

The Toastmaster

NOVEMBER 1972



**SUCCESS IS...
MEMBERS
IN
ACTION...**



**PROJECT
FUN**

PAGE 4

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TOASTMASTERS INTERNATIONAL is a non-profit, non-partisan, non-sectarian, educational organization of Toastmasters clubs throughout the free world.

Toastmasters programs prepare you for today's communication and leadership demands and put you up front in your occupation and in your community. You participate in programs designed to develop your ability to communicate effectively and improve your leadership capabilities through participation and fellowship of a Toastmasters club.

Each club is a member of Toastmasters International. The club and its members receive services, supplies, and continuing guidance from the World Headquarters, Santa Ana, California, U.S.A. 92711.

THE Toastmaster

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BETTER LISTENING, THINKING, SPEAKING FOR THE ACTION PEOPLE

Featured in This Issue

Toastmaster Joe Ellisor, ATM, suggests ways to use fun and games . . . with prizes during Project Fun to **CHALK UP NEW MEMBERS**. Page 4.

Someone once said, "Conferences have a bad name...and they deserve it." The solution is to look at the conference from **THE DOWNWIND SIDE OF THE ROSTRUM**. Page 6.

A COMMUNITY ACTION MEETING—First in a series of "Club Program of the Month" articles to put acTIon in your club programming. Page 12.

SPECIAL SECTION—Here's your special 14-page section of educational materials and supplies. You may remove it from the magazine for future reference. Page 15.

INTRODUCTIONS ARE A BORE! (?)—Introductions of members can be a bore without a little advanced planning. Toastmaster Fred Stock tell you how. Page 28.

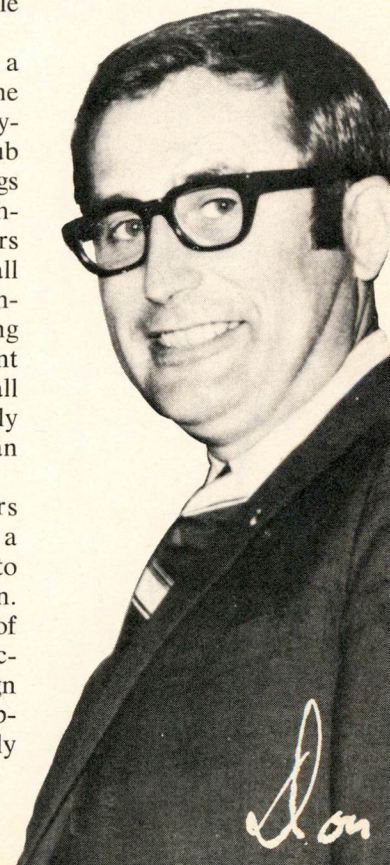
Many of us have all the qualities and attributes of a topnotch Toastmaster. Our listeners may believe we are Able Toastmasters, or even Distinguished Toastmasters. We have the ability to effectively chair a business meeting, we possess the poise to confidently Toastmaster a community banquet, and we appear to have the desire to help our Club grow. We have a wide circle of business, community and personal contacts who are aware of our Toastmasters involvement. Yet, we are not what we appear to be. We are not an ATM or a DTM; we haven't even completed the first dozen speeches from the Communication and Leadership Manual. Although we appear active, we really are not Members in acTIon. Like a giant oil tanker perched high in drydock, we are impressive to view, but we are of little value until we actually produce.

Until we actually utilize our ability to chair a meeting and to serve as a Toastmaster for the community, we are not producing; we are dry-docked members. The desire to help your club grow and improve the quality of its meetings must be matched by asking co-workers, neighbors, business associates, yes, even competitors to come out and see what Toastmasters is all about. If, on the other hand, you are just beginning to lay the groundwork toward acquiring Toastmasters skills, it is even more important that you become involved and participate in all aspects of the educational program, for only through practice, exposure and evaluation can you learn.

Acquainting others with the Toastmasters training will provide you and your Club with a broader base of participation which will lead to better quality and more Members in acTIon. Don't be a drydock member. Get into the sea of Toastmasters activity. Gene Stallings, the successful football coach at Texas A & M, has a sign over his desk that reads, "Make something happen." Let's each of us, as club members, apply this concept to our Toastmasters training.

