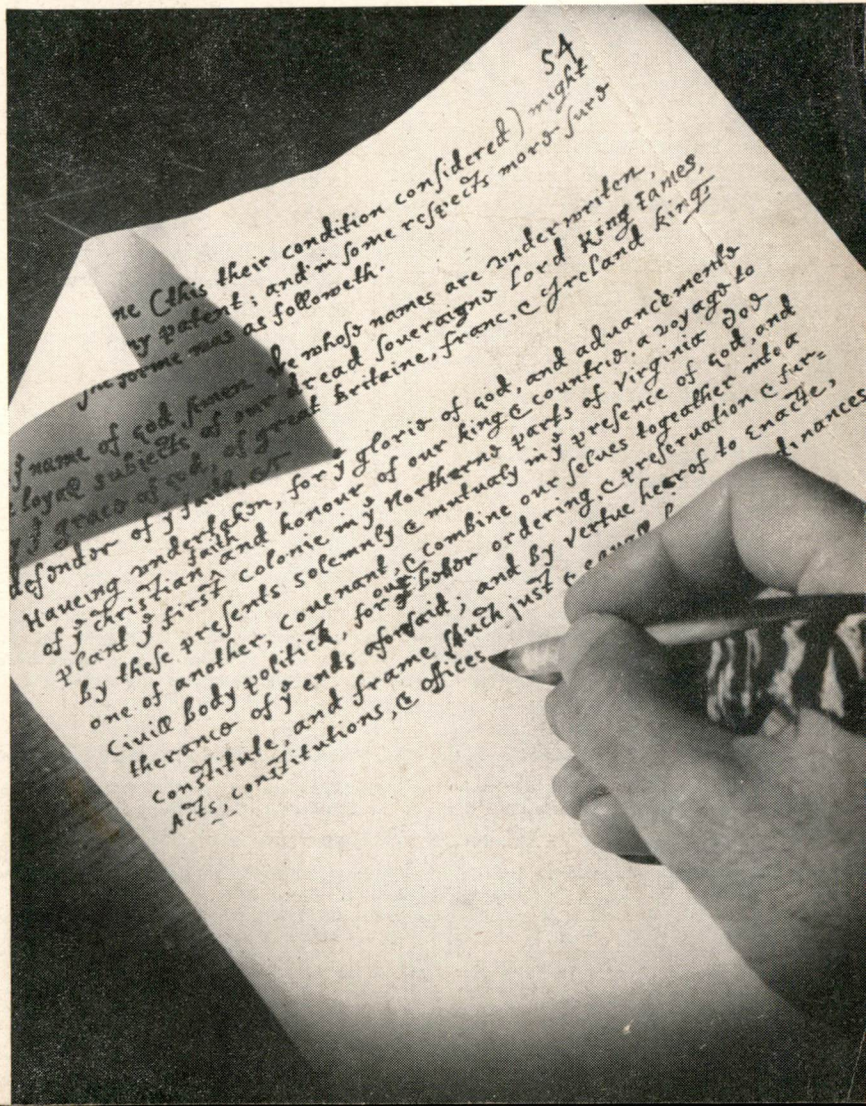


THE Toastmaster

MONTHLY PUBLICATION OF TOASTMASTERS INTERNATIONAL

November, 1948

Vol. 14—No. 11



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therance of the ends aforesaid; and by vertue hereof to enacte,
constitute, and frame such just & equall
Acts, constitutions, & offices.



TOASTMASTERS INTERNATIONAL, Incorporated In 1932, is a non-profit educational organization of 655 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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THE COVER: (Photo by Sully's, Santa Ana) The Mayflower Compact was an agreement constituting the first written American constitution, signed by 41 of the Pilgrim Fathers in the cabin of the "Mayflower," November 21, 1620, to serve as a form of government, because the Pilgrims possessed no charter. The full text of the Agreement appears on the back cover of this issue.

LOCATION OF HOME OFFICE—In Santa Ana Community Center, 1104 West Eighth Street.

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The Power That Blesses

By EDWARD JENSEN, of Hollywood Toastmasters Club No. 58

Locked within the breast of man is a power greater than that imprisoned within the atom, greater than the explosive force of any bomb we may invent. The channels through which we choose to release this latent energy, hidden within the human soul, will determine our future destiny.

Shall we, as individuals and as nations, open the flood gates of blessing to our fellow men, or shall we hang an eternal curse upon civilization? This is the vital question of the hour. History is but the composite picture of individuals and nations blessing or cursing each other; a battle between two opposing forces, the one energizing, the other enervating, each emanating from within but each having a different fountain head.

Much as atomic energy has lain dormant for generations, so has this latent power for good failed of its fullest expression. This force is spiritual in nature, and to be properly quickened and manifested must have the Divine touch of the Creator. Only in the measure that it appropriates this touch will it be effective. Men down through the ages have called it by many a name, but the one best understood by all, regardless of color, race or creed, has been the universal language of love—God's Love.

Shortly before he died, Dr. Charles P. Steinmetz—the electric-

al wizard, was asked, "What branch of science will make the most progress in the next 25 years?" He shrugged his shoulders, and then like a flash replied, "Spiritual Realization. When man comes to a conscious, vital realization of those great spiritual forces within himself and begins to use these forces in science, in business and in everyday life, his progress will be unparalleled."

This great spiritual and creative power within can transcend every adversity, surmount every problem, unravel every perplexity, and make men and nations veritable dynamos of constructive energy and endurance. Such a force within will destroy impotence; it will turn weakness into strength. It will unveil the great secret which Jesus came to teach men—"To have life and to have it more abundantly."

As individuals and nations we can radiate this potent force in an ever widening circle of influence, if we so choose. These blessings, falling like the gentle rains in spring, are in type as manifold as the sands of the sea, needing but the proper impulse to speed them on their way. Through toil, suffering, sacrifice and prayer, this power has been given expression in the past. By discovery, exploration, research and wholesome thinking, it has brought us to our present economy. It has raised man's hopes, broadened his vision

and strengthened his faith. The warmth of a smile, the kindly hand upon the shoulder, the tender word in season, the thoughtful deed, all are but outward expressions of that great inner compelling force.

When this Spirit finds its proper place in the affairs of men, many of the problems of the day, both domestic and international, will vanish. Management and labor will have the same goal, minority groups will receive their just recognition, racial problems will disappear and the strong will uphold the hands of the weak and less fortunate. A proper emphasis of this power within the deliberations of the United Nations could so undergird the world that every human soul would feel the impulse of its blessings.

A story, coming from India, illustrates this power in action: A young American missionary sat in her little home, weeping bitterly. She had just returned from the village where she had been defrauded by one of the native tradesmen. She did not weep because she had been swindled but because she had cursed the tradesman. She had come to India to bless its peo-

ple and now she had cursed one of them. The following morning she returned to the village, sought out the tradesman, made her humble apology and then proceeded to pour out a verbal stream of blessing upon the man. He was overwhelmed, admitted his error and promptly made amends. The result—a tidal wave of blessing was released, the influence of which was an endless chain. Barriers were destroyed and doors were opened for new opportunities of service. No man ever feared this kind of power. Millions of people today are yearning for its manifestation.

According to historians, twenty-one civilizations have come and gone. America, the cradle of democracy, can survive only in the measure that she uses and sanctifies her spiritual powers, both individually and collectively. We stand on the threshold of our greatest opportunity, and yet we face our greatest challenge. We can lead the world to new heights and new horizons of blessing only as we appropriate and make expendable our spiritual resources. "The Power that Blesses" is the answer. Failing this, we chart a perilous course.

We give Thee thanks, O Lord!
Not for armed legions, marching in their might,
Not for the glory of the well-earned fight
Where brave men slay their brothers, also brave;
But for the millions of Thy sons who work—
And do Thy task with joy—and never shirk,
And deem the idle man a burdened slave;
For these, O Lord, our thanks!

—Robert Bridges

The President's Message

By I. A. McANINCH

We should be thankful! That is a broad statement. However by careful analysis we will find that it is, in the main, a fact. It seems to be good business, as we approach the holiday season, for us to seek sanctuary for a moment from the constantly increasing tempo of our everyday living. This is a privilege for which we should be thankful. We should do more of it and thus add to our longevity.

Did you ever watch a mother as she gently caresses the fevered brow of her child, and have you observed that as she does this she is constantly speaking in a soft, soothing manner? Maternal instinct is expressed through her hands and her voice—the voice, God's gift for our use in self-expression. No other medium has ever influenced the lives of so many people as has the human voice. As Toastmasters we should

be thankful for our present possession of so valuable an asset.

