

THE *Toastmaster*

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TOASTMASTERS INTERNATIONAL, Incorporated in 1932, is a non-profit educational organization of 740 active clubs, located in the United States, Canada, England, Scotland, South Africa, and the Hawaiian Islands, devoted to the work of helping men to become better speakers.

For Better Thinking—Speaking—Listening

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

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"Under the spreading live-oak tree" which shades the lawn at the home of Jack Haynes, Jewel City Toastmasters of Glendale, California, held a lively outdoor meeting on a recent summer evening. The event was typical of summer activities of Toastmasters in all regions. (The blazing brazier was for light, not heat, say these loyal Californians.)

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STRETCH YOURSELF

By RALPH C. SMEDLEY

But the way by which we are asked to climb is steep and uneven. What then? Can heights be reached by a level path?

--Seneca: "Of the Wise Man"

Reach for what is out of reach.
Attempt the impossible.

Strive to attain the unattainable.

There is no challenge in things within easy reach. That which is on the level of our ability, the easily attainable goal, does not stir us.

The challenge lies in what seems to be beyond us. The harder a mountain is to climb, the greater the satisfaction to the one who scales its summit. The tougher the going, the more glorious the arrival.

An easily mastered science does not develop genius. An art which yields to small effort is not classed as a great or fine art.

Man finds his eternal challenge in the hard-to-get, and his greatest inspiration in tackling the thing which cannot be done—and doing it.

Probably *you*, like most human beings, have never really stretched yourself. Honestly, have you ever done your absolutely level best? Have you ever exerted that final ounce of strength, that very last mental or spiritual resource?

Then how do you know what you can do?

Psychologists tell us that most people use only from ten to fifteen

per cent of their actual abilities. If you are even twenty-five per cent as strong, good, efficient as you *could* be, you stand out from the throng. If you will push yourself to the point where you use fifty per cent of your capabilities, the world will greet you with loud acclaim.

The man who is even half as good or strong or effective as he could be is more than twice as good as the ordinary individual. The one who has learned to stretch himself in the reach for things beyond his reach is the one who may eventually become half of what he could be.

Set a goal beyond your reach, and you will never need to stop stretching. "You can't outrun a direction."

You will never write your best book, paint your best picture, make your best speech. If you do, then you are done. But don't be afraid. No man has ever yet done his absolute best. There is always room to do better.

Try for the impossible. You may come somewhere near it. In reaching for it, you will do better than if you had been content with an easier goal.

Stretch yourself, and you will grow.

Talk To Your Audience

There is a great difference between talking to an audience, and talking *at* them.

Some speakers never unbend. They stand off, and hold off the audience. They lack that fine, genial quality which enables a man to make friends with the people he addresses.

You have noticed the distinction, no doubt. You have observed how the speaker whom you like has the knack of making you feel that he is your friend, that he is interested in you, that he is really talking right to you. He seems somehow to "approach" you.

And yet, he does not lean across the table, nor do waist-bending exercises against it. He can stand up straight and tall without going away from you. There is something in his voice, in his smile, in the way he speaks, which reflects a friendly, human interest.

The other fellow gives the impression of being all buttoned up in himself. He stands away, no matter what his position, and he keeps you at more than arm's length. He does not know how to put himself *en rapport* with you, as we say in French. That is just too bad for both of you, for he does not successfully give out with the information, the entertainment which he has for you, and you—well, you just don't get it, because he doesn't give it to you.

What is your classification as a speaker?

Do you make people realize

your friendly interest in them? Can you win their friendship as well as their interest when you address them? Do they listen like friends, or like strangers?

It can make a vast difference in your success in speech. Not only that, it can mean a vast deal to your success in life in general, for this again is a matter of what we call "public relations." It is a part of the process of getting along with people.

Being friendly without being familiar, being approachable without loss of dignity, making people feel at ease because you, yourself, are well poised and thoroughly in balance, these are the characteristics which make for success in business and professional life as well as on the speaker's platform.

If you are to win people, you must learn to "approach" them. You must cultivate a liking for folks, and a sense of human fellowship and sympathy which will create an undercurrent of mutual friendship and understanding whenever you stand before them.

Good eye contact helps. A pleasant voice is an asset. But most essential of all is that fundamental sense of humanness, that liking for people which must be inside the speaker's mind before he can radiate it to his audience.

The audience is profoundly affected and influenced by the manner and bearing of the speaker, and the friendly attitude is one of the qualities which every speaker must cultivate.

President's Message

By I. A. McANINCH

Commencement, 1949!

This year, as every year, thousands of young people have had the experience of Commencement Week in High Schools, Colleges and Universities. To them it is a time of opportunity—an opening of the door which enables them to take part in the re-making of the world. They have completed one of the primary phases of education.



In August, 1949, St. Louis, some of your Toastmasters International officers and directors will find themselves in a similar situation, as their terms of office end with the election of their successors. This also happens in our districts and areas, and twice yearly in the individual clubs.

Too many of us appear to see the word *finis* across the path at this point in our work as Toastmasters.

Each of us who goes through this experience should accept it rather as does the school graduate, who sees in it a mark of distinction, a new opportunity, the beginning of a more profitable period of service.

Some of us seem to assume that the end of tenure in office means the close of activity in Toast-

masters work. But if we are to enjoy a tomorrow, then the experience which we should have gained from our privilege of serving today should fit us all the better to serve another today as it comes.

The true value of Toastmasters training lies not in being a member for two or three years, but rather in continuing the work for a decade or two. In this longer period we have time to develop our thinking, mellow our opinions and temper our actions. We become better, stronger, more useful, as we carry on.

And so, Mr. Club President, Mr. Deputy Governor, Mr. Area Governor, Mr. District Governor, or Mr. International Officer, the end of your term in office is not an excuse for you to drop out of the membership. If you do that, you lose your chance of more profitable activity both for yourself and for the club. Your value to yourself and to the organization calls rather for a renewal of interest, a broader study, and a willingness to give to those who need it, the benefits of your wealth of experience gained through years of effort.

We must accept the challenge, as does youth. We are not through—unless we give up. A new door of opportunity opens to us. Let us continue to build for ourselves and thus for others in this great "good business" proposition.

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SPEECH CONTROL

It is important to learn to speak.

It is equally important to know how to keep still when silence is desirable. A good speaker is a good listener. He does not speak out of turn.

Sometimes a speaker makes a nuisance of himself when he insists on talking too often and too much. He needs to practice "speech control."

Granting that he is quick-witted and ready of tongue, it does not follow that it is his right and duty to take the lead in talk on all occasions. There may be others equally gifted in ideas and words who should be heard.

This phenomenon of too much talk is a not unnatural consequence learning to speak, as one does in the Toastmasters Club. Here is a man, for example, who has been

deterred all through life, by fear of the audience and by other considerations, from expressing his own ideas. He has sat silent when others talked, because he was not a ready speaker. For years he has listened.

But now, Toastmasters training has helped him develop confidence in himself and his ideas. It has shown him that he can talk, at least as well as his associates, and it has encouraged him to do so. The floodgates have been opened. He becomes intoxicated with the sound of his own voice. He is carried away with the pleasure in his newly discovered talents. He talks too much. He talks too often.

That is almost as bad as not talking at all.

You may have seen this chap in your own club meetings. He is the one who is always going off half-cocked. When something is under discussion, he jumps to his feet every time someone else sits down. He is full of wisecracks and witticisms, some of which are almost funny. He lacks self-restraint—speech control. He sounds off without thinking.

Part of the responsibility in Toastmasters training is to help a man understand when to speak, as well as how to do it; and when to be still. If you have a member who is too quick on the trigger, the evaluators must work on him, kindly, but firmly. Restraint learned in the club may save him embarrassment in other circumstances.

★ You Can Help To

Stop That Panic

By HERBERT J. H. ROY, La Canada Toastmasters Club, No. 655.

Panics follow a familiar pattern. A small flame licks at the walls of the darkened theatre. Quick action could snuff it out. Instead, a frightened person loses his head. There is the cry of "Fire!" For an instant, fear roots the others to their seats. Then, a wild rush for the doors. Reasoning men act like maddened animals. The rows of charred bodies bear horrible witness that panics end in destruction and death.

Had there been one strong voice raised in reason and authority, an orderly exit might have been directed, and the tragic panic stopped.

If you had been in the darkened theatre, would that strong voice of authority have been yours?

You are sitting in just such a theatre right now,—not a theatre which is limited by four walls, but one whose boundaries take in the nation.

The flames are the circulating rumors that this country is headed for a depression, the whispered misgivings and doubts about our system of government, the hysterical prophesies of impending disaster.

Who spreads these rumors? Who ignites these flames?

There is the idle gossip who distorts the fact that Amalgamated Steel is laying off 50 people into a fanciful report that employment is dropping off 50 per cent. There

is the attention seeker, who has it from inside Washington that "war is just around the corner." There is the pessimist who sees in each week's business reports the seeds of another depression.

All these people help to start the flames, some of them intentionally, some ignorantly. But make no mistake about this: In most cases, the flames would burn out quickly of themselves. It is when these rumors are believed, repeated and magnified by the rest of us that the small flames can be fanned into a holocaust.

