in the June issue of the Toastmaster by Captain Messer of La Jolla, occasioned widespread comment. It should now be reviewed, and every club should work out its own form of member induction for regular use. Whatever form is used, let there be some definite plan for a formal welcome of the new member.

\* \* \*

The exchange of programs between clubs conveniently located is a helpful practice, but it can be overdone. One exchange program in a month is sufficient for most clubs. Too many exchanges disrupt the club order and result in decreased attendance. One of the best methods of exchanging programs is for two clubs each to send two speakers to the other. By this plan each club has the advantage of hearing outside speakers while maintaining the continuity of its own schedule.



Experience demonstrates that it is bad practice to discontinue club meetings during the summer vacation season. It is inevitable that attendance will be reduced in the summer, but there are always enough members in town to hold a respectable meeting. By carrying on without a break the club's work gains in efficiency even with smaller numbers. With the return of full strength in the fall the club is all ready for a big season with no break in the program. The best rule is to hold fifty-two meetings a year.

\* \* \*

Watch the ventilation of your meeting room. No man can think or speak well without a reasonably adequate supply of oxygen. A room full of stale air or clouded with tobacco smoke is not conducive to good results. Watch the ventilation and let all members be encouraged to breathe deeply and properly.

\* \* \*

Also, see to it that the atmosphere of your meeting room is kept clean in a moral and intellectual sense. Some men are so addicted to unclean stories and off-color jokes that they slip into bad habits even in a Toastmasters meeting. Let us concede that there are some few off-color stories that are really funny. But there are thousands just as funny that are thoroughly decent. Why play in the mud and filth when there is clean sand to play with? Everyone knows that there are certain bodily functions of the human race which are necessary, but which are not ordinarily counted worthy of a place in polite conversation. It is not necessary to drag in references to matters of sex and of excretion to be funny, manly, or popular, and such references are least of all becoming at a table where food is being consumed. Toastmasters Clubs are generally of high standards in this respect. Let us see to it that new clubs and new members are not neglected in instruction on so vital a matter.

● ●

"Profanity is used by poor talkers to fill in blanks in their conversation when their brains are missing fire. By using it a man can talk for hours to his own satisfaction and to the utter disgust of those who hear him. Unfortunately he seldom sees the real effect of its use. Men whose mental cylinders are free of carbon don't find it necessary to use profanity."

—From "SPOKES", published at Portland, Ore.

## TO MAKE A GOOD SPEECH

Here are five times three points for the thoughtful speaker to consider. They involve the fundamentals of a good speech. Check yourself by them.

### I.

1. There must be something to say that is worth saying.
2. It must be said effectively, forcefully, impressively, briefly.
3. There must be a convenient, carefully planned method of quitting when done.

### II.

1. Thought: There must be a worthy, constructive thought back of the speech.
2. Words: The thought must be dressed in words, well chosen, well used.
3. Voice: The voice must be used to its best advantage, in speaking the words.

### III.

1. Selection: There is much material. Choose the best.
2. Arrangement: Put your material into logical order, progressing to a climax.
3. Delivery: The speech must actually be "delivered"—not tossed over the fence.

### IV.

1. Practice: Ease in speech is acquired by persistent practice.
2. Criticism: Constructive criticism lets the speaker know the audience reaction.
3. The Sum: Practice plus criticism should result in notable improvement.

### V.

1. Concentration: It is essential to concentrate on the subject to be presented, the goal to be reached, the point to be impressed.
2. Sincerity: If the speaker wants to be taken seriously he must give evidence of sincerity.
3. Confidence: The speaker must display confidence in the information presented and the truth urged upon the audience.

● ●

"Whatever one has, that one ought to use; and whatever you do, you should do it with all your strength."

—CICERO ("Cato Major")

## DON'T FIGHT YOUR CRITIC

R. C. SMEDLEY



Perhaps the criticism does not strike you as being fair. It hurts your feelings. You feel that the critic did not understand you—did not get your point. Don't get sore at him. Perhaps he criticized it just as he heard it.

If the critic is unfair, in your judgment, it is altogether likely that he failed to understand your speech. That, in itself, is a criticism, for

you must above all things be clear in your meaning, so that the least intellectual one in your audience may understand.

The critic need not be schooled in the arts of speech. Most of the people you address are not so schooled, but they are the ones you are trying to reach. You may get more actual value from the frank expression of an untrained listener than from a professional critic. The "man in the street" is a fair critic if you can get his reaction.