One of our main objectives as Toastmasters is the cultivation of the voice, the more effectively to express ourselves to our fellow man.

Let us be thankful for this opportunity. It is for you, Mr. Toastmaster, to utilize to the fullest the advantages offered through Toastmasters materials and training. If you do this you will then realize the truth of the statement "*It's good business.*"

No other attribute is so indicative of man's inner self as the voice. Speak gently, softly, kindly to your fellow man and revel in the joy you will feel as you observe his countenance reflect the true effect of your voice. Train yourself to do this and be thankful for the accomplishment.

As we approach this Thanksgiving Day, may we all express our thanks for the privilege of service, the power of voice and the many, many blessings bestowed upon us.

Let us be thankful!

We may divide thinkers into those who think for themselves, and those who think through others. The latter are the rule, and the former the exception. The first are original thinkers in a double sense, and egotists in the noblest meaning of the word. It is from them only that the world learns wisdom. For only the light which we have kindled in ourselves can illuminate others.

—SCHOPENHAUER.

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The American Way

Every thoughtful American must have been distressed as he read, in recent weeks, of attacks being made on political speakers by those who disagreed with them. The practice of throwing eggs and overripe vegetables as an expression of disapproval is not the American way of doing. It is a childish expression by childish, undemocratic, un-American minds. It is a confession of weakness when men resort to violence instead of argument, and seek to suppress a speaker with rocks instead of reason.

In America, it is the right of every man to learn for himself, think for himself, and speak for himself. He has no right to demand that everyone shall accept his views and follow his leading, but he has a right to be heard. And then he has a similar right to listen. No man has a right to de-

mand a hearing unless he is willing to listen in his turn. But no man has a right to suppress another, simply because he disagrees with him.

In America, speech is free, and any practice which tends to restrict the right to express one's views is out of place.

A news item in the St. Louis *Post-Dispatch* tells of the wise action of a judge who had to deal with two youths who had been throwing eggs at a presidential candidate. These young fellows were each fined fifty dollars and costs, with the privilege of working out the fine by writing 100 times, in old-fashioned copybook fashion, those celebrated words of Voltaire: "I do not agree with a word you say, but will fight to the death for your right to say it."

Unfortunately, the egg-throwing was not limited to thoughtless, irresponsible youth. Older people did their part, according to news reports. They should have known better. Even children, if properly instructed on the history and ideals of America, as well as on common courtesy, should have known and done better.

In the Toastmasters Clubs men learn to disagree without being disagreeable. They learn by comparing ideas, sharing experiences, and debating issues. They come to realize the futility of trying to win an argument by suppressing the opposition.

The first act of a dictator is to suppress free speech. The vegetable-throwing rowdy manifests the spirit of the dictator. We don't need any dictators in democracy.

Plus Two . . .

While the Toastmasters Club is not counted a regular service club, because of its distinctive objectives, there is nothing to prevent the members from engaging in service projects, and gaining for themselves the satisfaction and personal benefits from such service. The experience of Fort Worth Toastmasters may bring an inspiration to others as the Christmas season approaches.

This is the cryptic name of Fort Worth Toastmasters Club, No. 349. Recent activities of this club entitle it to a much higher "plus" than two. It is a "self-service" club which found joy in bringing help to others.

At Christmas in 1946; the club contributed cash to a local charity organization. That was good, but too impersonal. In 1947, they decided to deal directly in their giving.

A special committee conferred with the local Welfare Department to secure names of needy families and to eliminate duplication. Two families were chosen to receive Christmas cheer. In one case, there was a deserted mother with seven children. In the other, the wife had two children and an invalid husband. It was a poor prospect for Christmas in both cases.

The committee carefully listed all members of the two families as to age, sex, size and special needs. Preparations were started. The week before Christmas, the club made its meeting a "Ladies' Night" and presented the project to those in attendance, asking for contributions of clothing, food and toys. The response was unanimous. Cash and goods were collected.

On Sunday before Christmas, the men met at the home of a member and spent the day sorting and sizing and wrapping the gifts. Two members from local laundries volunteered to clean, press and mend used clothing, and 59 hangers of clothing were prepared.

Each family received a whole ham, a sack of flour, sacks of oranges, grapefruit and potatoes, and uncounted cans of food; as well as the clothing, toys, and a Bible for each. A decorated tree was provided for each family.

It was learned that one child was to be put out of school because the family could not pay a small amount due because the child started to school before the legal age. This was paid by one of the members, and the matter was taken up with the Board of Education. A dentist Toastmaster agreed to care for the teeth of the children at no cost.

In securing the materials, various expedients were used. One member went to local department stores and talked them out of an astonishing supply of slightly damaged toys. He repaired these at home. The flour was given by a local milling company, the hams by one of the stores, and the rest by the members themselves.

On Christmas Eve, the club met to deliver the packages. They used a borrowed laundry truck, and Santa Claus wore a borrowed suit. The visit was a complete surprise to the families, whose Christmas had appeared in prospect to be anything but "merry."

Can anyone doubt the joy that was put into this Christmas for these Fort Worth Toastmasters?

But they have not stopped there. The Red Cross campaign came along, and President Bob Lynn allowed himself to be made chairman of the Speakers' Bureau. The result is the most extensive speech campaign for Red Cross that the city has seen, plus wonderful experience for Toastmasters in addressing all sorts of audiences in all kinds of surroundings.

In the midst of all this extra-neous activity, the club carries on a strong program of education for its members. The opportunities to present themselves in situations outside their own club meetings result in additional benefits to the men, as they gain skill in speech and leadership through their work in varied surroundings in their community.

Last Christmas was an unusually happy one for these men of Fort Worth. With appreciation for their good work, all Toastmasters, everywhere, may be glad to join in wishing them another "Merry Christmas" as they make their plans for further putting into practice the "good will" significance of this great Christian festival in 1948.



These are some of the men of Fort Worth Toastmasters Club who put the "plus" sign on their Christmas. A dozen of them have qualified for their certificates in Basic Training, and others are on the way. The summer relaxation was hard on the club, but they have swung into the fall program with enthusiasm. It will take a full roster to make their 1948 Christmas measure up to the grade of that good one in 1947.

Step Forward, or Slip Backward

By JOHN YAEGER, of Uncle Joe Cannon Chapter of Toastmasters, Danville, Illinois

You can stand still physically, but not mentally.

You must keep learning and progressing, or you will find yourself slipping back.

There are two things which will enable you to step ahead as a member of the Toastmasters Club. Observe these two things, and you will progress, and your club will be the better, and so will you.

First, when you are assigned a place to speak on the program, *prepare*. Get a speech that is your own.

Of course the idea may come from any source. It may be from Basic Training, or from current events, or from your reading experience; but the speech, the treatment of the idea, should be your own.

Make sure that there is a real purpose, and that you state that purpose clearly, and then follow it to a satisfactory conclusion. Do not let the speech be simply a lot of words. See that it is full of real meat, not loose chatter.

Prepare the speech. Do not leave the preparation until a few hours before you are to speak, and do not stop preparing until you are really ready and full of confidence.

This task is not so difficult as it sounds. Really, it is quite simple, once you get the idea.

For example, I might make a very short speech which would

meet all these specifications. Here is such a speech:

"The meeting tonight is for the purpose of helping to finance research on polio. All of us are acquainted with the dangers of this terrible affliction, and I know that you wish to help fight it if you can. It is on our doorstep now. There is a boy in one of our hospitals at this very moment, suffering from an attack. He needs our help. I am going to pass the hat and ask every man here to give what he can afford to help make possible the research necessary to conquer this disease."

In a few sentences I have observed the points of preparation about which I have been speaking. I had an opening sentence which stated that purpose. I gave a reason for that purpose, and an example: In concluding, I called for definite action.

In a five-to-seven-minute speech, we must avoid subjects of too broad a scope. We must either select a simple subject, or a specific phase of a broader one. Then we fill the speech with thought. If we chose such a simple subject as "A Hot Dog Skin," it is surprising what a lot of meat we could put into it.

The second aid to stepping forward as a Toastmaster is a very simple thing, so simple that it is doubtful whether many of us give it any consideration from the

standpoint of its benefit to us. Yet it is something we must observe if we are to have a club at all. It is not good evaluation, important as that is, nor timing, nor parliamentary drill, nor any such thing.

It is attendance!

It is important to you and to the club for you to be present when you are not on the program as well as when you are assigned a place. The audience is part of the speech. A program of excellent speeches cannot be fully interesting nor so well given if the audience is too small.