We see samples of the effects of repeated rumors and believed misgivings all around us. There is uncertainty in our economic life today, lack of confidence, inaction. People are not buying, because they think sharp drops in prices are ahead; merchants do not order; manufacturers cut production; workers are laid off; unemployment lines lengthen; and the vicious cycle repeats itself.

Whom does this hurt? It hurts you and me. We know from past experience that inevitably we shall be drawn into the maelstrom and that our business, our jobs, our salaries, and our very ways of life will be threatened.

What must we do to snuff out the flames before they sweep us into national panic? Two things.

First, we must stop the gossip. Let us refuse to recognize the half-

truths and unfounded doubts. Let us refuse to repeat stories of isolated set-backs, even if we know them to be true, lest the next man add another foot to the size of the dragon. If we stop the gossip, we will break the strangling chain of rumored calamity.

Second, we must smother the flames by putting facts and words of confidence in the place of rumors and misgivings.

And we have a lot to be confident about. In material wealth, in spiritual freedom, in opportunities for progress, we are a country without peer. We now have the knowledge to prevent the flames of depression from consuming us again. Add to that the ability and

ingenuity of a free peoples, united to whip a common problem, and the basis for confidence becomes granite-strong.

As Toastmasters, we have a tremendous challenge in our opportunity to talk about the greatness of our nation.

Ours can be that strong voice in the darkened theatre, which in clarity of thought and power of expression stops the panic.

Ours can be the voice which draws inspiration from our past achievements.

Ours can be the voice which sounds the keynote of confidence in future glories of American democracy.

Let us accept that challenge!

RECORD OF GROWTH

Club No.	Club Name	City and State	District
731	Aberdeen	Aberdeen, Scotland	18
732	Petaluma	Petaluma, California	4
733	Cadillac	Detroit, Michigan	U
734	Lakeland	Lakeland, Florida	U
735	Metropolitan	Oakland, California	4
736	Waco	Waco, Texas	25
737	Kauai	Lihue, Hawaii	U
738	Nanaimo	Nanaimo, British Columbia	21
739	Rocky Mountain	Denver, Colorado	26
740	Sales Executives	New Orleans, Louisiana	U
741	Mile High	Denver, Colorado	26
742	KaCee	Kirkwood, Missouri	8
743	Wellesley	Wellesley, Massachusetts	U
744	Council Bluffs	Council Bluffs, Iowa	24
745	Ceco	Cicero, Illinois	8

REACTIVATED

409	Pacific Palisades	Pacific Palisades, California	1
36	Angel City	Los Angeles, California	1
161	National City	National City, California	5
450	Y	Winnipeg, Manitoba	20
479	Central Montana	Lewistown, Montana	17
236	Pocatello	Pocatello, Idaho	15
279	El Toro	El Toro, Santa Ana, California	F
106	Mira Vista	Richmond, California	4
389	West Side	Seattle, Washington	2

★ You Can Put Your Idea Across If You

Speak Newspaperly

By ERNEST S. WOOSTER

Read almost any news story in almost any newspaper.

Then compare that story with the way you talk.

Can it be that your way of telling things has something to do with your lack of success in selling things?

For example, suppose you want another member to take your place on a program. Let's see how you go about asking him.

"How are you, old top?"

Just between us, we understand that you are not greatly interested in how he is. You are thinking about how you can get him to step into your place. You don't listen to his answer. Of course, if he has just had his backbone taken out, or if the surgeons have removed most of his interior structure, you will have some real interest, perhaps mostly out of curiosity.

After a few more preliminary banalities, including comments on the weather, which result in no controversy, you proceed to put him completely on guard with:

"Say, I've got a favor to ask of you."

That does it. He puts both hands in his pockets as a sort of defensive gesture. What's coming he doesn't think is going to be good for him. He isn't going to like it.

"Yeah, what's that?" he asks, with noticeable lack of enthusiasm.

He has been asked to do favors before this, some of them of a financial nature.

"Well, it's like this, Bill."

There is a slight hesitation as you further postpone the momentous question.

You are helped out with another lackluster "Yeah?"

"Well, you see, I-uh-h am supposed to be on the uh-program at the club next Tuesday, and I-uh can't make it. You couldn't uh—take my place, could you?"

The rising inflection at the end is correct for a yes-no answer, but it is also an invitation to say "No," made easier for the one who is to say it.

Not content with this unhappy opening, you hasten to add:

"I-uh hate to ask you, but I have to get someone to-uh take my place on the program."

That's unflattering. It implies that he looks like the easiest victim, or maybe that you have asked others and been turned down. It confirms him in his first impression, that he should say "NO."

Suppose you had gone at it as a news writer does, using some of the who-what-when-how-why-where technique.

Then it might run something like this:

"Bill, I'd like to give you my place on the club's 'The Darndest Fool I Ever Knew' program two weeks from tomorrow night. John

Fox is toastmaster, and he's planning a good one. I have to be out of town that night—the night of the best program of the year. The topic is one you can handle just right, and so I thought of you as the best man to take my place.”

Pretty good selling talk, that.

See how the newspaper technique applies. Who? Why you, of course. When? Two weeks hence. What? The best program of the year. No particular “how” enters into it, but the “why” does. It is a program well suited to his individual style. The “where” is already known, of course, unless there is a different meeting place because, maybe, it is a ladies' night.

In this “newspaper” style you not only give him the entire story at once, but you give him reasons, and add a bit of flattery. The latter, of course, is not necessarily a newspaper technique.

Instead of asking a favor, you make it appear that you are doing him one. You imply that you have chosen him because he is *the* one

you want.

You can apply this direct and winning method to any conversation, with customer, friend, associate, neighbor. It can result in a gruntless speech, too, if you can link up your ideas so that you don't have to use “and-uh” or “ah” or “er-r-r” as connectives and thought stimulants.

Read the “lead”—that's the first paragraph of a news story—and learn how thought may be as scantily attired in words as modern bathing girls are in clothes, and yet emerge with greater charms than if they are loaded down more conventionally.

Newspaper leads for style, radio announcers for voice—these can be great and always available aids to better speaking, whether in private conversation or public address. Directness, clearness, vigor—learn them from your reading and listening, and then learn to use them yourself in talking. Try to “speak newspaperly” in the best sense. The results will pay for the effort.

GOOD ADVICE

When you get to college, the first time you have a chance to put an elective course on your list of subjects, make this a course in public speaking. It will pay you more dividends—in college and after college—than any other course in your major field. For what profiteth it a man if he gains the whole world of knowledge and hath not articulateness? If you have already shown or developed facility in the art of intelligent and convincing discourse, spare no effort to double and treble your effectiveness in that art by further training and practice.

—W. H. Congdon, Dean of Students, Lehigh University.
(Quoted in bulletin of Toastmasters Club of Ontario, Calif.)

★ What Would YOU Have Done In This

Unusual Situation?

Collapse!

A St. Louis Toastmaster was delivering an address in Minneapolis on a highly technical subject, which required the use of notes. He came to an important point, which he emphasized by striking the lectern with his fist. The lectern collapsed, his notes fell to the floor—and there he stood!

Embarrassed? Not at all. He grinned, looked at the lectern, then at the audience, and said, “Some lectern!”

He picked up his notes, put them in order, smiled at the audience, and said, “Now that the interruption is over, shall we proceed?” The audience applauded, and he went on as if nothing had happened.

—George Boardman Perry, of St. Louis,
Governor of Area 6, District 8.

He Forgot!

One of my most unusual experiences came during a lecture I was giving on a Chautauqua circuit, in South Fork, Pa.

I had often wondered what I would do if I ever came to a place in a lecture where I wouldn't remember what came next. On this occasion I found myself on that spot. I had just ended a sentence with the words, “of our government.” There I stuck. I couldn't for the life of me remember the next sentence.

Out of the past came the words of an old-timer who had discussed this very situation. His advice was

to take up that last word used, and to discuss it in a general way. Remembering that I had said, “of our government,” I proceeded with “Our government has another problem, too, in racial discrimination.” As I discussed that general problem for a moment, the planned content of my lecture came back to me, and I was safe again.

I have always been grateful to that old-timer for his suggestion. It can lead you into queer places, but it can also help you out of a bad spot.

—Lewis C. Turner, Vice-Pres. of T. I.,
Akron, Ohio.

Brought Down the House!

It was at a convention of life insurance men in St. Louis. I was the speaker at the noon luncheon. We had waited for the dishes to be cleared away, but as the chairman introduced me, I noticed one belated waitress threading her way between the tables with a heavily loaded tray. I had addressed the chairman and was in my first sentence when the poor girl slipped and the dishes came down with a crash. When the noise subsided, I remarked: “I have heard of speakers figuratively ‘laying them in the aisle,’ but this is my first experience of literally doing so.” It provoked a laugh, and enabled me to go ahead with my speech in a pleasant atmosphere.

—Martin L. Seltzer, Executives Toastmasters Club, Des Moines.

Toastmasters Are Fortunate

Let us turn the spotlight on ourselves and on our organization. Wherein is the Toastmasters Club different?

Having had the opportunity to visit numerous service clubs, and also being a member of one, I have had occasion to compare and evaluate these various groups, and I have found the following points to be of interest, at least to me.