DRYDOCK MEMBER- SHIP

Donald W. Paape, DTM
International President



CHALK UP NEW MEMBERS

BY JOE A. ELISOR, ATM

FUN AND GAMES...
WITH PRIZES



All of us believe in having fun. We also believe that the strength of our Toastmaster organization is in its members. Wouldn't it be great if we could strengthen our entire organization while we were having fun? You bet this would be terrific!

And we can! Project Fun is the plan which makes it possible. Getting new members is fun, whether we sponsor them in our own clubs, in other clubs, or in new clubs.

For A Strong Club

Strong clubs have effective club programs. Only in clubs of 15 plus members can we have effective programs; and who wants to join a weak dying club? No one!

If you have any doubts about whether the number of members makes the difference between strong and weak clubs, answer these two questions. Did you ever see a strong club with 8 members? Did you ever see a weak club with 25 members? That settles that!

We all want our club to be tops, but it cannot, if we do not bring in guests to see our imaginative club program in action, because all clubs lose members. Some Toastmasters think clubs which lose key members are bad clubs; not necessarily so. A good club that is providing programs

from *Patterns In Programming* rather than the monotonous pattern of four speeches, four evaluations, and a table topic session, meeting after meeting, may find a problem in its own success. Because such a club is doing its job, its successful members may get so tied up with other community activities, since they are leaders, that they are forced to choose between Toastmasters and these other activities. Sadly, not all of these good men choose to dance with "who brung them." The weak clubs are the ones who do not maintain a continuous membership program to bring guests and make them members.

Getting new members is a matter of club survival. Glum as that may seem, gaining new members can actually be fun.

Fun And Rewarding

Whether you make it a game by choosing to have a contest between teams in your club, or clubs in your area, or even be-

tween neighboring districts, or just have fun and fellowship with the new people being brought into your club, Project Fun will be fun. Yes, it will be fun and essential. Let us have Project Fun and games with prizes, supplied by World Headquarters. Oh yes, there are rewards for getting three, five or more new members. WHQ will also pick a "Mr. Salesman" for the entire organization. Shouldn't *you* be the one? Will you work to be "Mr. Salesman?" All you need to do is sponsor members in any club or sponsor a new club, and it is fun.

"Best Club" will be chosen for each district. Shouldn't your club win? It can if you participate in Project Fun.

You still have until December 31 to cash in on the 1972 Project Fun acTION and have personal satisfaction in sharing this wonderful Toastmaster experience with others.

Joe A. Elisor, ATM, is a member of the "Downtown" Club 1386 in Greensboro, North Carolina

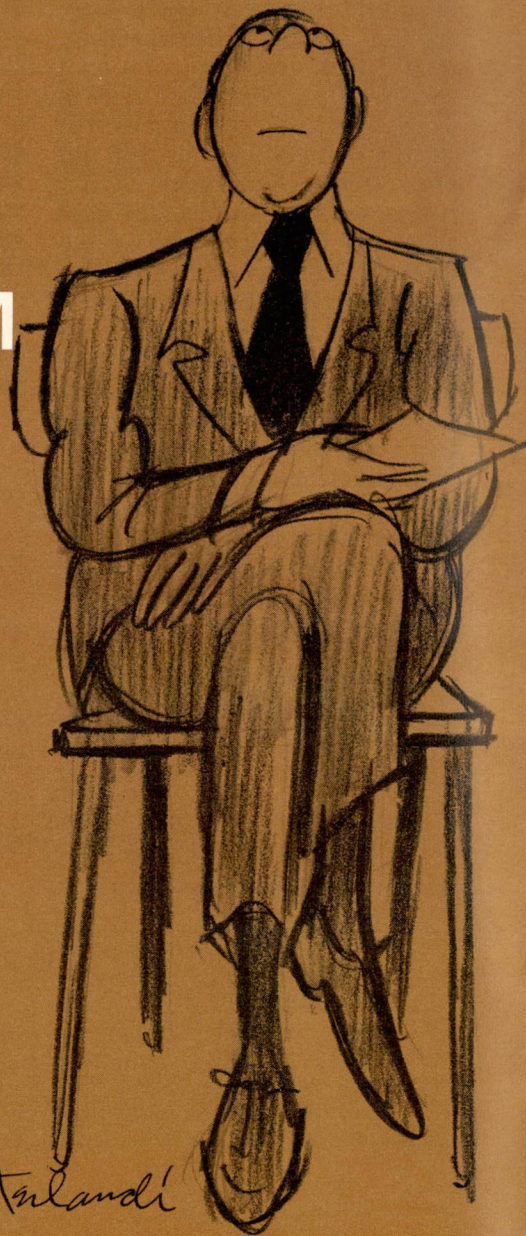
CORRECTION

In the 1971-72 Hall of Fame in the September issue, THE TOASTMASTER inadvertently listed the current editor of Club 2478-42 bulletin among the "Top 10 Club Bulletins" for last year. The PEKISKWAWIN was edited by Ron Chapman, DTM. THE TOASTMASTER regrets this error.