These two simple elements are

fundamental to the success of any Toastmasters Club, and of any Toastmaster. They are not out of reason nor out of reach. You can have them for yourself with just a little effort. If you use them, both you and your club will get the benefit.

It may be questioned whether or not the advice, "Go west, young man!" holds good today. There may be a doubt whether or not a man should go east, or north, or south. But there can be no doubt whatever that a man should always *go forward*, and that is what I am urging every one of you to do.



In common with hundreds of other Toastmasters Clubs, the Verdugo Hills Toastmasters, of Montrose, California (No. 434) installed officers at a very special meeting. Observe the attractive flower arrangement, which is just one of several pieces provided by Toastmaster Robert Lee for the occasion. You can see the "bird of paradise" blossoms (*strelitzia reginae*) flying above the chrysanthemums and delphiniums and other California beauties. In the picture are Dr. Jerome Weinberg, holding the trophy which he won in the club's semi-annual speech contest, retiring President Archie Rumburg, Installing Officer Jack Haynes, Lieutenant Governor of District One, "Jake" Jacobson, the new President, and Jean Bordeaux, Past President of Toastmasters International. The meeting was held at Oakmont Country Club, in Verdugo Woodlands.

More Than Your Money's Worth

By W. C. COART, of Alexander H. Stephens Toastmasters Club, Atlanta, Georgia

"Something for nothing!"

That's exactly what you are getting as a member of a Toastmasters Club. Or perhaps it would be better to say that this is what I am getting. It is a whole lot for a little.

The other day I received through the mail a copy of *The Amateur Chairman* written by our friend, Ralph Smedley. No doubt each one of you has received the same book. It is just one of several publications which I have received since becoming a member of this club. I wonder if it brought to your mind the same thoughts that came to me.

What I'm driving at is, has it ever occurred to you that you are getting a heck of a lot for a heck of a little?

When I joined this Toastmasters Club, I was asked to pay an insignificant amount as my annual dues. Spread that small amount over the year, and it amounts to a few cents a week, hardly more than the price of a purple postage stamp per day. It is hardly worth mentioning. That is the "nothing" that I am now speaking of.

Now for the "something."

First of all is the privilege of associating with a bunch of fine fellows, a privilege which cannot, of course, be measured in terms of dollars and cents.

Second, for the price of a postage stamp per day, whether you

know it or not, you are majoring in a practical course in public speaking.

Third, you become the recipient of materials from the Home Office which afford the elements of a liberal education. The monthly magazine, *The Toastmaster*, as well as other useful publications, is in your hands even without your asking.

And then, still more important, we are frequently given the privilege of speaking before an audience of twenty or thirty men, all of them as interested in us and in what we say as if it were their own son or brother making the speech.

Then, after all the speeches have been made, the evaluators take hold of you, and in a careful and conscientious way tell what they think about your speech, as to voice, posture, subject matter, delivery, language and so on, together with their helpful suggestions as to how to correct your faults and improve your style. These evaluators are likely to tell you that if you want to be heard, you must speak out; if you want to be seen, stand up; but if you want to be really appreciated, to sit down when you are through.

Now isn't that plenty of *something*?

If you don't think so, stop in at any one of the downtown schools and inquire as to the cost of a course in public speaking. I assure you, you will get a shock.

Something to Think About

By HENRY RANNEY ADAMS, of Los Angeles Toastmasters Club No. 3

"It is better not to know so much than to know so many things that ain't so."

—JOSH BILLINGS.

Toastmasters must bear in mind that there will always be in every audience some of those whom the humorist-philosopher had in mind. Some of the things "that ain't so" can be imagined—even believed—and they are sometimes of such importance as to demand correction.

Also, there will be a considerable number who "don't know, and do not know that they don't."

Because they do not know there is anything to be known other than what they think they know, they think they know it all.

These "know it all" fellows are usually harder to handle even than those whom Josh Billings had in mind.

A speaker must avoid the pedantic, pedagogic, intolerant approach. He may reasonably imply that he, too, has at some time been in the same mental state, and tell how he got out of it.

Let us, as speakers, be sure that we are not in either class, either of those who know what is not true, or who do not know the extent of their own ignorance.

The wise speaker finds the "point of contact" with his hearers, and then leads them from the known to the unknown, guiding them on a true voyage of discovery.

Facts at Your Fingertips

By DR. JAMES BEAN, JR., Governor of Founder's District

"Facts!" said our Club Educational Chairman, one of the best evaluators I've ever known. "Let me hear facts, good, cold, solid facts, if you expect me to believe in your speech."

But I'm weak on facts. What shall I do about it? Now that I'm to give a speech on football, I begin looking around for reliable data to illustrate my speech. My office library can't help me. Neither can Gertrude — she's my secretary—who is an authority on grammar, punctuation, clothes, make-up and men.

Where then can I obtain the facts I need? I know! In my sixteen-year-old son's World Almanac. That's where he gets those exasperating questions he hurls at me: "Hey, Pop, what was the world production of rubber in long tons in 1910? How many square miles in Ubangi-Shari? What colleges played in the Rose Bowl in 1916? Who were the top football champs in 1923?" Then, without giving me a chance to muffle the answers, he adds: "Bosh, everybody knows that stuff. It's in the World Almanac."

True enough. If you're looking for facts—thousands of answers to as many questions—thumb through the World Almanac, the handiest book a speaker ever owned. (The Home Office doesn't sell it, but your local newsstand does. It costs \$1.15.)

\$7000 for the Right Reply

WANTED—Able man for important executive position with nationally known manufacturing firm. Salary starts at \$7000 per year. Opportunities for advancement. State experience and other qualifications. Address: Box X, % this paper.

SALESMEN
EXPERIENCED
EXPERIMENTAL ENGINEERS

MAN UNDER 28
YEARS COLLEGE
MECHANICAL
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Members of Toastmasters Clubs, generally speaking, are either employing men, or are looking for new and better positions for themselves. How to apply for a position is a problem confronting many men. So much depends on the manner of application that these suggestions are offered with the hope that someone, ready for promotion, may find here the help he needs in presenting himself to a possible employer.

Suppose you are a junior executive, drawing a modest salary. You believe you are ready for a bigger position, and you could use the extra money.

How will you answer this advertisement?

Can you draw on your speech training for help in composing the letter which will result in a personal interview, a chance to sell yourself? Writing a letter is much like preparing a speech. This one is to be a sales talk, so let's go.

Physical appearance counts as much in a letter as on the speaking platform. It is important to look your best. Don't reply on your wife's lilac-scented pink

thank-you-note paper. The addressee may be as cold as a deep-freeze unit to effeminate stationery. Don't pilfer your present boss's business paper, either. That's a dead giveaway that you will filch on any employer. If you haven't your own letterheads, use plain 8½ x 11 bond.

Type the letter unless the ad specifies that you reply in long-hand. There is a definite reason for this: the busy man to whom you are writing probably isn't a student of either ancient or modern American hieroglyphics. Try to keep this page to three paragraphs. Be sure that your address appears on the letter and that a self-addressed, stamped return envelope is enclosed.

Start with clean ribbon and clean type. A letter covered with carbon smudges and erasure marks denotes a messy man. Allow for wide margins; a page with ample white space is easy to read, and you want this—of all letters—to be read.

Your first paragraph should catch the attention of the reader. It should tell where you saw the ad and why you are applying for the job. It may be complimentary but not effusive.

The body of the letter must contain all necessary facts. Here is the place to put down in one-two-three order your past accomplishments as a successful executive and, to show how these achievements will bring profits to your new employer. (Remember the personnel department wants to know what you can do for the firm, not what the firm can do for you.) Prove that you know what you are talking about by the manner in which you write, and show that you are the man to fill the position by the facts you list.

In your last paragraph, call for action. Ask for a personal interview at the reader's convenience, not yours; and suggest that the enclosed reply envelope be used.

Attach a second sheet, outlining your biographical sketch. Start with date and place of birth; and continue, in chronological order, with the events of your life, keeping each item to one line of type.

There are, however, certain points upon which you should elaborate. These pertain to activities and talents which were not asked for in the ad. For instance, if you have written business or technical papers for trade magazines, be sure to list periodicals, date, and page. If you are sure that you are a capable speaker and conference leader, say so. State your qualifications for business positions other than the position

for which you are applying. There is the story of an applicant for a sales manager job, who, in his biographical sketch, listed his years of experience as an electrical engineer. He didn't get the sales manager job, but he is now the chief electrical engineer for that company,—a better position than he had held before answering the ad.

End your biographical sketch with a list of references, members of your community who know your reputation and your qualifications as a worker. The company may want to check with these references before consenting to interview you.