First, it is only in Toastmasters that we are permitted, even urged, to voice our opinions. In other clubs we listen to selected speakers. In the Toastmasters Club we do the speaking ourselves. We are entitled to express our ideas as we see fit. We have not a multitude of rules to live up to. Our object is to improve ourselves as speakers. Thus we may air our pet peeves, and even gripe about Democrats and Republicans.

Second, every meeting provides an opportunity for every member to speak. Where else is this possible? And there is a spirit of fellowship which many other clubs

talk about, but fail to realize.

Third, there is the evaluation. Our criticism is given for our own benefit, and not with the idea of putting the old harpoon into someone. The practice we get cannot be had elsewhere, and the cost is negligible when compared to the profit received.

Of course, we get out of it only what we put into it, so that it behooves us to put our heart into our efforts.

Considering these points, we find that the Toastmasters Club combines all these unique and advantageous features which are obtainable only in a democracy.

Consider this—that under a dictatorship, we Toastmasters would be among the first to face a firing squad. A tyrant would have to liquidate Toastmasters for his own protection. We Toastmasters hold in our hand a treasure so great that we can well afford to share it with other men who seek admission to our ranks.

—Toastmasters Tidbits, Sierra Toastmasters Club of Fresno, California, Bill Magee, Editor.

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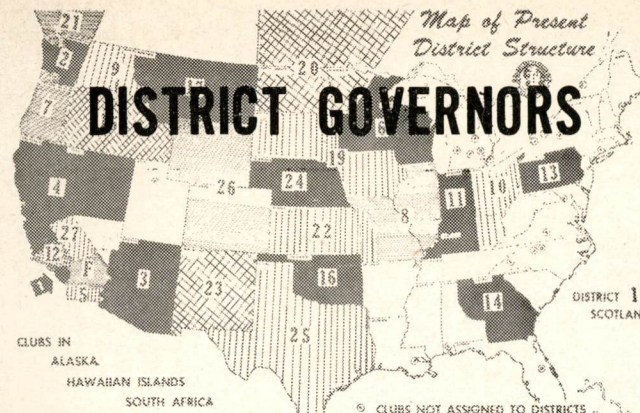
"A GOOD SPEECH"

"All in all, it was a good speech." Now that we are becoming word-conscious, let's look at this much-abused phrase.

Do we mean that it is complete, thorough, solid, palatable, pleasing, rich, edifying, meritorious, profitable, valuable, reasonable, legitimate, justifiable, urgent, importunate, cordial, gracious, well-meaning, kindly, candid, frank, entertaining, diverting, enlightening, pleasant, aesthetic, artistic, important, salient, remarkable, stirring, momentous, weighty, conclusive, significant; or was it "all in all, just a good speech"?

In what way is it a **good** speech?

—A. D. Steffenson, of Des Moines Executive Toastmasters Club



Founder's District—**L. A. WHITE**, Fullerton, California, Governor. Native of Illinois. Business, decorating contractor. Moved to Fullerton in 1935; became interested in Toastmasters, but lacked nerve to join until 1941. Has served in various offices in club and district. Last year was Lt. Gov. This year's slogan for the district: "**Loyalty plus Preparation will equal Progress,**" by following which he hopes that every member and each club will reach new heights of achievement.



District 1—**JOHN W. (JACK) HAYNES**, Los Angeles, Governor. Native of Utah. Resident of Southern California for past 23 years. Business, Account Executive, Elwood J. Robinson Advertising Agency, Los Angeles. Joined Toastmasters in 1943; has held offices in Glendale Jewel City Toastmasters Club, No. 29; past Area Governor and Lt. Gov. Program Chairman, 1948 Convention. Present Chairman, Editorial Committee of **The Toastmaster** magazine. Comment: "No slogans, but more ideas and application."



District 2—**GEORGE MONTGOMERY**, Seattle, Washington, Governor. From St. Louis, Mo., he migrated to Seattle in 1936. Business, structural steel. Operates George Montgomery Co., suppliers of steel. Toastmasters claimed his attention in Seattle. Was member of Chief Seattle Toastmasters Club, No. 23; in 1945, promoted organization of Engineering Toastmasters Club, No. 355, and was first president. Last year was Lt. Gov. Projects include better education and more Basic Training.



District 3—**HARVEY ALEXANDER**, Phoenix, Arizona, Governor. Has been with Standard Oil for past 20 years in the Marketing Department; Staff Assistant in Phoenix District. Joined Maricopa Toastmasters, No. 87, in 1940; then Ocotillo Toastmasters Club, No. 68. Served in many offices, including Lt. Gov. Plans to bring all clubs up to full strength and to add at least two more. Has strong group of men to work with him in Dist. 3.



District 4—**WILLIAM W. GILL**, San Mateo, California, Governor. Is affiliated with the San Mateo Union High School, where he has taught history since 1929. Joined the Burlingame Toastmasters Club, No. 46; has served in several offices, including that of Area Governor. Is a charter member of San Mateo Toastmasters Club, No. 191, which was formed in 1940. Was Master Sergeant-at-Arms of the 1948 Convention.



District 5—**R. G. SHARP**, San Diego, California, Governor. A Californian; has lived in San Diego since 1919. Graduate of University of California. Member of engineering department of Consolidated Vultee Aircraft Corp. Joined the San Diego Toastmasters Club, No. 7, in 1940; has held all club offices; past Area Governor and Lt. Gov. Aims for district: "To bring Toastmasters training to the maximum number of men in Dist. 5 and the maximum number of men to Toastmasters."



District 6—**IKEL C. BENSON**, St. Paul, Minnesota, Governor. Native of Minnesota. Majored in electrical engineering at University of Minnesota. Studied law, was admitted to the bar. Is now Patent Attorney and Electrical Engineer for Electric Machinery Mfg. Co. Joined Minneapolis Engineers Toastmasters Club, No. 185, in 1944; has served in various offices of club, area, and district. Was Treasurer for 1947 International Convention. Hopes to build Dist. 6 on substantial foundations already laid.



District 7—**BLAIR T. ALDERMAN**, Eugene, Oregon, Governor. Born in California; resident of Eugene, Ore., for 26 years. Attended University of Oregon. Spent 20 years in general contracting. Now retired except for property management. Active in Red Cross and Community Chest. Last year was Lt. Gov. A member of Eugene Toastmasters Club, No. 145, he is interested in forming new clubs and expanding Toastmasters work. Claims his is the best district in Toastmasters.



District 8—**RUSSELL V. PUZEY**, Chicago, Governor. An Illinoisan, resident of Chicago since 1936. Graduate of University of Illinois; a Certified Public Accountant, partner in accounting firm of Frazer and Torbet. Member of Wilson Avenue Toastmasters Club, No. 169, since 1945; past Area Governor and District Secretary. First objective as Governor: to divide Dist. 8 into two well-organized districts. Second: to advance Toastmasters work in Chicago and vicinity. Motto: "For advancement, be a Toastmaster."



District 9—**BRUCE LAMPSON**, Kennewick, Washington, Governor. Native of Washington; attended Washington State College; served as County Agricultural Agent and in Farmers' Cooperative marketing organizations. Now converting his 52-acre farm into city subdivision. Joined Kennewick Toastmasters Club, No. 316, in 1946. Has attended International Conventions for past three years. As Governor, plans to continue good work already begun, emphasizing evaluation, and using Club-of-the-Year Book.



District 10—**T. VINCENT McINTIRE**, Zanesville, Ohio, Governor. Graduate of University of Notre Dame. Became inspector for State Highway Department. Later entered business for himself, as realtor. This led to present position as owner of Zanesville Terminal Warehouse, Inc. A Toastmaster for five years. Last year was Lt. Gov. of Dist. 10, and starts out as Governor with plans to increase total number of clubs in district to at least 50.



District 11—**IRA J. MARTZ**, South Bend, Indiana, Governor. A native Hoosier; with Wayne Hardware Co., Inc., since 1936. Joined Toastmasters in Fort Wayne in 1940. Later moved to South Bend; helped organize South Bend Toastmasters Club No. 394, and was first president. Served as Area Governor and Lt. Gov., and last year filled out term as District Governor. Plans "more clubs and better clubs" for Dist. 11, with increased inter-club work.



District 12—**G. MILO GRAHAM**, Bakersfield, California, Governor. Native of Colorado. Education acquired in six states. Has built railroads and pipelines; manufactured aircraft assemblies. Invented insulation product, "Therma-Seal"; is president and general manager of Therma-Seal Insulation Co., Inc. Charter member Wichita Toastmasters Club, No. 193. Member of Bakersfield Toastmasters Club, No. 270, since 1947. Ambitious to have every member complete Basic Training, every club to sponsor one new club.



District 13—**JAMES DEL SOLE**, Pittsburgh, Pennsylvania, Governor. Syracuse, N. Y., and Pittsburgh have been his habitat, except for time off to hunt big game. Educated at Carnegie Tech. Twenty-five years with Duquesne Light Co., Pittsburgh; now Load Dispatcher in Operations Department. Five years in Toastmasters — transformed from quiet person into lively and ready speaker. Served in various offices; prepared to tackle affairs in Dist. 13 for a year of growth and development.