Someone once said, "conferences have a bad name — and they deserve it." The solution is to look at the conference from

THE DOWNWIND SIDE OF THE ROSTRUM

By JIM ROSE



The difference between a good conference and a poor one is a highly subjective judgment. Often you can find a vast disparity between those who plan the conference and those who attend. At some conferences the planners are glowing with success while the delegates are leaving in droves. At others the planners knew that there was something wrong but chose to ignore the obvious — "It was a good conference; too bad no one came."

The success or failure of a conference should be viewed from the point of the delegates. Poor meetings stem not from monumental errors, but from a succession of minor mistakes which combine to make a meeting disaster. While meeting strategy is certainly important, it is the execution of the details that impress the delegates.

Start at the Beginning

The potential conference attendee's first association with the conference is the announcement. It represents an opportunity for him to attend—or stay away. When he receives the announcement he should want to respond immediately by mailing a reservation. The alternate is to delay, perhaps forever, any response.

As vital as his response is to a successful conference, too often the planner neglects to supply the potential attendee with the information he needs most. Why should he attend? Where and when is the conference? How much does it cost?

Simple questions, but look at the next meeting announcement you receive. As often as not this vital information will be buried deep in the text or not given at all. A careful, interested delegate will dig out the information; but the majority—the scanners—will pass the notice by.

Let's take a trip to delegate country and see how far too many conferences look from the downwind side of the rostrum:

John D. Elegate hears about a Toastmasters District Conference he thinks he would like to attend. He wants more information but doesn't know where to get it. He scans appropriate newspapers and bulletins and still can't find any listing. He finally calls long distance to national headquarters only to be referred to another distant city. Finally, he reaches the proper person who promises to send the information "by return mail."

Weeks pass.

One day his secretary says, "I think this is about the conference you wanted to attend, but

you'll have to hurry. It's next week." Sure enough. So John changes business appointments, gets reservations, digs through pages of committee names to find out how to register, figures out the complicated registration form, and sends the check.

"Wow," says John, "I'm glad the hard part is over." Don't you believe it.

Arrival of Guests

While most conference planners think the conference starts on opening day at the conference site, that's not the case with a delegate. For him, the conference starts when he leaves home. To serve the delegate, planners must consider not only the conference arrangements, but also the transportation facilities.

They must look at the predominant mode of delegate travel—air, car, train, bus, etc.—and locate the site for the convenience of the majority. Believe it or not, there are many cities with totally inadequate transportation facilities.

Our friend John's attitude is not the best. He has had to make two layovers, wait an hour to catch the one-plane-a-day flight into the city and then can't get a cab! The worst may be yet to come. He still has to register.

Registration Woes

At last our weary traveler arrives at the conference hotel. He can't find his conference

registration area, so he asks a bellhop. "Oh yeah, that must be in the Music Room down the hall." So he wanders in and registers—for the wrong conference. His conference is in the Mosaic Room.

If the visitor must ask anyone where the function is taking place, then the conference planner has made an error. The announcement should have given this information in detail; at the meeting site, signs should lead him every step of the way.

Registration areas, more than anything else, contribute to the conference's success or failure. First impressions can be lasting ones. Unfortunately, the delegate is too often faced with the registration gaggle.

Think again of our weary delegate. He must queue up in long lines, frustrated at every move by arbitrary procedures, put up with snarling or indifferent clerks and give, again, all the information he gave on the advance form. All this in order to get in!

We have all stood in line behind someone with a special problem; naturally, the special problems must be serviced but not in a manner that disrupts the registration of those without problems. With properly designed registration procedures, only 5 percent of the delegates will have a problem with registration. Yet if these problem

registrations are intermixed with those with no problems, all will be delayed.