If you have a recent and good photo of yourself — preferably 2 by 3 — attach it to this second page. But don't, please don't, send your high school picture; and don't send some lovely tinted Hollywood portrait. Keep in mind that the company is looking for a businessman, not a schoolboy or a matinee idol.

Don't be discouraged if the letter you write brings no reply. Such advertisements are answered by hundreds of capable men; and of the very few applicants interviewed, only one will be selected. But if you will follow this outline and also apply your speech training—as well as listing it as one of your assets—to letter writing, you are more apt to hit the jackpot than the man who hasn't the slightest idea of how to answer such an ad.

(We take it for granted that you understand that your letter should be free from errors in spelling, grammar and punctuation.)

The Yellow Line

By B. C. WOODSON, of Cedar Rapids Toastmasters Club No. 431

As I drove out on the highway the other day, I came up behind a slow-moving tractor. It was perhaps two-thirds of the way up a long grade, and between its lumbering wheels appeared the bright and shining yellow line which says clearly enough to its victims, "No you don't! Stay where you are!"

The inner man was still being buffeted between his good judgment on the one hand, and on the other his eagerness to leave this snail in his wake, when the farmer astride the snail settled the argument with an outthrust hand.

Over the hill zipped a comet! Whiz-z-z, and it was gone! Eventually I reached the summit, honked my thanks, passed the tractor. I still had all my wheels, and all my blood. The yellow line had served its purpose.

A narrow escape? No—probably I could have made it, especially if I had not stopped to argue with myself. I might have got by that time, and the next, and maybe the next. But the next? There's the rub. It is the habit of crossing the yellow line that finally gets us.

Here is an analogy too obvious to be ignored. Each of us has a yellow line to guide him, not only on the grades, where the pull is tough, but all along the roads, through valleys of depression and heights of attainment.

For that yellow line is *conscience*. If it has been well mark-

ed at the beginning by the paint crew—home, church and school—it is there to guide you all the way—to keep you on the right side of the road.

A large percentage of the wrecks you observe along life's highway began the journey without the steadying influence of this line. When you look down your nose at one of these wrecks, whether he be thrown on the scrap heap, or in a prison, or, perhaps worse, lies mutilated and bleeding on the rocks by the road, remind yourself, "There, but for the grace of God, and my yellow line, am I!"

The yellow line clearly marks the road and shows the right side and the wrong. But the line grows dim by constant abuse, by reason of the wheels driven across it, just as our scruples may be obscured by too much neglect or abuse.

There is another concept of conscience which we should consider. It may mark the middle path of good conduct. To the right is the positive road, the actions and attitudes befitting the kind of fellow we like to call a friend. He is the one who will help us without being asked, and will give us the better of it in any bargain. He works for his employer as he would work if it were his own business. When he finds a dime on the sidewalk, he looks around to see who might have lost it.

To the left of the line, but still on our side of the road, you un-

derstand, is negative good. Nothing you do here will land you in jail, nor get your face slapped., Neither will it send worthy children to Camp Good Health, nor cause your son to describe you to his buddies as "a regular guy," nor earn for you any appreciable glow of self-satisfaction.

The difference in the two halves of our side of the road was well-illustrated for me the other day by a friend who has just started on a new job. He is a salesman. Speaking of his new employer he said to me, "You know, Woody, I like the looks of this outfit. They're square."

"You mean they're not crooked?" I asked.

"No," he replied, "I don't mean that. I don't think I ever worked for anyone who was exactly crooked. But I've worked for some who were awfully sharp!"

Many people consider sharp business good business. Perhaps it

is. But I wonder which firms are the more highly respected by their customers—and their competitors—the sharp ones, or the square ones? I figure that the square ones are working solidly on the right side of the yellow line, while the sharp ones get as far to the left as they dare.

Well, then, we do have the yellow line to guide us always. It glows more brightly as we observe it, but dims with each transgression. It does not matter so much whether we regard it as sharply marking right from wrong, or as separating the acceptable relations with our fellows from those less commendable.

What does matter is, that we do our best to keep from riding the line, or crossing it too often, whether we are driving on the highway, or dealing with other people. Disregard it too often and it becomes dimmed to obliteration, and serves us no more for safety.

CORRECTION—CLUB-OF-THE-YEAR

In reporting the Club-of-the-Year awards given at the San Francisco Convention, one error occurred, resulting from confusion between two lists which were not completely in agreement. The name of the San Diego Toastmasters Club, No. 7, was inadvertently omitted from those in the Honor List. In common with some other top-grade clubs, San Diego has formed the habit of getting into the finals each year, and the omission naturally caused some question among the members. In 1945, this club won the first honors, and the members have been trying ever since to make sure that their efforts put them in the upper brackets.

This—the present moment—right now—is the time when foundations are laid for that thrilling moment at the next year's convention when ten Toastmasters Clubs will receive recognition as the winners of the highest honors. Undoubtedly, next year's winner is now working on the project, studying its programs, projects and procedures so as to bring them up at every point to the best in Toastmasters work. The efforts being put forth now will bring results next summer.

Acceptable Publicity

The *Christian Science Monitor* of September 18 carried an excellent article about our organization, based on the San Francisco Convention publicity and proceedings. It presents the Toastmasters "in Strike for Precise Speech," which may be counted a less dangerous sort of strike than some which have been head-lined.

The article, prepared by a staff correspondent of the paper, presents a summary of the purposes and methods of Toastmasters which is the more acceptable because of the wide circulation of *The Monitor*. Presentation of our story in such a periodical usually results in many inquiries about the possibility of establishing new clubs.

Another testimonial to the worth of our material came when *The Reporter of Direct Mail Advertising*, published in New York, reprinted (by permission) the article on "Better Letters, Too," which appeared in the June issue of *The Toastmaster*.

Borrowing of articles from the pages of this Magazine is not unusual. Professional and trade publications find much in our material which meets their needs. If you find in your own trade journal some such article, either taken from our pages, or written by some person who has discovered the Toastmasters method of speech training, let it inspire you to appreciate more fully the value of your association with your Club.

A SUGGESTION FOR A SPEECH

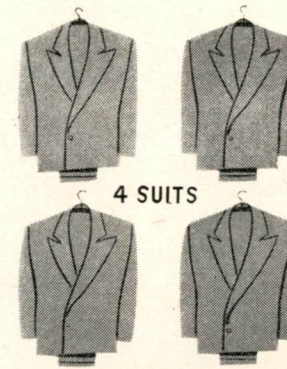
SUITS OF CLOTHES ONE MONTH'S WORK WILL BUY

1/2 SUIT



The Magic of America

4 SUITS



in **RUSSIA**
with Communism

"Based on Industrial Wages and Prices in 1947"

in **UNITED STATES**
with Free Enterprise

This picturization of an economic condition is recommended to Toastmasters who live in America (which includes much more territory than just the United States) as the basis for a Thanksgiving speech on "I Am Glad I Live in America."



IN SANTA ANA, AT THE HOME OFFICE

When the Executive Committee of Toastmasters International met at the Home Office on October 9th, it was made the occasion for getting acquainted with some of the local community leaders, to the pleasure of all. The visiting Toastmasters appreciated the interest shown by the Santa Anans, while the local men learned more about the widespread activities of this organization which had its beginning in their city, and now serves to center world-wide interest there.

The entire group assembled at the entrance to the Santa Ana Community Center, where the Home Office is located, for a picture. For identification, the four men in the front row are Wilbur Smith, Ralph Smedley and Ted Blanding, of the Home Office Staff, and Carlton Sias, Director, of Waterloo, Iowa. In the second row, the tall man at the left is John ("Sky") Dunlap, Editor and Publisher of the Santa Ana Globe, and with him are A. M. Faget, President of the Chamber of Commerce, R. Carson Smith, Mayor, City Councilman Courtney Chandler, and Stanley Bates, Manager of the Chamber of Commerce. The back row includes Treasurer Robert L. Grube, of Seattle, Vice-President L. C. Turner, of Akron, President I. A. McAninch and Secretary George Reed, both of Los Angeles.



Wilbur Smith, Chamber of Commerce Secretary Bates, and Editor John Dunlap talk Toastmaster Magazine with Editor Ralph Smedley.



For some years, the Santa Ana Chamber of Commerce has been furnishing orangewood gavels for newly organized Toastmasters Clubs. C. of C. President Faget conferred with C. of C. Manager Bates as to possible improvements in the gavels.