District 14—**GUY JOHNSON**, Atlanta, Georgia, Governor. A Georgian; spent five years in Florida. Twelve years with General Electric Supply Corp. Has held all offices in Henry W. Grady Toastmasters Club, No. 289. A founder of Morris-Johnson Electric Supply Corp.; founder and owner of Exchange, Inc. His ambition: "To carry to more men not now associated with Toastmasters the splendid opportunity to develop their abilities with the training which Toastmasters alone can give."



District 15—**DAVID TATE**, Boise, Idaho, Governor. Born in Boise; graduate of Oregon State College. Thirty years a dairyman; now senior partner in Triangle Dairy. Member of Idaho Legislature for four terms. Charter member of Boise Toastmasters Club, No. 61. His objectives: "To maintain a high interest in each organized club in Dist. 15 and to organize new clubs." District 15 has impressive distances, with many opportunities to carry the training to new fields.



District 16—**JOHN W. SEITZ**, Tulsa, Oklahoma, Governor. A native Tulsan; graduate of Oklahoma School of Accountancy. Now runs his own Accounting Service. Has held all offices in the Progressive Toastmasters Club, No. 264; and has been active in forming several new Toastmasters Clubs. His purpose as District Governor: "To promote closer relationship with the clubs in Dist. 16 and with Toastmasters International."



District 17—**JERRY B. DEAN**, Billings, Montana, Governor. Traveled by covered wagon from Oklahoma to Montana. Is now sales representative for ARMO Drainage & Metal Products, Inc., and travels from Dakotas to Rockies. Charter member of Boot Hill Toastmasters Club, No. 429; past Area Governor. "You will see double our present number of strong active clubs by 1950—'Twenty-five by Fifty'."

District 18—**ALEXANDER B. YOUNG**, Edinburgh, Scotland, Governor. He served last year as Lieutenant Governor. The new Lieutenant Governor is Jack D. Henderson, of Gourock. Pictures were not received in time for publication in this issue. The Scottish District comprises 15 clubs, with more on the way.



District 19—**PAUL R. BRASCH**, Waterloo, Iowa, Governor. An Iowan; received Bachelor of Science degree from Iowa State College. Has been a farmer; Field Secretary for Iowa Department of Agriculture. Now in Public Relations, Rath Packing Co., preparing and presenting radio programs each day; owns Waterloo Pedigree Co. Active in civic projects. Plans "to double the number of clubs in Dist. 19 and maintain a high level of activity among all existing clubs."



District 20—**GEORGE WAUGH**, Winnipeg, Manitoba, Governor. Born, educated in Edinburgh, Scotland; served in British Army. An accountant in Winnipeg Grain Exchange. Leader in civic and cultural projects. Member of Centennial Toastmasters Club, No. 313; past Lt. Gov. Plans "to strengthen the bonds of fellowship in the clubs of the two countries in Dist. 20, and to expand the work so that Dist. 20 shall be in the 'Toastmasters Chariot of Progress'."



District 21—**ALBERT (BERT) SUTTON**, Victoria, B. C., Governor. Born, educated in Manchester, England. Moved to Calgary, Canada, in 1930; on newspaper staffs. Employed in government offices of King's Printer, Victoria. In Toastmasters Club for four years, serving as officer in Victoria Union Toastmasters Club, No. 331; past Area Governor. Proud of participating in Speechcraft course which created attendance record. Believes "prospects encouraging for several new clubs in Dist. 21."



District 22—**FRANCIS E. STONE**, Topeka, Kansas, Governor. Has lived in Topeka most of life; attended Washburn University. Radio operator in World War I. Was with State Highway Commission; assistant auditor for State of Kansas. Now State Adjutant-Quartermaster for Veterans of Foreign Wars. Charter member of Toastmasters Club, No. 361. "My ambition is to increase the number of clubs in Dist. 22, and by promoting educational programs to build every club to maximum strength."



District 23—**HORRY R. PAYNE**, Santa Fe, New Mexico, Governor. Chief Clerk and Auditor of New Mexico State Highway Department, with headquarters in Santa Fe. Started with the Department in 1934 as cost accountant. Three and a half years in the Armed Service. Charter member of Ancient City Toastmasters Club, No. 616; has held various club offices. Intends "to emphasize the organizing of new clubs and make every effort to increase the membership of the present clubs."



District 24—**MILES W. JOHNSTON**, Lincoln, Nebraska, Governor. Graduate of University of Nebraska. Former high school principal and coach. Lt. Colonel in U. S. Army, serving from 1940 to 1946; New Guinea, Philippines, Okinawa, Japan. Now practicing law in Lincoln. Has held offices in Toastmasters Club, No. 403; past Area Governor. Active in civic and lodge work. Lists hobbies as "harness horses, tennis, baseball." Hopes to build Dist. 24 in numbers and in quality.



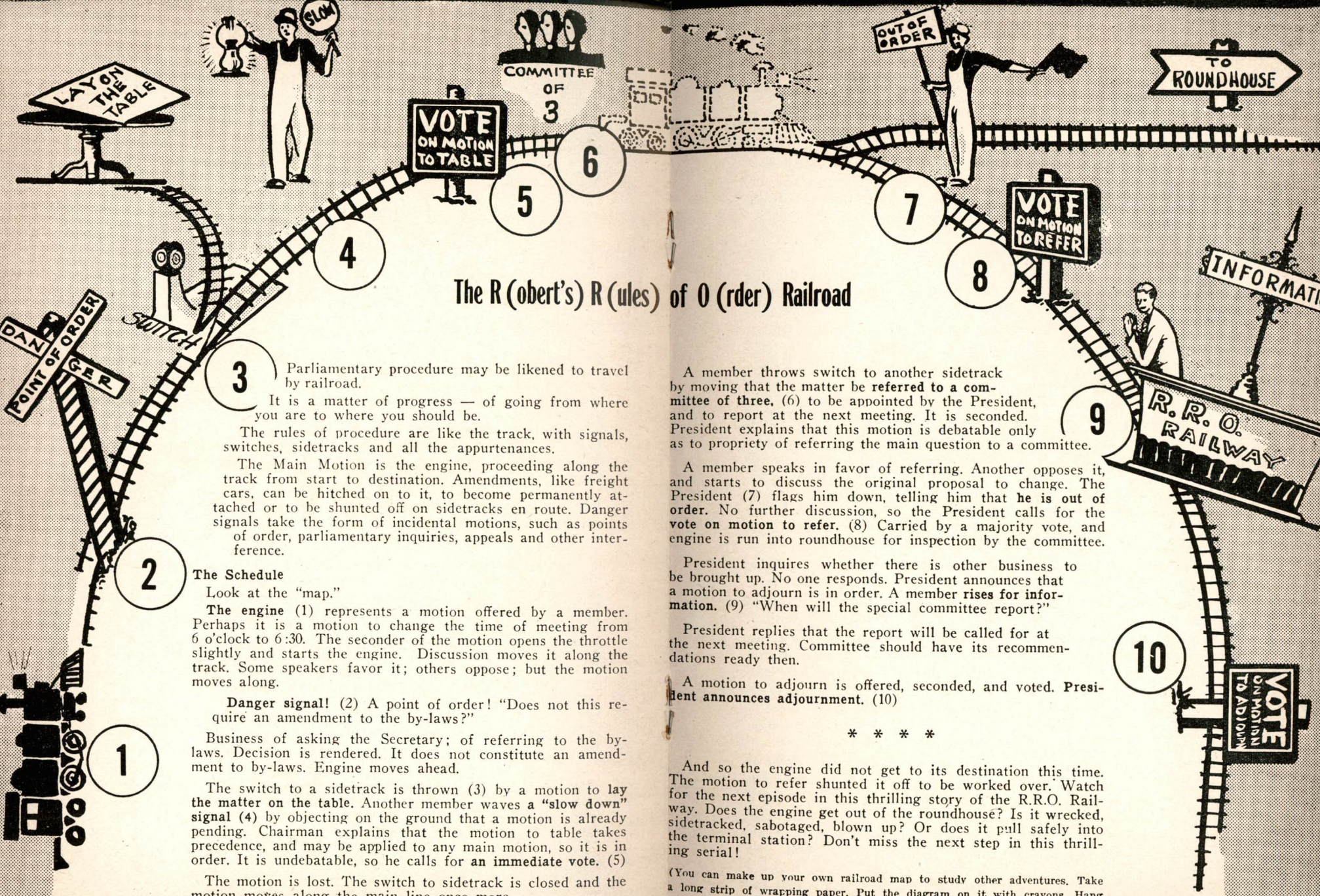
District 25—**DR. LOUIS E. TOMPKINS**, Wichita Falls, Texas, Governor. Native son of Texas. Profession, dentistry. A faithful attendant at Toastmasters International Conventions; charter member of Wichita Falls Toastmasters Club, No. 305. Has been useful in promoting organization of the new district of Texas, and was its Governor last year. Finds Toastmasters training a great help in church, lodge, and service club work. Plans "wide extension in Dist. 25."