Sometimes, although not often, a critic may be altogether wrong in his reaction to a speech. If such is the case, the general critic usually shows him his error, and if the critic can take criticism, the result is as beneficial to him as to the one he criticized. Of all ways to waste time, I know of none more effective than that of the critic who merely says, "That was a good speech," and lets it go at that. He must give a reason for his opinion.

The final purpose of all speech criticism is to help the speaker realize how his speech goes over with the audience he addresses. If it does not register, then the kindest thing a critic can do is to say so, and why. Thus he may save the speaker future embarrassment and failure. No honest critic takes the opportunity to "get back" at the speaker, and no conscientious speaker has any right to resent the criticism, provided he can believe it to be honest.

There are very few people who really like to be criticized. We prefer praise, even when it is undeserved, rather than blame well merited, but criticism gets us further and faster on the road to good speaking. So don't fight your critic, but listen to him carefully, select the criticisms which will help, and be grateful for one who is frank enough to give you such valuable assistance.

## News of the Clubs



(This Issue of THE TOASTMASTER is presented by the editors without apology for the lack of news or for inaccuracies in the same. An earnest effort has been made to get mailing lists corrected and to secure news of club activities, but failure of many secretaries to respond leaves us with scattered news items and an official directory which is not correct.)

### SAN DIEGO

A "Past Presidents" night on August 12 was a feature worth reporting. Clark Chamberlain was the promoter and toastmaster. He had five past presidents of the club as speakers, and a number of guests who were sold on the merits of the club's work, to judge by the way they applied for membership. The program was like this:

- R. M. Switzler—"The Decline of Oratory"
- William La Monte—"Common Mistakes of Public Speakers"
- Ray Watts—"Illustrating Types of Speeches"
- Dave Austin—"The Broadening Influence of Speaking"
- Neil Nettleship—"Value of Public Speaking in Business"

Ray Watts has spent a busy summer at the Exposition, demonstrating the wares of the Southern Counties Gas Company, and advertising the Toastmasters Club to all who would listen.

### LONG BEACH GAVEL CLUB

William Hobba, the busy secretary, has taken on the responsibility for getting out a club bulletin, "El Toro," which carries news of the club, suggestions for speakers, and material of personal and general interest. It is a good plan for any club to follow if there is a member who will do the work.

### ANAHEIM

This club has been active in promoting a Toastmasters Club in Fullerton, only two miles away. Exchange programs have been popular. The summer attendance has stayed at a high mark. A recent debate on the need for changing the Constitution of the United States to conform to the concepts of the New Deal stirred up a red hot discussion and much eloquence, both for and against.

## MONTEBELLO

After a long and useful career as secretary, Dr. Harry Hanson has stepped aside and given over his records to Judge Edmund F. Barker. Harry M. Ostrom becomes the new president, with Charles Samuels as his "vice". Thus the club starts off to a new and vigorous season, with excellent officers in the chair and some fine men as "past"—this and that.

## PORTLAND

The summer vacation was not especially good for this club, but it has resumed activity with enthusiasm, and will proceed to write history as the Toastmaster movement spreads throughout Oregon.

## SEATTLE No. 1

Took a summer vacation to reconvene September 9.

## SANTA MONICA

All in a stew getting ready for the convention on October 12. The fall election brought Russell Hart in as the new president. He is a Rotarian and a busy man, who appreciates what the club has done for him. Past-President Sheldon Hayden is continuing as chairman of the campaign committee, and you will hear further from him soon. This club, says Treasurer Arthur Porter, is the second one to send in its dues for the per capita tax due October 1. Santa Barbara was the first. With a treasury depleted by the summer drought, Treasurer Porter welcomes these refreshing drafts.

## SANTA ANA, SMEDLEY CHAPTER No. 1

Interest in this chapter reached a high point at the last Cup Contest "speakoff." R. C. Smedley, founder of Toastmaster, was among those contending, and he won the place on the cup. His name is now on the roll with the rest of the first line speakers of the club.

Smedley Chapter starts the fall schedule with Toastmaster Arthur Woodworth in the chair as president. His first act was to put the pressure on attendance at Santa Monica in October. Greetings, Santa Monica, here we COME!

## OLYMPIA

John Rudd, beloved vice-president of the club, was recently transferred to Tacoma. Ray C. Gruhlke was elected to succeed him. Ray has provided the place for two delightful outdoor meetings this summer, his rock gardens being the beauty spot. Some of the farm livestock provided heckling for the speakers and amusement for the club. Two guinea hens, disturbed by the orators, yelled "Come back! Come back!" until the speakers desisted. Ray's pet cat climbed the trouser legs of the speakers and other entertaining incidents enlivened the meetings. This club, like many others, is experiencing a heavy turn-over in membership. This is no cause for alarm. We all pass through it.