The local men were interested in the beautiful trophy for excellence in community service which will be awarded to some ambitious Toastmasters Club next summer at St. Louis. Mayor Carson Smith, holding the top of the cup, is a former Toastmaster, a past president of Smedley Chapter Number One. C. of C. President Faget remarked, "These Toastmasters can be lots of help in community work, whether they win the trophy or not."

PICTURES IN WORDS



Charles Dickens was a master of descriptive writing. He painted with words as other men painted with their brushes.

Some of his descriptions are so detailed that they become tiresome, but even so, they are worthy of study by the person interested in learning how to use words. Take, for instance, his description of Thomas Gradgrind, in the first chapter of "Hard Times."

"The scene was a plain, bare, monotonous vault of a schoolroom, and the speaker's square forefinger emphasized his observations by underscoring every sentence with a line on the schoolmaster's sleeve. The emphasis was helped by the speaker's square wall of a forehead, which had his eyebrows for its base, while his eyes found commodious cellarage in two dark caves, overshadowed by the wall. The emphasis was helped by the speaker's mouth, which was wide, thin and hard set. The emphasis was helped by the speaker's voice, which was inflexible, dry and dictatorial. The emphasis was helped by the speaker's hair, which bristled on the skirts of his bald

head, a plantation of firs to keep the wind from its shining surface, all covered with knobs, like the crust of a plum pie, as if the head had scarcely warehouse-room for the hard facts stored inside. The speaker's obstinate carriage, square coat, square legs, square shoulders — nay, his very neck-cloth, trained to take him by the throat with an unaccommodating grasp, like a stubborn fact, as it was—all helped the emphasis."

Almost as well as a photograph, that description puts before you Mr. Thomas Gradgrind, so that you could recognize him on the street, if you wanted to recognize him.

The speaker may well turn back to the works of Dickens and study them for examples of artistic word use. The slow moving, deliberate descriptions are somehow rather refreshing in these days of wise-cracking, headlong writing and speaking.

But even our modern writers are not altogether deficient in descriptive powers. Some of the wise-crackers, as well as the more dignified writers, are good word painters.

There is a vivid picture in the words of Donald Laird: "The amount of fire in your advertising determines the quantity of smoke that will come out of your factory smokestack."

Robert Louis Stevenson put a photograph and a character reference into one sentence: "When I met him I was looking down, and when I left him, I was looking up."

Talk For Talk's Sake

Ernest Wooster, of the Editorial Board, is the official reporter for the "Old Toastmaster." This time, the O-T sets the Young Member straight on November's "point of emphasis," "Speech Material and Where to Find It."

"I don't know what to talk about next time," the Young Member confided to the Old-Timer. "There ought to be something, but I can't think of anything. Got any ideas?"

The veteran regarded the youngster with curiosity, tinged with a little bit of impatience.

"You mean that you haven't anything to talk about? Out of a million subjects you can't find one — just one?"

The Y. M. was astonished. "A million subjects!" he repeated. "I don't have a million subjects. I don't have even one. That's what I am asking you about."

"Maybe not a million," conceded the other. "Maybe only a hundred thousand, or even only one thousand. But that ought to be enough."

"Where would I find a thousand subjects?" The Y. M. was impatient. "You would think those fellows at Santa Ana could make some suggestions once in a while."

"Ever hear of the public library, son? Or the Encyclopedia, either Britannica or Americana? Or do you read the newspapers or magazines? Or did you hear what our Educational Chairman said the other night about Progressive Training? Did you ever look into

shop windows? Or do you ever remember anything?"

The Y. M. lost his look of skepticism. Some new ideas seemed to be opening up in his mind. But there were a few points about which he was still questioning.

"What do you mean by asking me if I've looked in shop windows? Or read the newspapers? I read the morning paper every day. And my wife takes me window shopping about once a week. And my memory is not quite a sieve. Some things stay in it. But what does that have to do with my week's talk?"

The O-T changed the subject.

"What do you think of the situation in Europe?" he asked. "Will the United Nations hold together? And what are we going to do about Russia?"

"Boy! We're going to do something about Russia, and we'd better do it quick if we don't want them to do it first!" exclaimed the youngster. "I'll tell you what we ought to do —"

"Save it, son," interrupted the O-T. "You could tell it to the club next week, and that would be your subject."

"It might do at that," the Y. M. admitted. "But what did you have

in mind about that window shopping? I don't get it?"

The O-T smiled quizzically at him.

"If you've looked into millinery windows—and I am sure you did if you were with your wife—you saw some strange things. Could you talk about them? And if you looked into dress shop windows, I'll bet you noticed that some of the more or less practical dresses—they call them gowns, I guess—were artistically draped on models. That should give you something to comment on, maybe even to inject a little humor.

"You could report that your wife mentioned that she liked the one in the corner and you agreed: 'Yes, she's the best looker in the lot.' But your wife reminded you that she was talking about the dress, not the model, and anyway the latter was made of some sort of inanimate material and wasn't really alive. And then she added, 'Besides, do you go around all the time looking at women?'

"You can see there would be an opportunity in a situation of this kind. You could add your memory—or your imagination—of other husband and wife scenes, and build them into the talk. It could be entertaining."

The Y. M. thought it over.

"Might be something in it," he admitted. "Do you think it would go over?"

"Depends on how well you handle it," replied the veteran. "I

don't especially recommend it; just point out that you pass a hundred subjects every day. You simply do not recognize them as such."

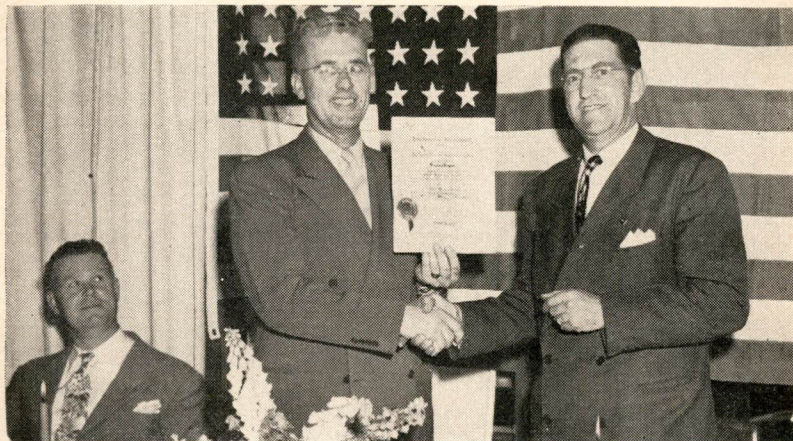
"There was a fellow I knew," reminisced the O-T, "who told an audience that he knew a man who had sold a planet. Well, not a whole planet, but portions of it. He got money for it, too. Said it happened when Halley's comet scared superstitious folks into believing that the end of the world was coming. This slick operator took the opportunity to subdivide a part of the planet and sell it.

"Not until he came to the end of his speech did he explain that the earth is a planet, that subdividing and selling parts of it is not new, and that Halley's comet had nothing to do with it. He just threw those things in to make it interesting. It just goes to show what you can do if you want to make a talk, don't have any particular message, just want to talk for talk's sake—for practice, that is.

"Here's an idea for your next speech. Talk about your troubles in finding things to talk about. That should be easy."

"Nothing doing!" the Y. M. rejoined. "I have something more worth while than that to talk about. I'm going to take the cover right off of this situation in Europe. I know what ought to be done there, and I'm going to tell the fellows. We might start something right in our club. Lend me a pencil and some paper while I start a few notes right now."

What's Going On



Neah-Kah-Nie Toastmasters Club received charter No. 620 at the hands of Past District Governor R. G. Crakes. Howard Dean, President, accepted the charter. Lieut. Governor Blair Alderman is seen at the left, seated. The new club claims distinction on the ground that it has nine incorporated communities represented on the membership roll, and that three mayors are members. The club's official address is Barview, Oregon. The charter meeting was held at Wheeler, Oregon. The name, Neah-Kah-Nie, is taken from the mountain of the same name, which overlooks the several communities included in the club. This chapter is another result of the activity of Oregon Toastmasters of Portland.

Pleasures Reviewed

Roseland Toastmasters, of Chicago, enjoyed picnic meetings during the summer. As they came indoors once more, one of their first programs was enlivened by the showing of motion pictures taken at the picnics.

Practical Application

Wilmington, Delaware, Toastmasters are setting themselves a serious task in education, to judge by announcements in their bulletin, *The Gesture*. Special points of emphasis are noted for each meeting program, and references are given to *Basic Training*, *The Amateur Chairman*, and other Toastmasters publications for ma-

terial, so that each member may be prepared. For a recent meeting, the table topic was "An Editorial I Do (or Do Not) Agree With, and Why!"