District 26—**MAURICE PETERSEN**, Casper, Wyoming, Governor. Born in North Dakota; attended University of Minnesota and North Dakota State College. Was with State Welfare Board. Now accountant with Ohio Oil Co. Has held all offices in Toastmasters Club No. 97; past Lt. Gov. Is "interested in developing the individual club as the most important segment in the international structure. Basic plans: to build a stronger Dist. 26 by accepting proven Toastmasters principles and practices."



District 27—**SHELDON STONE**, Fresno, California, Governor. Graduate of Fresno State College. Now Secretary-Treasurer of the Valley Foundry & Machine Works, Inc. Joined Toastmasters in 1943; served in offices, from Sergeant-at-Arms to President, in Sierra Toastmasters Club, No. 135. Hopes "to solidify the gains made by my predecessor in the formation of the new district and to extend the movement to other towns in the San Joaquin Valley of California."



The R (obert's) R (ules) of O (rder) Railroad

3 Parliamentary procedure may be likened to travel by railroad.

It is a matter of progress — of going from where you are to where you should be.

The rules of procedure are like the track, with signals, switches, sidetracks and all the appurtenances.

The Main Motion is the engine, proceeding along the track from start to destination. Amendments, like freight cars, can be hitched on to it, to become permanently attached or to be shunted off on sidetracks en route. Danger signals take the form of incidental motions, such as points of order, parliamentary inquiries, appeals and other interference.

2 The Schedule

Look at the "map."

The engine (1) represents a motion offered by a member. Perhaps it is a motion to change the time of meeting from 6 o'clock to 6:30. The seconder of the motion opens the throttle slightly and starts the engine. Discussion moves it along the track. Some speakers favor it; others oppose; but the motion moves along.

Danger signal! (2) A point of order! "Does not this require an amendment to the by-laws?"

Business of asking the Secretary; of referring to the by-laws. Decision is rendered. It does not constitute an amendment to by-laws. Engine moves ahead.

The switch to a sidetrack is thrown (3) by a motion to lay the matter on the table. Another member waves a "slow down" signal (4) by objecting on the ground that a motion is already pending. Chairman explains that the motion to table takes precedence, and may be applied to any main motion, so it is in order. It is undebatable, so he calls for an immediate vote. (5)

The motion is lost. The switch to sidetrack is closed and the motion moves along the main line once more.

Discussion is resumed on question of changing time of meeting.

A member throws switch to another sidetrack by moving that the matter be referred to a committee of three, (6) to be appointed by the President, and to report at the next meeting. It is seconded. President explains that this motion is debatable only as to propriety of referring the main question to a committee.

A member speaks in favor of referring. Another opposes it, and starts to discuss the original proposal to change. The President (7) flags him down, telling him that he is out of order. No further discussion, so the President calls for the vote on motion to refer. (8) Carried by a majority vote, and engine is run into roundhouse for inspection by the committee.

President inquires whether there is other business to be brought up. No one responds. President announces that a motion to adjourn is in order. A member rises for information. (9) "When will the special committee report?"

President replies that the report will be called for at the next meeting. Committee should have its recommendations ready then.

A motion to adjourn is offered, seconded, and voted. President announces adjournment. (10)

* * * *

And so the engine did not get to its destination this time. The motion to refer shunted it off to be worked over. Watch for the next episode in this thrilling story of the R.R.O. Railway. Does the engine get out of the roundhouse? Is it wrecked, sidetracked, sabotaged, blown up? Or does it pull safely into the terminal station? Don't miss the next step in this thrilling serial!

(You can make up your own railroad map to study other adventures. Take a long strip of wrapping paper. Put the diagram on it with crayons. Hang the strip up in your meeting room. Let the members see how the wheels go 'round.)



Across The Desk

By TED BLANDING, Executive Secretary of Toastmasters International

Recent weeks have seen your Home Office crowded with activities in preparation for the St. Louis Convention, in addition to the task of winding up the business of our fiscal year, which ended on June 30.

Our thanks are due to all those who have worked so faithfully to help in the completion of these tasks. Committee work, program assignments, all the duties laid upon our members have been cared for with promptness

and efficiency. This cooperation gives one a new realization of the loyalty and the ability of our members, and it leads me to offer my personal thanks to those who have thus served.

With few exceptions, the reports from the clubs have been sent in on time, making possible the closing of the books for the year in creditable fashion, and enabling us to complete reports in full detail, without delay. All this is as it should be, for Toastmasters should be as careful and accurate in business matters, and in attention to correspondence, as they are in preparation and delivery of speeches.

If careful preparation and intelligent planning are the price of a good convention, then the one we are to hold at St. Louis in August should be something out of the ordinary. I have had the privilege of working closely with all the committees, and I can assure you that the quality of work done is most gratifying in its promise of results.

The committees on local arrangements, at St. Louis and

throughout District 8, have been untiring in their endeavors to prepare for our welcome and insure our comfort while we are there. The committees handling program plans have worked unceasingly to make this the best and most worth while program we have ever offered. I believe that their ambitions will be realized, and that those who assemble in St. Louis will find things better even than they expected or hoped would be the case.

Above all else, they have sought to make the program practical. You will be amazed at the abundance of plans and information which you, as a delegate, can take home for use in your club. This convention will be a down-to-earth, utilitarian demonstration in which all can gain.

Toastmasters are a grand lot of people to work with and for. Hard work is no hardship when it carries with it such cooperation as we have been enjoying this year. But if a whole lot of you do not meet us at St. Louis we are going to be disappointed. I am sure you will be there if you can.

What's Going On



At Albuquerque, New Mexico, Toastmasters made a picnic of it when they erected signs on the entrances to the city, welcoming visiting Toastmasters. As indicated by the inscription, there are three Toastmasters Clubs, giving the opportunity to attend on Monday, Tuesday or Wednesday. The sign reflects the cordial hospitality of these clubs. The husky Toastmasters who leaned on pick and shovel are: Front Row, Al Zachmann, Leon King, Robert Hall (President of No. 122), Robert Conway, George Swenson, Jr. Back Row: Joe Horvat, Rex Borough, District Governor George McKim, Paul Goodrich, Walter Suhr, and George Swenson. (They did not reveal the name of the chap hiding behind the ladder, but he looks like a Toastmaster, in spite of the omission.)

Altadena Speakers Can Write

Evidencing a new and better interest in political affairs, members of Altadena, California, Toastmasters Club are now writing regular letters to their congressmen and United States Senators. This action was started after the May issue of *The Toastmaster* by a Table Topic discussion on how Toastmasters could promote better government.

At the first meeting following this Table Topics discussion six-

teen members had copies of letters and telegrams to their representatives in Washington. These dealt with subjects ranging from taxation through reduction of the government debt to subsidies for farmers. According to President Watson Connor, this activity is not to be sporadic. He contends that such action will be helpful to both the members of the club and to their government representatives.

—Reported by Wm. W. Waters.



At Springfield, Ohio, Charter No. 722 was presented by District Governor Vincent McIntire, and received by President William C. Mumma. This group has been at work since January, building up a strong and representative membership, which now numbers 34 men, including associate members. The roster reads like a business and professional directory of the city.

* * *

From Tyro of St. Louis

Your editor was recently present at a meeting where the principal speaker was a noted Metallurgical Engineer, the Director of the Bureau of Mines for the State of Illinois, and head of a department in engineering at the University of Illinois. He had this to say about the student in engineering who was finishing at the University and stepping out into industry: First, he should be a capable engineer, one who likes engineering. Second, he should be *able to speak* and to present his ideas. Before he receives a degree from U. of I. in Engineering, he must satisfy a committee of professors that he is able to make a convincing speech.

(From Bulletin of Tyro Toastmasters Club No. 194.)

Be a Listener

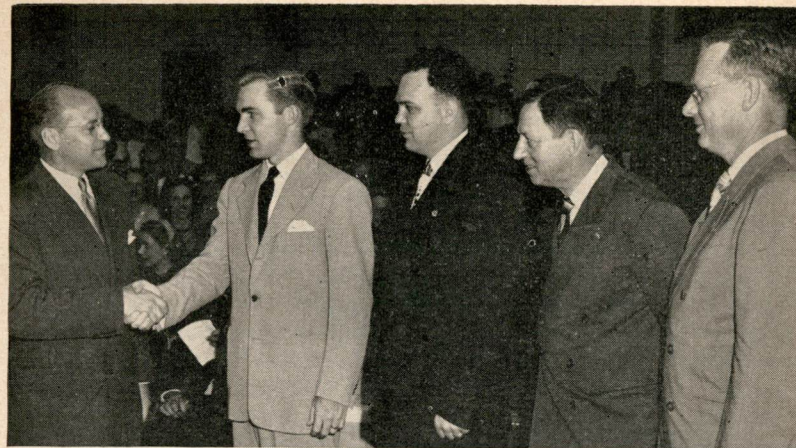
To be a good speaker, one must be a good listener. If you never listen to what another has to say, how can you gain knowledge of what he speaks or how he speaks it? Common courtesy demands that we give attention to the speaker. In our own club there is a tendency to engage in small talk even when our President addresses us, or when some speaker seeks our attention. If it is important, rise to your feet and address the Chair. Otherwise, listen!

—From Cannon Bawls, Bulletin of Uncle Joe Cannon Toastmasters, Danville, Illinois.