The solution is to have enough personnel — clerks to handle regular registrations, staff in a special area to handle problem registrations, and hostesses to direct registrants to the proper line. Should a "problem registration" occur in the "regular" line, registration personnel should be instructed to direct the "specials" to the proper counter. This way the 5 percent with registration problems do not hinder the other 95 percent.

The "NO" Information Booth

Almost no information is available at many conference information booths simply because many conference planners supply the right answers to the wrong questions. The information booth is stocked with a supply of Chamber of Commerce handouts and staffed by a girl who has never been in the area before.

Discouraged, John is only slightly interested in information concerning night life, dining establishments, or recreational activities. His needs are more immediate — where are the meetings, the cigarette machine, the telephone, the coffee shop, the bus... or the restroom.

The conference planner should provide the information booth personnel with written information describing all the visit-

ors' personal requirements.

John arrives at the meeting room. Scores of visitors, without checking facilities, jam the room and soon the room smells like a Wyoming sheep pen in late November.

Most conference sites have checkrooms or cloakrooms and are willing to open them at little or no cost to the conference — yet this visitor convenience is often overlooked and the smell of warm, wet wool permeates the conference atmosphere.

The moderator stands and says, "Well, I guess it's time to start." This is the signal for the public-address system to fail. And it's a good thing, because during the next 15 minutes the District Governor praises the Area Governor and the Area Governor praises the Executive Director.

Finally, the guest speaker is introduced. At the same time someone inserts the microphone plug, resulting in a weird assortment of squeals, howls, and frantic waving from the speaker.

The speaker taps the mike four times, blows into it several times and asks, "Can you hear me?" Then in a steady monotone, makes his presentation — reading every word of it, including all typographical errors.

At this point he calls for the first slide. There is a scramble as somebody attempts to reach

the light switches. As each one is turned off various things happen. All of the lights flicker on and off, the P.A. system is cut off, and finally the room is completely black. Someone discovers that the projecting equipment also is turned off and the light-flashing game is played again until the switch controlling the equipment is rediscovered.

The first slide is displayed on the screen—it is upside down and reversed. The projectionist tries to change it. There are eight possible ways to display a slide and only one of them is right. It takes twelve tries before the slide is correctly oriented!

Meeting room irritations usually happen because the planners did not fully understand the needs of their audience. P.A. systems howl because the gain is set too high or because speaker and mike placement is not controlled. This is usually because the system was designed for background music and not for public address.

Years of experience have shown that audio-visuals must

be placed in the hands of professional operators using professional equipment. It's expensive, but the value to those on the downwind side of the rostrum cannot be understated.

Flashing lights occur because the attendants don't know which switches to throw. Poor air-conditioning results from poor site selection or failure to control the system. Light and air-conditioning problems can be cured by walking meeting room personnel through the area, having them operate and *mark* the appropriate controls.

The hard seats are a program problem. The meeting was too long.

The "Break"—at Last!

Salvation from hard seats seems to be the coffee break. But here is another source of irritation.

The 3,600 square-foot hall held 500 attendees, but at break time a 450 square-foot hallway is supposed to accommodate the same number. Naturally, there are only two coffee urns. John had to go to the coffee shop to get a cup of coffee.

Banquet Tips

Many inexperienced meeting planners are shocked when they learn the price of luncheon and banquet food. It's about twice the price of equivalent food in a restaurant, especially since there is an additional 20 to 25 percent for tax and tip. The first, and usual, reaction is to choose the least expensive item. A far better alternative would be to establish a more realistic food function budget, or perhaps reduce the number of food functions so that better food may be served. Above all, vary the menu.

Three things can change an attendee's opinion from generally excellent/good to fair/poor: poor food, disorganized registration, and poor audio-visuals. And it doesn't need to happen. Attention to details, realistic budgeting, and viewing

the conference from the downwind side of the rostrum can make your next one a "good" meeting.

EPILOGUE

A few weeks after the District Conference John D. Ellegate is speaking with one of the planners.

"Did you go to the conference?" the planner asks.

"Yes," says John, "but I left early."

"Too bad, you missed a good one."

"Yeah, I bet."

"Are you going to attend the next one?"