Idea For Table Topics

Toastmasters Club No. 300, of Whittier, California, found its meeting disturbed by William Meyn, who made his way around the dining room peddling papers. (Shouting newspapers — "Extra! Extra! Read all about it!" — is good voice practice). But the members who received the papers found therein news items carefully marked, on which they had to talk when the newsboy resumed his role of Topicmaster.

Broader Thinking

The two Toastmasters Clubs of Fresno, California (Raisin Club and Sierra Chapter) are systematically exchanging speakers and evaluators. The editor of *Toastmasters Tidbits*, (Sierra Chapter Bulletin) is inspired to moralize on this feature. He says:

"This stimulation of interclub activity is good, for if the Toastmasters movement as a whole is to become a force for good, we must get outside of ourselves. We are too narrow, too self-centered, too limited in vision, too much occupied with our own little personal problems. If Toastmasters, a movement which reflects the very heart of Christianity in its endeavor to help others help themselves, is to become the great crusade for human tolerance, for brotherly love, for peace and justice for all men, then we must turn our thoughts from ourselves and develop an interest in the other fellow."

Experts Confer

Shell Toastmasters, of Los Angeles, whose official name indicates their connection, devoted an evening to discussion of the strike of oil workers. First, there was given a comprehensive outline of the status of the strike as of that moment, and then the question was proposed: "What is your suggestion for ending the strike?" Each member was given an opportunity to contribute his ideas. The wide diversity of opinions reflected the range of interests of the members. Recommendations ranged from "sitting tight" to granting a sub-

stantial wage increase. One highly interesting proposal was that instead of a wage raise, the Company might reduce the price of its products as an aid in stopping the inflationary cycle. All agreed that the strike should be settled as soon as possible by compromise and conciliation, and that this discussion had been profitable both as speech practice and as an idea exchange.

They Mean Business

A year ago, the members of Walnut Park-Southgate Toastmasters Club, of Walnut Park and Southgate, California, pledged themselves to complete Basic Training. In September, three of the men had completed the course and were up for certificates. Others are nearing the goal. A large chart has been prepared, showing the status of each member as to Basic Training. The men are pleased with the progress being made by this systematic educational plan.

—(Reported by Educational Chairman Bob Bromley.)

Contest Winners

Herman Dege, of Quincy, Illinois, and Reg Dryer, of Evansville, Indiana, have been adjudged winners of the camera competition in connection with the San Francisco Convention. Both men turned in creditable results from their efforts. Dryer's convention pictures won in that division, and Dege's travel shots on the way home took the honors for him. Congratulations to both of these enthusiastic kodakers.

Community Service

The Toastmasters Clubs of Atlanta have volunteered as speakers for the Greater Atlanta Community Chest Campaign, and are officially recognized as an important factor in the project.

International Goodwill

At Ephrata, Washington, the Toastmasters Club has had the pleasure of welcoming as a visitor Abdul K. Mohsin, of Cairo, Egypt for several months. When he left, in September, to return to his native land, the club made him an honorary member, and presented him a Toastmasters emblem.

Advanced Education

Members of Santa Ana Toastmasters Club No. 15 are to have an opportunity for extra training this season, as a preparation for outside speech engagements and

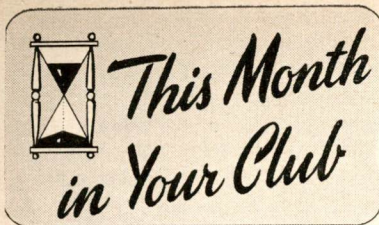
other special duties. A group of interested men will meet each week, following the close of the regular club meeting, to spend three-quarters of an hour in study of subjects, materials, organization and delivery of talks to be given before groups outside their own club. Several of the older, more experienced members are taking charge of the discussions, which will add to the supply of prepared speakers, ready to fill in when needed on short notice.

Add "Speech Spice"

Toastmaster Ed Johnson, new President of San Diego Toastmasters Club No. 7, gave the club an aphorism to remember when he stated, in the course of his inaugural address: "I do not want to become another piece of deadwood on the decaying pile of past presidents."



Overland Toastmasters Club, of suburban St. Louis, was welcomed into fellowship with appropriate ceremonies. In the picture are shown several of the new club's officers, accepting the responsibilities which go with the charter. They are: Secretary George L. Mears, Deputy Governor John C. Hemphill, Educational Chairman William Scott, President C. Lester Martin, Treasurer Gabriel Brinker and Dr. Thomas Levene, Sergeant-at-Arms.



For Better Administration

1. TREAT THE NEW MEMBER RIGHT.

- a. Select him.
- b. Elect him.
- c. Induct him.
- d. Educate him.
- e. Start him on the way to secure his Basic Training Certificate.

2. CHECK UP ON MEMBERSHIP AND ATTENDANCE.

- a. Is the roster filled?
- b. Is attendance not lower than 80% average?
- c. Are members faithful in filling assignments?

3. CHECK UP ON PROGRAMS

- a. Are programs well planned, progressive, varied, entertaining?
- b. Is a good "show" put on at each meeting?
- c. Are the programs such as you are proud of when visitors are present?
- d. Are Program Committee and Educational Committee working together?

4. CONTESTS.

- a. Is the club's speech contest under way?
- b. Is the Club-of-the-Year Contest kept before the members?

"More Than Your Money's Worth," or "Something for Nothing," on page 9 is good reading just at this point.

For Better Evaluation

Remind all evaluators that November emphasis is on "Speech

Material." They will watch for wise choice of material, attractive wording of titles, originality in presentation, skill in delivery, and use of imagination. This month, use the printed critique form known as "The Speaker's Profile." Appoint a special committee for the month to supervise and direct evaluation.

For Better Education

Point of Emphasis—Speech Material and Where to Find It.

Observe historic dates: Thanksgiving Day, Armistice Day, Election Day.

Undertake a book discussion: Gunther's "Inside U. S. A."

Review causes of war and possibilities of peace.

Make use of current events for program suggestions.

One Educational Lecture at Each Meeting.

Parliamentary Practice.

Exchange speakers with other clubs.

Give Your Programs a Point

History is in the making these days.

Never before have there been so many, so vital matters for men to wrestle with and decide for destiny. Never has there been so much to think about and discuss.

The decisions reached today will determine for generations to come whether mankind shall go ahead to better and finer living, to new freedoms and better use of freedom, or whether some manmade cataclysm shall destroy civilization, bring back the Dark Ages, reduce free men to slavery, and make the world a desert.

Free discussion and widely available information are our safeguards. People who know the

facts are not so likely to go wrong. Those who are misled by propaganda, deceived by dictators, fed upon lies, are the ones who create the great danger, whether in America or Britain or in some totalitarian nation.

Your Toastmasters Club has its place in the scheme of things.

It is an ideal opportunity to learn, to communicate and to compare ideas. Every Toastmasters Club should resolve itself at least once a month into a "town-meeting," a wide-open discussion group, where men may inquire and inform.

Do not hesitate to take up controversial questions. Certainly any man in Toastmasters is mature enough to be able to listen to the ideas of other men. He must be able to stand up for his own convictions while giving heed to the views of others. He must be ready to share and compare ideas and information. He must learn to argue without losing his temper.

No free man should hesitate to face facts. His problem is to find out just what are the facts. His Toastmasters Club is his great opportunity.

During November, with its commemoration of World War I in Armistice Day, its reminder of the Mayflower Pact, and the various other notable historical events, time should be definitely set apart for discussion of present problems in the light of experience. It is a time for panel discussions, or round-table or forum presentations of things most vital. Let no club miss this opportunity.

Point your programs as well as your speeches. Adopt definite purposes which will guide in formulating the program. Plan to make each meeting accomplish some one definite thing, whether in speech training for the members, or in clarifying ideas on current problems.

Every meeting of a Toastmasters Club should be so planned as to send each member away conscious that he has grown or gained in knowledge or skill during the two hours spent with his fellow Toastmasters.

"Step forward, or slip backward, is the rule of life." See page 7.

In Touch With Events

History is being made in connection with the United Nations Organization and allied groups. There is no better place to find speech material of lasting value than in the publications which deal with these international movements.

If you did not follow the recommendation in the October issue of *The Toastmaster*, to write to Washington for bulletins, do it now. The address, once more, is:

Group Relations Branch
Division of Public Liaison
Department of State
Washington 25, D. C.

Get in touch with the local Military Order of the Purple Heart, for excellent material for use in the promotion of a better understanding of the American way of life.