At Bremerton, Washington, Toastmasters Club, No. 63 has a large representation of Navy personnel in its membership, both civilian and uniformed. Retirement is a common experience among these Navy people, a fact which gave the inspiration for an unusual program at a recent meeting. Each of the six speakers was permitted to "retire" any person he chose, and was expected to deliver a fitting tribute. It brought out some clever speeches and gave the man fine practice in a situation which any of them may encounter at any time.

In the picture we see Ken Wilmer, whose "retiring" speech won top honors for the evening, Ken Buckley and Pres. Ben Burke, all three of whom were delivering their Basic Training Assignment No. 7, using a simulated radio hook-up for the occasion.



The Zone Speech Contest involving Districts 16, 22, 25 and 26, was held at Tulsa, Oklahoma. As an experiment, it was held without a dinner, the contest being staged in Lorton Hall Auditorium, of the University of Tulsa, before a large audience. The picture shows Chairman H. O. Buoen greeting the contestants: J. Howard Edmundson, of Muskegee, J. C. Sanders, Carthage, Mo., Dr. E. B. Sturges, Rawlins-Sinclair, Wyoming, and Quentin Williams, Pampa, Texas.

To The New Member

When you talk to your friends or business associates, do you ever tell them about your Toastmasters Club, and the benefits it brings you? You have to "tell 'em to sell 'em," and you will be surprised to find how easy it is to interest them in what you are doing. Our future growth in Toastmasters depends on our ability to sell the idea to others.

—Bulletin of Evansville, Indiana, Toastmasters Club No. 337.

* * *

Hello, Losantiville!

The Losantiville Toastmasters Club, of Cincinnati, visited the main operating building of the Cincinnati and Suburban Bell Telephone Company. The members, accompanied by their wives, saw the inside of operations in this great center of communications.

The Secretary Speaks

A few weeks ago I was elected, against my wishes, to the position of Secretary of this organization. Possibly in the next few months I may see the time when I shall again regret your action in electing me, but at this moment, when I have just come from our regular night meeting, I still feel the enthusiasm of our program; the serious thought that was behind each speech given; and the good sportsmanship which prevails in the criticism. I am proud to be a Toastmaster, and glad to be your Secretary. As Bulletin Editor I can use this space to tell you about my own feelings.

—From Cannon Bawls, Bulletin of "Uncle Joe Cannon" Toastmasters Club of Danville, Illinois.

—Claude Spencer, Secretary-Editor.

The Loser Wins

"I didn't win — but I didn't lose," says R. E. Lee Aldrich, Past Governor of Founder's District. "Being the representative of the La Verne, California, Toastmasters Club in the Area Speech Contest, while I did not win first place in the competition, I did win by experience the knowledge that while a person can set up his display of goods, he has to use some strong arguments to make the sale after the object is visible.

"It is comparable to advertising, whether in newspapers or window display. Both are intended to attract customers into the store, and to make them ask for the merchandise advertised. After the customer enters the store there are many conditions to be considered before the sale is made. Courtesy, cleanliness, general appearance, serviceableness, and finally, the price, are some of the conditions which are vital parts of successful salesmanship. The speaker definitely is a salesman, and he needs selling tactics to win his audience.

"While I have been active in Toastmasters for several years, this first effort in competition taught me that one must have all the components of successful salesmanship in his speech, and must present what he has to say in the allotted time, or he will not win the contest. By losing the prize I won a lesson far more valuable than the award which went to the winner. And so I hold that the loser in a speech contest is a winner."

What Does a Member Gain?

A man who attends his Toastmasters Club regularly for one year will have heard in the neighborhood of 300 prepared talks on many themes—not a small item from the standpoint of education and information. Personal growth is another reward of the faithful Toastmaster. The growth and development of personality, the acquisition of poise, the broadening of the horizons of life through directed study and reading, the gaining of habits of systematic study in speech preparation—all these and many more benefits are realized by the individual from his work in the club.

Personal advancement is still another reward to the member. A man finds himself stepping ahead both in business and in his social and community relations as he learns how to use his abilities, and to translate them into speech.

(This excellent summary of the benefits realized by the members of a Toastmasters Club is taken from the bulletin of Van-Can Toastmasters Club, No. 399, of Vancouver, B. C.)

* * *

Can't Dodge This One

Thomas Huxley once said that a rung of a ladder was never meant to rest upon, but only to hold a man's foot long enough to enable him to put the other foot higher. This thought could well be taken by us in Toastmasters; that is, to consider each meeting a rung in the ladder, and each evaluation a step to strengthen our efforts to climb nearer to achieving our purpose in the Club.

Art Lentz, in *The Gavel Dodge*, Fort Dodge, Iowa Toastmasters Club.

★ We Point With Pride To

Toastmasters In The News

From Edwardsville, Illinois

Members of Toastmasters Club No. 589, of Edwardsville, Illinois, are proud of the record of one of their charter members, Leonard J. Schwartz, who has been appointed by the Governor of that state to the office of State Director of Conservation. "We of Edwardsville Toastmasters Club cannot claim that it was Toastmasters training alone which qualified Leonard Schwartz," writes T. L. Ferguson, "but we believe that his achievements will be as inspiring to others as to us. We are sorry to lose him from active membership, but are glad to contribute him and his services to the important work of conservation of wild life and natural resources in our state."

From St. Louis, Missouri

Midtown Toastmasters Club No. 283 reports the loss of a member, but since the loss is the result of his promotion, no tears are shed. This member is F. G. Elliott, who has been a loyal member of the Midtown Club, and an enthusiastic worker for speech improvement. He has been appointed Vice-President of the Indiana Limestone Company, which necessitates his removal to Bedford, Indiana. Since there is no Toastmasters Club in the city of Bedford, the next step will be for this new resident to introduce the training there so that he may continue it himself.

From Oakland, California

Toastmaster Ed H. Richardson has accepted the chairmanship of the Oakland Area Community Chest 1949-50 campaign speakers' bureau. He has been Governor of Area 6 of District 4, and has been active in community work through the Toastmasters Clubs. He is sales manager of a real estate firm. It is expected that 200 men and women in the area will be recruited and trained for service as speakers for the Community Chest under his chairmanship. Many Toastmasters met him at the San Francisco Convention last year, where he was an active committee worker.

From Tacoma, Washington

"It took Toastmasters training to give me the assurance in myself which makes it possible to express myself to others," says Charles C. Curran, Past President of Tacoma Toastmasters Club No. 13, of Tacoma, Washington. He is Secretary-Treasurer of the Bakery Drivers Union, and was recently chosen as representative from the Pacific Northwest as a delegate to the National Convention of Bakery Drivers, in Tulsa, Oklahoma.

How Is Your I. Q.?

From a city in a Midwestern state comes a report on the results of a quiz on general information which was given to 56 high school sophomores, all of them history students. These students displayed an amazing lack of knowledge on matters which are supposed to be commonplace. Before we condemn their ignorance, it might be a good plan to test ourselves on the same questions.

There were 10 questions presented. Thirty-one of the 56 students were unable to answer more than six of the 10 questions correctly.

Here are the questions, with the score of the students shown in each case. No doubt you will do much better.

1. Name in order the letters of the alphabet. (Ten of the students could not do this.)

2. What is one-half plus one-third? (Twenty-nine failed on this.)

3. What is 3 times 1 and 1/2? (This one floored 27.)

4. How many inches are there in one yard plus one foot? (Twenty-one missed this.)

5. How many pints are there

in a gallon? (This one was too hard for 20.)

6. In what country was the War of 1812? (It seems simple, but 28 didn't know.)

7. Valley Forge was connected with which of these wars? (a) Revolutionary; (b) Mexican; (c) Civil; (d) World War One. (Although all the children had taken courses in history in grade school, 19 of them couldn't answer this.)

8. Who was President of the United States during the Civil War? (Twenty of them failed on this answer.)

9. What two elements form water? (This floored 32 of the students.)

10. Write a simple sentence, underlining the subject, the verb, and the object or indirect object. (Twenty-one couldn't do this.)

Before you start your oration about the failure of modern education, check up on your own score. It may surprise you. No solutions nor answers are given herewith. You can look up the answers for yourself, or ask your eighth-grade son or daughter to tell you the ones you don't know.

The Word Builder

Here are a few more words to add to your vocabulary. Go to the dictionary for more details. Make the words your own by using them.

analogous (a NAL o gus) corresponding to something else; similar
anemometer (an e MOM e ter) wind gauge
animadversion (an i mad VUR shun) adverse criticism

anodyne (AN o dine) soothing; medicine to assuage pain
anomalous (a NOM a lus) abnormal; inconsistent; irregular
antediluvian (an te di LU vi an) antiquated; one behind the times
anterior (an TEER i er) before in time or place; prior; preceding
anthropology (an thro POL o ji) science of man
antic (AN tik) bizarre, grotesque; to perform capers

More Words in a Garden

The lowly geranium gets its name from the Greek word for crane, *geranos*. Observe the seed pod of the geranium, and with a little use of your imagination you will understand why they called it "crane's bill." The pelargonium has a name closely related. The Greek word *pelargos* means stork, and so the pelargonium is "stork's bill." Anyway, they produce beautiful flowers, and since the floriculturists have worked on them, they need not take a back seat in any flower show.