## POMONA

Bert Randell lost his sight during the World War. For two years he has been a member of this Toastmasters Club, and through the training thus received he was recently selected as a speaker on the Veteran Speakers' Bureau, which will take him all over the United States. He should spread the news of Toastmastership wherever he goes. Herbert Mead is the new president.

## SANTA ANA, EL CAMINO CHAPTER

A summer of excellent work with large attendance is recorded. One of the most entertaining meetings of the summer was held at the country home of A. H. Allen, with a barbecued steak dinner and a delightful program.

## BURBANK

This lively new chapter has been hard at work all summer. Speakers have been furnished for local Kiwanis, Optimist and 20-30 Clubs, for the American Legion and other groups, and there are requests for talks before the city schools. As a special project the club is sponsoring observance of Constitution Week in the community. Paul Palmer is our new president.

## LOS ANGELES

Returning home from the Toastmasters Day at the San Diego Exposition, this club went into session and produced the following resolutions:

"Know all men by these presents:

"That it hath pleased a Bountiful Providence to place within our midst one known to us as Tom Butler, Esquire;

"That said Tom Butler did take a long journey as delegate to Toastmasters International meeting at San Diego, California, on July 6, 1935;

"That while there in competition with delegates from over the United States, he was chosen the best speaker at said meeting;

"Therefore, be it highly resolved,

"That in thus doing so, said Tom Butler did make himself the Number one Toastmaster of America;

"That he brought honor and prestige to Los Angeles Toastmasters Club;

"That it is our hope that throughout his life he may ever speak with pleasure to himself and profit to his hearers."

Done this 16th day of July in the year of our Lord nineteen hundred thirty-five.

Signed: T. C. Whitmore, President  
J. H. Mattern, Secretary



## THE RENDEZVOUS

### ARIZONA

- Tucson No. 1—Tuesday noon, Pioneer Hotel (Parlor "C")  
Secretary, Zach Simpson Cox, Cox Commercial School  
Tucson No. 2—Monday, 8 P.M. Y.M.C.A. Building  
Secretary, James N. Corbett, 317 E. Drachman

### CALIFORNIA

- Alhambra—Thursday, 6:30 P.M. Elks Club  
Secretary, C. H. Johnston, 500 North Third Street  
Anaheim—Tuesday, 6:30 P.M., Marigold Cafe, 122 East Center  
Secretary, Walter F. Taylor, c-o Gibbs Lumber Co.  
Burbank—Monday, 6:15 P.M., Woman's Club Building  
Secretary, Arthur Powell, 333 Magnolia Ave.  
Coronado—Tuesday, 6:15 P.M., Coronado Country Club  
Secretary, Allen Campbell, 734 Margarita Avenue  
Glendale No. 1—Tuesday, 6:15 P.M., Y.M.C.A. Building  
Secretary, J. Burritt Smith, P.O. Box 1151