Christmas Gifts

for Toastmasters and their friends

Jewelry is always an appropriate gift at Christmas time. J. A. Meyers & Co., 1031 West Seventh Street, Los Angeles 14, California, official jewelers to Toastmasters International, will gladly send you a catalogue showing the many items which they have for sale. Here are three suggestions:

Official Member's Button (5739).....	\$1.75
Past President's Button (5750).....	5.00
Official Member's Key (CK-24).....	7.00

Order these items direct from the J. A. Meyers Co., and be sure to add the 20% Excise Tax, plus the California Sales Tax of 2½% if the gift is for a California resident.

Educational books are appreciated by most businessmen. Here are a few, particularly recommended by Toastmasters International, which may be purchased from the Home Office:

Thesaurus of Anecdotes—Edmund Fuller.....	\$1.98
Thesaurus of Humor—Mildred Meiers and Jack Knapp..	1.98
Roget's Thesaurus	5.50
Principles and Types of Speech—Alan H. Monroe.....	3.00
Public Speaking as Listeners Like It—R. C. Borden.....	1.50
The Art of Plain Talk—Rudolf Flesh.....	2.50
How to Remember Names and Faces—David M. Roth..	1.00
The Famous Roth Memory Course—David M. Roth.....	2.50

Add 10% for packing and shipping; and if shipped to the California districts, add the state sales tax of 2½%.

Send *The Toastmaster* magazine as my gift to

Name.....
(Please Print)

Address.....
(Street or P. O. Box)

City..... Zone..... State.....

Signed.....

T. M. Club..... No.....

Check enclosed Bill me

The price of *The Toastmaster* magazine is \$1.50 per year.

QUESTIONS ANSWERED

Q. What do you think of our President's idea of erecting a club bulletin board in the public dining room where we meet? What should we do with such a board between meetings?

A. When a club bulletin board is good, it is very, very good; but when it is bad it is horrid.

Make the display, with the name of your club at the top, attractive as to size, color, and content. Hang it in a prominent place in your meeting room. If the bulletin board is pleasing to the eye and carries worthy news items about members and their community activities, as well as educational material pertaining to speech and its value to the businessman, the proprietor will probably be glad to leave it up, between meetings, for its human interest value.

Appoint a bulletin committee, and make sure that some of the members are interested in taking or drawing pictures. Plaster your board with

pictures and news items of people—members of your Toastmasters Club. Add notices of club, area, and International events; and don't forget educational material for the business man. Hold one member responsible for changing the news items each week; dead news is no more appealing than yesterday's dirty dishes.

Once you have established an attractive, colorful bulletin board and a system for collecting vital news items, you are in for startling surprises. Men will ask who these live-wire Toastmasters are; they will ask how they can learn to conduct successful conferences and become effective speakers. Because a good display helps build public relations, casual visitors to the dining room may soon become regular club members.

But unless your members are capable of handling it, don't tackle the project. It's like a six-inch firecracker—properly handled it goes off with a bang, but in the hands of amateurs it fizzles out.

THIS IS HOW IT WORKS

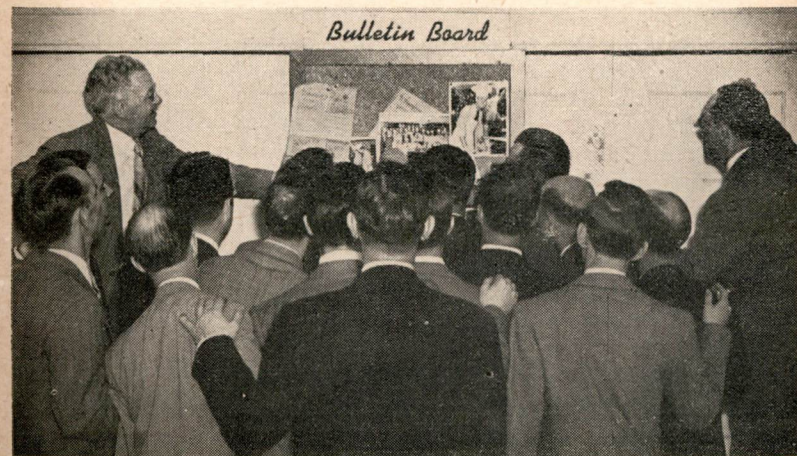


Photo by Charles Cover.

This is not a riot. It is merely an indication of the interest shown by members of a Toastmasters Club when a really attractive bulletin board is put into use. This board carries program details, announcements, suggestions on speech material and other items to inform and inspire the members. A good bulletin board is an asset to any Toastmasters Club.

HOW WE TALK

Quote It Right!

Quotations are excellent material for the speaker. Bits of verse, concise statements by other speakers and writers, old proverbs and maxims—all such things help to liven and spice the speech.

But when you quote, be sure to quote it right.

For instance, "A little knowledge is a dangerous thing." That is the way we hear it, but Alexander Pope never said it, nor meant it. He wrote:

"A little *learning* is a dangerous thing!

Drink deep, or touch not the Pierian spring;

These shallow draughts intoxicate the brain,

And drinking largely sobers us again."

He was not decrying knowledge, in however small quantities, but was warning against the danger of inflated ego from the acquisition of some small scrap of culture.

Perhaps you have said "Money is the root of all evil," thinking you were quoting some wise saying. You were misquoting it.

St. Paul, in his first letter to Timothy, chapter 6, verse 10, wrote "For the *love of money* is the root of all evil." In the Amer-

ican Revised Version, it is better worded as "The love of money is the root of all kinds of evil." Money in itself does not produce evil. Simply the unwise use of it—"the love of money"—is the root of evil.

"A miss is as good as a mile" is supposed to be an ancient proverb, whose age excuses its lack of meaning. Actually, it makes nonsense as thus worded. Its origin is a matter of doubt, but the implied meaning is clearly that a miss by one inch is as good as the miss by a mile. There is a German proverb: "*Beinahe bringt keine Muecke um*," which may be translated into English as "Almost never killed a fly." A reasonably good English wording is the old form: "An inch of a miss is as good as a mile," but to get people to say it that way is probably as hopeless a task as to banish "ain't" from common speech.

Another very common saying, which makes little sense as used, is: "The exception proves the rule." Try to analyze that. What does it mean? It doesn't mean a thing, unless you understand the archaic use of "prove." Going back once more to the writings of St. Paul, we read in First Thessalonians 5:21, "Prove all things; hold fast to that which is good." That is the same use of "prove" as we have in the proverb. It means *test*, or *try*. The Greek word used by Paul in his letter to the Thessalonians is *dokimadzo*, which literally means "test with expectation of finding it good."

Three hundred years ago, the word "prove" meant *to test*. To-

day's common meaning is quite different. When we say "The exception proves the rule," it sounds as though we mean that the exception supports the rule, when the true meaning is that the exception tests, or tries out, the validity of the rule. If we would bring the saying up to date, we would make it read: "The exception *tests* the rule."

When you quote, first be sure to quote right. Second, be sure that the quotation means what you want it to mean. Your speech will be improved thereby.

Why Do We Say It?

"I Call a Spade a Spade"

This phrase, which obviously means to use plain speech, or even to be rudely frank, is of Grecian origin, and of ancient date. Lucian, in one of his dialogues, (about 200 A. D.) quotes from Aristophanes (about 400 B. C.) the saying, "Figs they call figs, and a spade a spade." Plutarch gives this as having been used by Philip of Macedon (about 350 B. C.) in answer to Lathenes, the Olynthian ambassador, who complained that the citizens called him a traitor. "Ay," said King Philip, "these Macedonians are a blunt people, who call figs figs, and a spade a spade."

The King's English

Depending on who sits on the throne, this may be "the Queen's English," as well as the King's. As a rule, we use it in connection with some verb meaning to abuse. Most commonly, it is something about

someone who "murders the King's English." Apparently, it is based on a speech put in the mouth of Mistress Quickly, in "The Merry Wives of Windsor," when she said:

"I pray thee go to the casement and see if you can see my master, Doctor Caius, coming. If he do, 'i faith, and find anybody in the house, here will be an old abusing of God's patience and the king's English."

Our British cousins may protest that Americans do not speak "the King's English", for differences in diction are marked. However, we got the start on our language from "The King" and no doubt we shall continue to use the expression, however far we may depart from the royal conception of what constitutes correct speech.

"Eternal Vigilance is the Price of Liberty."