The chrysanthemums are getting ready for fall blooming at this time of the year. You may like to know that the name is another Greek derivative, being made up from *chrysos*, gold, plus *anthe-mon*, flower. It started out as a branch of the marigold species, a very common-place yellow flower, but gardeners saw possibilities in it, and they have developed it into one of our largest and most showy blossoms.

There is a text for any Toastmaster to use for a speech on the values of criticism. It was criticism — constructive criticism — which turned the little single blossom, with which this plant started, into the gorgeous flower which makes autumn brilliant in our gardens. Gardeners pruned and fertilized and guided and trained and hybridized, eliminating the bad qualities and strengthening the good ones, just as we do in our work of speech improvement.

The amaryllis, with its brilliant

flowers, has a name which is truly Greek. If you know your Greek mythology, you will recall that Amaryllis was a shepherdess in the *Idyls of Theocritus* and other pastoral poems. The general significance of the name is "a sweet-heart."

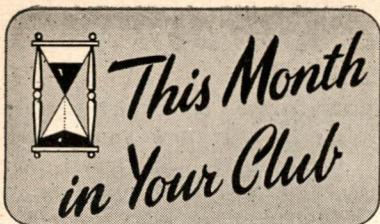
One other common garden flower which bears a Greek name is the iris, often called the flag. But Iris was the goddess of the rainbow in Greek mythology, who used to slide down the curve of the rainbow to perform her errands on earth for the Olympians.

Many of our flowers get their names from distinguished botanists who helped in their development. Thus, the dahlia, another popular autumn bloomer, immortalizes the name of A. Dahl, the Swedish botanist, while the gail-lardia honors Gaillard de Marentonneau, a botanist of France. The fuchsia gained its name from a German botanist, Leonhard Fuchs.

But this rule of nomenclature is not universal in application.

The salvia and the petunia do not perpetuate the names of botanists. The salvia gets its name from the Sage family, whose title is from the Latin *salvus*, *salvia*, meaning well. The plant received the name because of its supposed medicinal values.

The petunia gets its name from the French word *petun*, tobacco, although it is not properly a member of the nicotine family. It belongs with the potato group.



The Point of Emphasis

Unusual Speech Situations is the theme for August.

It is the unusual, the unexpected situation, which throws the speaker for a loss. The purpose this month is to help the speakers by creating awkward and difficult situations for them. The Program Committee will make sure that proper hindrances and handicaps are provided.

Read the article on page 9 of this issue, and then recall any difficult situations you have encountered or observed. How would you act if you were interrupted by some unforeseen incident just as you started to speak?

Evaluation

The evaluators will take into consideration the handicaps and how they are met. A speaker may have to violate some minor rules of speech to overcome his obstacles. Evaluate him as to resourcefulness, quickness, presence of mind and poise.

Summer Time

There will be outdoor meetings, picnics, family gatherings and other special summer events. Make the most of each one as a new experience in speech. Summer relaxation offers rare opportunities for variety programs.

Administration

Summer time is the time to plan for winter campaigns.

The Executive Committee and the Program and Educational Committees must be busy in August making plans for the post-vacation pick-up time which comes very soon.

Is your club roster full? Have you room for a few more members? During August, select promising candidates for these places, and get to work on them for September recruits.

Is there room for another Toastmasters Club in your vicinity? Make a survey of your community, or of near-by towns, and see if you should plan to establish a new chapter this fall. Make plans for it. Select leading men who should be interested. Get ready to move in on them in September or October.

Election time is coming. At your mid-August meeting, the *Nominating Committee* should be appointed, with instructions to bring in its report at the last meeting in August, for new officers are to be elected at the first meeting in September. (Refer to the Club By-Laws for details on nominations and elections.)

If possible, devote one meeting in August to a study of your own Toastmasters Club. Keep a record of suggestions offered for improvement.

A good club has (a) a full membership roster; (b) a high average of attendance; (c) a strong educational program.

Prepare now to make your club the Club-of-the-Year.

It's a Good Idea

Parliamentary Practice

At Pasco, Washington, the Program Committee provides a practical plan for parliamentary training. Six men were assigned recently, each to give a speech of one and one-half minutes on one type of motion. The types selected were all privileged motions, and they were as follows:

- (a) To adjourn
- (b) To take a recess
- (c) To reconsider
- (d) To fix time to adjourn
- (e) Question of privilege
- (f) To call for orders of the day.

While these speeches do not take the place of actual practice, they serve to lay a foundation on which practice can be based. The member who prepares the speech can qualify as an expert on this special type while he helps the others to gain an understanding of it.

Cephalopodium

Is there such a word? There must be, even if it does not appear in the dictionary, for the Toastmasters Club of Bloomington, Indiana, has invented it. The definition: "It means, generally, head and foot, and refers to the arrangement of our table, with the speakers at one end and the officers at the other. Some of us called it brachycephalopodium until we learned that brachycephalic means a broad and excessively thick skull."

The item does not indicate which end is *kephale* and which is *pous*, as to seating of speakers and officials, but the point is that if you need a word in order to express your thought, you may coin one, provided you follow the rules of etymology with reasonable care.

For Associates

Whittier (California) Toastmasters Club No. 300 has hit upon a method for giving the associate members a break. Announcement is made of a special "Associate Members' Night" in which the entire program, with the exception of General Evaluator and Grammarian will be handled by these men who have been attending without much chance to get on the program as performers. The plan is recommended to any Toastmasters Club with several associate members on the roster.

Another good method is to ask each associate member to be always ready with a speech so that he may take the place of any regularly assigned speaker who fails to show up when scheduled.

Guard the Club's Credit

It's a very good idea to pay bills promptly, to be sure that the checks are properly signed, and that the bank account will stand the pressure. Nothing more definitely discredits a club in its own community than a reputation for slow pay, and for unbusinesslike methods. Guard your credit.

HOW WE TALK

The language changes because it is a living language. Dead languages remain static.

In English, we are continually adding new words, invented to cover new situations, and at the same time we frequently revive old words, discarded long ago, and once again found useful.

The revival of *worsen* is a case in point. Newspaper writers and radio talkers are bringing this word into rather common use. It sounds and looks rather odd, but it is a good word, with a good old Anglo-Saxon background. In the early speech, *wiersa* was a comparative with no corresponding positive. We make it the comparative of bad, going from bad to worse and worst.

Fifty years ago, the Webster Dictionary listed *worsen* as "rare." The newest editions omit the "rare," recognizing the revival of interest in the word.

This brings up the interesting effects of suffixes when they are attached to words. This little syllable *-en* is a relic of early English speech. It has had several uses. It was used in forming the plural, long ago, and we have *oxen* and *children* as reminders.

Again, it is used to indicate the

material of which something is made, as in *wooden, golden, lead-en*.

But in the case of *worsen*, we have the little suffixal syllable used to change an adjective into a verb, by giving the meaning "to make." Thus, we have *white*, an adjective, changed into a verb, *whiten*. Other pairs are *short-shorten*, *light-lighten*, *quick-quicken*, *soft-soften*, *hard-harden*, and many others.

You are quite in order using *worsen* in the sense of making worse. One can hardly see that the word is necessary, or even an improvement on the ordinary ways of expressing it, but there is nothing wrong in the usage, if you happen to like it.

Another tendency to reversion is noted in the growing popularity of *gotten*. This is a correct form for the perfect tense of *get*, but it is more used in the United States than in England, where *got* appears to be preferred for both past and perfect tense forms.

The trouble with *got* is that it is usually superfluous as people use it. *Get* implies effort to obtain. "I have got it" really means that I exerted myself to get it. In many, if not most, of the uses of the word, the better form would be "I have it." But the misuse persists in spite of all efforts to correct it.

Always objectionable is the use of *dove* as the past form of *dive*. It is infinitely easier to say "He dived into the water" than to say "He dove" but the archaic form is gaining in use among the unthinking. Try to avoid it. We do not need it.

RECOMMENDED READING

This month, let's read some poetry.

Edwin Markham wrote much notable verse besides "The Man with the Hoe." Every speaker should have at his fingertips, or on his tongue, some of the very quotable quatrains which this man of genius put together. Every thoughtful reader and speaker may well have his own little personal anthology of Favorites from Markham.

If you do not have among your own books a collection of Markham poems, go to the City Library and borrow. There are several collections: *The Man with the Hoe, and Other Poems; Lincoln, and Other Poems; The Shoes of Happiness; The Gates of Paradise; Eighty Songs at 80.*

Along with the poems, try to get hold of a copy of William L. Stidger's life of the poet. It is a remarkably fine, understanding interpretation of the man and his work. You will appreciate his poems the better after reading about him.

Keep a notebook at hand when you read. You will wish to preserve for yourself some of the lines which appeal to you most. For instance:

WHY?

The storm that washt his field away,
Watered my field for the harvest day;
Lightnings that burned his proud abode
Lighted my feet on a dangerous road;
Gales that hurled his ship to the deep
Drove mine home to the harbor deep.