- Glendale "Jewel City"—Thursday, 6:15 P.M., Kopper Kettle Tea Room  
Secretary, Emil Carlson, 409 S. Glendale Avenue  
Huntington Park No. 1—Wednesday, 6:30 P.M., Cole's Cafeteria, 6514 Pacific Blvd.  
Secretary, Don Morrison, 2923 Walnut Street  
Huntington Park "Progressive" Club—Tuesday, 6:30 P.M., Cole's Cafeteria  
Secretary, Paul F. Mekeal, 6211 Cottage Street  
La Jolla—Thursday, 6:15 P.M., La Valencia Hotel  
Secretary, Charles Reed, La Valencia Hotel  
Long Beach "Gavel" Club—Monday, 6:15 P.M., Alexander Hotel  
Secretary, William Hobha, 1982 Olive Ave.  
Long Beach "Shell Toasters" Club—Tuesday, 6:30 P.M., Willmore Hotel  
Secretary, Arthur M. Flint, 3417 Peck Ave., San Pedro  
Los Angeles—Tuesday, 6:30 P.M., Chapman-Park Hotel, 615 S. Alexandria  
Secretary, John H. Mattern, 334 N. Normandie Avenue  
Montebello—Wednesday, 6:15 P.M., Schumacker Club, 966 S. Woods Ave., L. A.  
Secretary, Judge Edmund F. Barker, 1201 W. Washington Ave.  
Palo Alto—Hotel President, Thursday, 6:30 P.M.  
Secretary, G. W. Goddard, c-o Mayfield School, Palo Alto  
Pasadena—Tuesday, 6:15 P.M., Y.M.C.A. Building  
Secretary, E. W. Weigel, 1728 Las Lunas Avenue  
Pomona—Monday, 6:00 P.M., Mayfair Hotel  
Secretary, Kenneth R. Wallace, 707 N. Park Avenue  
Redwood City—Monday, 6:00 P.M., Cafeteria, Sequoia High School  
Secretary, R. E. O'Connell, Jr., Postmaster  
San Diego—Monday, 6:00 P.M., Cuyamaca Club  
Secretary, Kenneth Hallawell, 3132 Curtis St.  
Santa Ana—"Smedley Chapter No. 1", Wednesday, 6:15 P.M., James Cafe  
Secretary, D. H. Tibbals, Y.M.C.A.  
Santa Ana "El Camino"—Thursday, 6:15 P.M., James Cafe  
Secretary, Gilbert Platt, Post Office  
Santa Barbara—Tuesday, 6:30 P.M., El Paseo Restaurant  
Secretary, Albert Z. Terry, 21 La Arcada Bldg.  
Santa Monica—Wednesday, 6:15 P.M., Carmel Hotel.  
Secretary, G. W. Hovey, 465 22nd St.  
Ventura—Tuesday, 6:15 P.M., Pierpont Inn  
Secretary, Cliff Coleman, Court House  
Walnut Park—Tuesday, 6:30 P.M., Van Matre's Inn, 2563 Clarendon Ave., H. Park  
Secretary, George Van Kleeck, 3043 Gage Avenue, Huntington Park  
Westwood Village—Thursday, 6:30 P.M., "Hi-Ho College Court"  
Secretary, D. H. Zaun, 5105 West 20th, Los Angeles  
Whittier, "Quakertown" Chapter—2nd and 4th Thursdays, 6:15 P.M., Wm. Penn Hotel  
Secretary, T. Earle Woodward, Box 398, La Habra, California

### FLORIDA

- Orlando—Friday, 7:30 P.M., Court House  
Secretary, Frank A. French, P.O. Box 140

### INDIANA

- Indianapolis—Thursday, 6:30 P.M., Y.M.C.A. Building  
Secretary, Lisle Tinsman, c-o Y.M.C.A.

### OREGON

- Portland—Monday evenings, 6 P.M., Evergreen Tearoom, 5th and Alder  
Secretary, Sherman R. Cox, 423 S. W. Broadway

### WASHINGTON

- Olympia—Tuesday, 6:00 P.M., Crane's Cafe  
Secretary, Ralph Rogers, State Law Library  
Seattle No. 1—Monday, 6:00 P.M., Washington Athletic Club  
Secretary, Paul R. Green, 252 Central Bldg.  
Seattle No. 2—Tuesday, 6:00 P.M., Pine Tree Tea Room  
Secretary, Wade Sherrard, Sunset Highway Auto Freight  
Tacoma—Monday, 6:00 P.M., Tacoma Hotel  
Secretary, James O. Hov, 1005 North "L"  
Associate Club—Victoria, B.C.  
Secretary, Frank Paulding, Y.M.C.A.

# THE FAMOUS FOURTEEN POINTS

**Toastmasters International, Inc., is Organized and Promoted  
for the Following Reasons:**

1. **TO PROMOTE** the growth and establishment of Toastmasters Clubs throughout the world.
2. **TO SPONSOR** the publication of THE TOASTMASTER, official organ of our Federation, and disseminator of the latest and best ideas on toastmastering.
3. **TO PROVIDE** literature and other assistance to make possible the establishment of Toastmasters Clubs.
4. **TO PROTECT** the name Toastmasters Club in order to confine its use to clubs conforming to the standards and regulations established by the majority group through Toastmasters International.
5. **TO STANDARDIZE** and maintain as nearly uniform as practical the procedure and ideals of Toastmasters Clubs.
6. **TO UPHOLD** before all the latest and best principles of public speaking and related conduct and procedure.
7. **TO ACT** as a medium of exchange tending toward the improvement of Toastmastering.
8. **TO ASSIST** individual clubs in solving and overcoming problems and difficulties which may arise in the organization and functioning of such clubs.
9. **TO PROMOTE** friendship among Toastmasters Clubs and Toastmasters.
10. **TO SPONSOR** friendly competition in public speaking among the member clubs of Toastmasters International.
11. **TO SPONSOR** contests in public speaking among organizations outside the Toastmasters Clubs, such as the High School Public Speaking Contest.
12. **TO PROMOTE** the technique of tactfully giving and gracefully taking criticism and profiting thereby.
13. **TO MAKE** the name Toastmaster a mark of distinction and of recognized ability in public speaking.
14. **TO ESTABLISH** the place of the Toastmasters Club in the life and work of the community.