John Philpot Curran, Irish orator and barrister, delivered an address upon "The Right of Election," in July, 1790, in the course of which he said: "It is the common fate of the indolent to see their rights become a prey to the active. *The condition upon which God has given liberty to man is eternal vigilance.*"

Demosthenes, in one of the Philippics, suggested a similar idea: "There is one safeguard known generally to the wise, which is an advantage and security to all, but especially to democracies as against despots. What is it? Distrust." And in Benjamin Franklin's "Poor Richard's Almanac" is found the max-

im, "Distrust and caution are the parents of security."

Apparently, our wording of the saying comes from Curran's speech, rearranged so as to be more striking than the original. The maxim is so universally known and quoted that it would be exceedingly difficult to determine exactly who said it first.

"Experience is a Dear Teacher."

Franklin made Poor Richard say: "Experience keeps a dear school, but fools will learn in no other." But Livy wrote long before Franklin's time: "*Stultorum eventus magister est*," which can be put into English as "Experience is the teacher of fools." There was a Latin proverb which ran: "*Experientia docet*," ("Experience teaches"). The fact has been known for a long time, and has been variously expressed.

Mascot

Almost any athletic team or organization can have its mascot, or good luck charm. The word seems to have been given its start to popularity by Edmond Audran, in his comic opera, "La Mascotte." The French *mascotte* was derived from an older form, *mascot*, which meant a little sorcerer or magician. In Audran's opera, the story was of Satan's sending a number of his worst imps to distress mankind. The Powers of Light sent a number of messengers to counteract the evil influences. These messengers of good were known as mascots.

Poor as Job's Turkey

Of course Job never had a tur-

key, since the bird is a native of America, but Judge Haliburton, author of "Sam Slick," popularized the interesting facts that Job's turkey had but one feather in his tail, and had to lean against the fence when he gobbled. It was just one of those early American sayings, no doubt adapted from some older proverb, which have gained currency in colloquial use. It is said that the American Indians had a saying: "I am as poor as a turkey in summertime," which was based on the fact that the wild turkey frequently wore itself down in summer in the hunt for food.

On Tolerance

I would like to give an inspiring talk some day on *Tolerance*. I think I would begin by referring to that incident in the Bible which has to do with the question of who should be first to cast a stone. Then I would remind men, especially Toastmasters, of their obligation to their fellow-men—an obligation which should be met by all of us, and met squarely and fearlessly. I am reminded that one B. Franklin was a very tolerant and skeptical young man, but that after he had his ears pinned back a few times, he became one of the most tolerant. In fact, he tells us in his autobiography that he eventually made it a hard and fast rule that he would speak well of a person, or not speak of him at all.

I think I shall prepare my speech on *Tolerance*. It might do some good.

—A. M. Lewis, in *The Speakeasy*, Bulletin of Greensburg, Pa., Toastmasters Club.

"Quotes" and Stories

A few can touch the magic string
And noisy Fame is proud to win
them;

Alas for those that never sing,
But die with all their music in
them.

—O. W. Holmes.

—(TM)—

What I aspired to be,
And was not, comforts me.

—Robert Browning.

—(TM)—

A business with an income at its
heels
Furnishes always oil for its own
wheels.

—William Cowper.

—(TM)—

What is celebrity? The advantage
of being known to people
who don't know you.

—Chamfort.

—(TM)—

'Tis education forms the common
mind;
Just as the twig is bent the tree's
inclined.

—Alexander Pope.

—(TM)—

Errors, like straws, upon the sur-
face flow;
He who would search for pearls
must dive below.

—John Dryden.

—(TM)—

'Tis an old maxim in the schools,
That flattery's the food of fools.
Yet now and then your men of wit
Will condescend to take a bit.

—Jonathan Swift.

Selfish Unselfishness

A farmer in the corn belt was experimenting on improvement of corn. Each year he produced better corn, and won the first prize at the County Fair. But each year he distributed his improved seed to his near neighbors. A friend asked, "Why do you give away the good seed? Don't you know these other farmers will compete with you? Do you want them to win the honors you have been taking?"

The good farmer made reply: "My neighbors plant corn alongside my fields. The wind blows the pollen from their corn on to mine. If they have poor stuff in their fields, my own quality is hurt. The better corn my neighbors raise, the better corn I can produce. That is why I give them the good seed. I have never yet hurt myself by helping a neighbor."

—(TM)—

Real Freedom

There are two freedoms—the false, where a man is free to do what he likes; the true, where a man is free to do what he ought.

—Chas. Kingsley, *Science of Mind*

—(TM)—

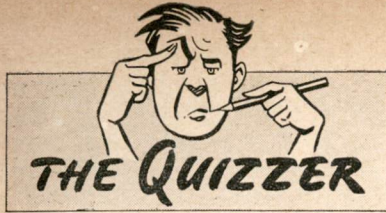
Wit consists in knowing the resemblance of things which differ, and the difference of things which are alike.

—De Stael.

—(TM)—

All who joy would win
Must share it—happiness was born
a twin.

—Lord Byron.



Match the Meanings

For each word in the first column there is a synonym in the second column. See how many of them you can match. Thus, 1. Predilection matches 9. Partiality. If some of the words are new to you, refer to your dictionary. You may add something to your vocabulary.

- | | |
|-----------------|-------------------|
| 1. Predilection | 1. Puzzle |
| 2. Macrocosm | 2. Fee |
| 3. Enigma | 3. Whirling |
| 4. Eleemosynary | 4. Debilitate |
| 5. Perquisite | 5. Charitable |
| 6. Honorarium | 6. Universe |
| 7. Implicate | 7. Wheedling |
| 8. Vertiginous | 8. Privilege |
| 9. Enervate | 9. Partiality |
| 10. Inadvertent | 10. Weariness |
| 11. Cajolery | 11. Cross |
| 12. Decrepitude | 12. Involve |
| 13. Lassitude | 13. Thoughtless |
| 14. Petulant | 14. Infirmary |
| 15. Derogation | 15. Digress |
| 16. Deviate | 16. Subterfuge |
| 17. Recondite | 17. Deterioration |
| 18. Devolution | 18. Tremendous |
| 19. Prodigious | 19. Detraction |
| 20. Chicanery | 20. Abstruse |

HERE IS THE KEY—

- | | | | |
|-----|-------|-------|-------|
| 1-9 | 6-2 | 11-7 | 16-15 |
| 2-6 | 7-12 | 12-14 | 17-20 |
| 3-1 | 8-3 | 13-10 | 18-17 |
| 4-5 | 9-4 | 14-11 | 19-18 |
| 5-8 | 10-13 | 15-19 | 20-16 |

Who Said It?

Here are 13 familiar sayings or phrases. Who originated them?

- God helps them that help themselves.
- God tempers the wind to the shorn lamb.
- Evil communications corrupt good manners.
- The Lord loves a cheerful giver.
- Oh . . . that mine enemy had written a book!
- Cleanliness is next to Godliness.
- In the midst of life, we are in death.
- There were giants in those days.
- For love is heaven, and heaven is love.
- Grind the faces of the poor.
- A thing of beauty is a joy forever.
- Oh, what a tangled web we weave,
When first we practise to deceive.
- 'Tis distance lends enchantment to the view.

HERE ARE THE ANSWERS:

- This is attributed to B. Franklin.
- Laurence Stern, in "A Sentimental Journey."
- From 1 Corinthians 13:33.
- From 2nd Corinthians 9:7.
- From Job 31:35.
- John Wesley (Sermon: "On Dress.")
- Correctly quoted: "There were giants in the earth in those days." Genesis 6:4.
- Sir Walter Scott, "The Lay of the Last Minstrel."
- From Isaiah 3:15.
- John Keats, "Rudymion."
- John Keats, "Rudymion."
- Sir Walter Scott, "Marmion."
- Thomas Campbell, "Pleasures of Hope."

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The Mayflower Compact

In the name of God, Amen!

We whose names are underwritten, the loyal subjects of our dread sovereign Lord, King James, by the grace of God, of Great Britain, France and Ireland, King, Defender of the Faith, etc., have undertaken for the glory of God and the advancement of the Christian faith, and honor of our King and Country, a voyage to plant the first colony in the northern parts of Virginia; do by these presents, solemnly and mutually, in the presence of God and of one another covenant and combine ourselves together into a civic body politic for our better ordering and preservation, and furthermore of the ends aforesaid; and by virtue hereof to enact, constitute and frame just and equal laws, ordinances, acts, constitutions and offices from time to time, as shall be thought most mete and convenient for the general good of the colony; unto which we promise all due submission and obedience. In witness whereof we have hereunto subscribed our names, at Cape Cod, the 11th day of November in the year of the reign of our sovereign Lord, King James of England, France and Ireland, the Eighteenth, and of Scotland the Fifty-fourth, Anno Domini 1620.