NEW BOOKS FOR YOU

Liberty—A Path To Its Recovery, by Dr. F. A. Harper, is a very recent publication of The Foundation for Economic Education, Irvington-on-Hudson, New York. It is a careful study, presented in readable form for the average reader, of the nature of liberty, the forms of liberty, and the dangers which threaten liberty today. There are excellent speech ideas in every chapter, and the incentive to guard our freedom and to stand by the American ideals is presented convincingly and without reservation.

"Liberty," writes Dr. Harper, "becomes a matter of concern only when there arises the danger of losing it. Loss of liberty is possible only because of the things persons do to each other. The problem of liberty is, then, exclusively in the realm of relationships between persons."

Because it is believed that many Toastmasters will wish to study this book and use it in speech preparation, a stock has been laid in at the Home Office for your convenience. The price is \$1.00. Send a dollar (adding three cents for sales tax if you live in California) to the Home Office of Toastmasters International at Santa Ana, and ask for a copy of this stimulating book.

The Knack of Selling Yourself, by James T. Mangan, is a 60-page pamphlet which embodies, in capsule form, many of the teachings of Toastmasters. You may order a copy for 25 cents from the Home Office. Study it to improve your own speech ability.



The Executive Committee of Golden Gate Toastmasters, No. 56, of San Francisco, has decided to purchase *Beyond Basic Training* for all members as they complete their *Basic Training*. We believe that the club's purchase of this advanced training course for certificate holders will create interest among the prospective members, and it will set a definite long-range training program for our club.

—F. W. Matschek, Secretary, Golden Gate Toastmasters Club.

* * *

I appreciate what Toastmasters has done and is doing for me, although I must travel 70 miles each week to obtain what I want. I live and work in Vacaville, and belong to the Capital City Toastmasters Club at Sacramento, which means quite a drive to attend the meetings, but it is worth it.

—Leonard de Gallery, Vacaville, Calif.

* * *

Our "Home Town" program was a huge success. It worked in with the Centennial program of Roseland now in progress. Two of the members did so well that they have been asked to give talks on Roseland before various civic organizations.

—Gene Osselo, Roseland Toastmasters Club No. 432, of Chicago.

Recently while in Montreal I met two men who expressed interest in joining a Toastmasters Club. Please send information about the nearest club to them.

—J. H. Boyle, President, Club No. 577, Regina, Saskatchewan.

Ed. Note: Neither continents nor oceans can stop the spread of interest. A Toastmaster carries the idea with him, wherever he goes. Notice the following, for example.

* * *

We shall soon have our required 20 members. The patient work of contacting men is bearing fruit, and the club will become a reality. I expect to be in London and in Edinburgh in July. In London I have contacts which may result in a Toastmasters Club there. In Edinburgh I hope to meet members of the Clubs there. My journey will take me to Toronto and Calgary, and will finally end in Victoria in September.

—Harry Olden, Durban, South Africa.

* * *

Re: June Magazine, page 28, "obesity," Merriam Webster to the contrary. Tut! Tut! But it is an excellent issue, cover to cover.

—B. H. Mann, Jr., St. Louis.

Ed. Note: You are the first of our eagle-eyed readers to report on this boner. Congratulations on your watchfulness. You are right, of course.

* * *

I want to tell you that I am glad I became associated with Toastmasters. It is the best thing that has happened to me this year. I have experienced a definite gain in many ways.

—Sanford Christian, Mission Toastmasters Club, No. 128, San Francisco.

* * *

I consider *The Toastmaster* indispensable. It serves as an inspiration for and an urge to the preparation of better speeches.

—L. L. Cain, High Point, N. C.

★ Caustic Comments

On Speakers and Events

Seest thou a man that is hasty in his words? There is more hope of a fool than of him.

—Solomon

If evil be said of thee, and if it be true, correct thyself; if it be a lie, laugh at it.

—Epictetus

The chameleon, who is said to feed upon nothing but air, has of all animals the nimblest tongue.

—Jonathan Swift

A learned blockhead is a greater blockhead than an ignorant one.

—Benjamin Franklin

Some people seem born with a head in which the thin partition that divides great wit from folly is wanting.

—Robert Southey

Blessed is the man who, having nothing to say, abstains from giving us wordy evidence of the fact.

—George Eliot

Nothing so much needs reforming as other people's habits.

—Mark Twain

To love oneself is the beginning of a life-long romance.

—Oscar Wilde

Gentlemen, you have just been listening to that noted Chinese sage, On Too Long.

—Will Rogers

Shakespeare was a dramatist of note; He lived by writing things to quote.

—H. C. Bunner

The obvious duty of a toastmaster is to be so infernally dull that the succeeding speakers will appear brilliant by contrast.

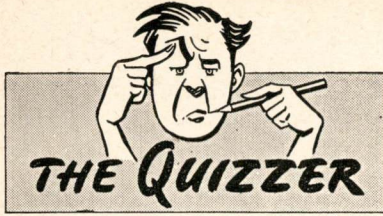
—C. B. Kelland

A totalitarian society silences or slays its critics, but a free Christian society should accept the gadfly that stings it toward right. Without someone to tell us what is wrong, we would be slow to mend our ways.

—Forward Day by Day

Men can use those bad minutes they waste in explaining That they can't make a speech—if they've had Basic Training.

—A. D. Steffenson, Executives Toastmasters Club of Des Moines



Who Said It?

Famous quotations are useful for the speaker. They are made the more useful if he knows their context—where, why and by whom they were said.

Try to identify these, at least by name of the author. The key is found below.

1. Many are called, but few are chosen.
2. Thereby hangs a tale.
3. The groves were God's first temples.
4. Frailty, thy name is woman.
5. None but the brave deserve the fair!
6. Life is ever lord of Death, And love can never lose its own.
7. On with the dance! Let joy be unconfined!
8. Man's inhumanity to man Makes countless thousands mourn.
9. See, the conquering hero comes, Sound the trumpet, beat the drums!
10. Beauty is truth, truth beauty—that is all
Ye know on earth, and all ye need to know.

1. Matthew 22:14.
2. Taming of the Shrew, Act 4, Scene 1.
3. Wm. Gullen Bryant, A Forest Hymn.
4. Hamlet, Act I, Scene 2.
5. John Dryden, Alexander's Feast.
6. John Greenleaf Whittier, Snow-Bound.
7. Lord Byron, Child Harold's Pilgrimage.
8. Robert Burns, Man Was Made to Mourn.
9. Nathaniel Lee, in Alexander the Great.
10. John Keats, Ode on a Grecian Urn.

Complete These Words

Use the letters in the word STAR to make a complete word of each of the following. The STAR letters will have to be rearranged and fitted into the blank spaces. The letters shown are in their right places, and must not be changed. Each letter of the word STAR must be used in every case.

1. - S - E - I - K
2. Y E - - E - D - Y
3. C A - - - T - O P H E
4. M O N - - - E - Y
5. - - R E - M E -
6. C O N - - - E - N - T I O N
7. - H E - - - U - U S
8. - - - I - A N
9. D I - - - S - E -
10. - - - I - T
11. - - - N I - H
12. - A - C - S - I C
13. - - - - A L
14. - E - T - U R A N -

- | | | | |
|----|---------------|-----|------------|
| 1. | Asterisk | 7. | Thesaurus |
| 2. | Disaster | 8. | Restaurant |
| 3. | Artist | 9. | Artist |
| 4. | Monastery | 10. | Restaurant |
| 5. | Steamer | 11. | Tarnish |
| 6. | Constellation | 12. | Sarcasm |
| 7. | Tarsal | 13. | Tarnish |
| 8. | Restaurant | 14. | Restaurant |

The following letters, in sequence as shown, are the endings of common words. Put the letters in front of them to make up a word for each termination.

1. - - - - - A U T
2. - - - - - O V Y
3. - - - T A C H E
4. - - - - - A T A
5. - - - A U S T
6. - - - - - E U R
7. - - - - - G U E
8. - - - - - A U M
9. - - - - - P T C Y
10. - - - - - T Y R
11. - - - Y S S
12. - - - - - R H
13. - - - - - T U
14. - - - G H T

- | | | | |
|----|-------------|-----|------------|
| 1. | Aeronaut | 7. | Catalogue |
| 2. | Anchor | 8. | Meerschaum |
| 3. | Misalliance | 9. | Bankruptcy |
| 4. | Canata | 10. | Martyr |
| 5. | Exhaust | 11. | Abyss |
| 6. | Amateur | 12. | Carthage |
| 7. | Catalogue | 13. | Impromptu |
| 8. | Meerschaum | 14. | Height |

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Dr. James F. Bean
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THEY SAY

- *** That there is still time to plan to be at St. Louis for the Convention, August 11-14.
- *** That the City of the Sainly Name is ready for Toastmasters and their families with "We'll show you" hospitality.
- *** That "Good Speech is Good Business" and that attendance at this great inspirational, educational gathering will be good for you.

* * * *

Here is one of the local committees at work on plans for welcoming and entertaining Toastmasters and their families. "Coats off, sleeves rolled up, down to business!" has been the slogan of these committees. Shown in the group are: Mr. and Mrs. C. L. Martin, Mr. and Mrs. Wm. Beukema, Mr. and Mrs. L. C. Reis, and chairman Bert Mann.