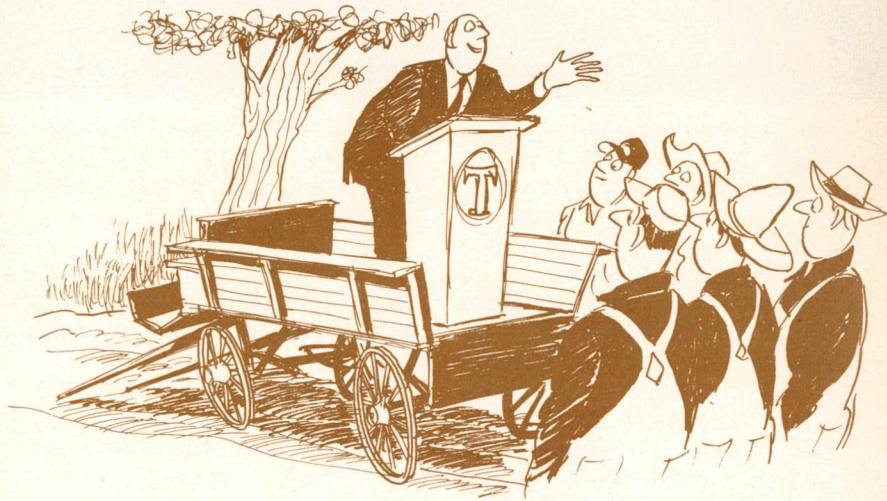
"I'll certainly consider it," says John, adding under his breath, "indeed I will."

EDITOR'S NOTE:

For fast relief from conference planning headaches, consult the TI planning aid Members, Meetings, and Meals (catalog No. 220).

Jim Rose is President of Communications Management Company, Palos Verdes Estates, California. CMC specializes in professional meeting and convention management as well as other communications disciplines.

EDUCATIONAL HAPPENINGS



A COMMUNITY ACTION MEETING

Here's an idea on how to stimulate club members and gain new members. Holding a Community Action Meeting will help members gain communication and leadership experience by participating in community affairs, become more knowledgeable of current issues, and become actively involved with governmental decision-making. At the same time, a club meeting discussing community issues will attract more guests than a general Toastmasters meeting might bring.

Getting the Facts

How can you do it? First, obtain from your city hall the agenda for an upcoming public meeting of the city's governing body.

Then, select an item of importance to the community. This issue might be budgets, bond issues, park site acquisition, transportation, annexation, or pollution.

In most cases a city commission or department will have studied the proposal and prepared its recommendation for the community's governing body. Your next step is to obtain a copy of this study-report and review the points explored and the basis for the commission's recommendation.

The superintendent or director of the municipal department which is directly concerned with the proposal usually serves as commission or committee secretary and is an excellent source of additional assistance and information. The city planning director, for example, usually is secretary of the planning commission, which reviews zoning matters, community development, and construction plans before city administrators make their ruling.

If you schedule a club discussion about one phase of the community's master plan, for example, the city planning department's staff report, the minutes of the planning commission's public hearing, and a visit with the planning director will be invaluable in assembling information.

The Meeting Program

Next, assign an educational committee member or other

Toastmaster to prepare a speech that supports the commission's or committee's majority ruling. Schedule another member to prepare a speech supporting the minority opinion. Build a Table Topics session around the issue being discussed.

This program provides a unique educational experience for the speakers, but it also can include the audience. Simply utilize the speeches as the basis for a club symposium. All members may participate. Here's how such a symposium could be conducted:

As this portion of the club meeting begins, the Toastmaster of the Meeting briefly introduces the subject that will be discussed. He describes its importance in the community, explains the procedure and rules for the symposium, and introduces the speakers.

When the speakers have completed their presentations, audience participation begins. The Toastmaster of the Meeting maintains control of the discussion by keeping comments centered on the subject and within the pre-set time limit. Questions from the audience are directed to the proper speaker, and the Toastmaster of the Meeting concludes the program by summarizing the discussion.

Future Involvement

These talks might serve as the speakers' "dress rehearsal" for an appearance at the city administration's public meeting. This is an often-overlooked speaking opportunity, but one which draws Toastmasters into community participation before new audiences.

Encourage members to gain experience by speaking out on community issues and become active on the city's or other special interest group's speakers bureau.

Club programs that prepare Toastmasters for effective participation in community affairs generate many challenging opportunities. Investigate the opportunities in your city, and follow through on this "Community Action Meeting" by tailoring it to the governmental procedures of your own community.

Initially, perhaps, not all members of your club will be interested in participating in community affairs to this extent. However, because your "Community Action Meeting" meets the needs of the interested Toastmasters, it is likely that others' enthusiasm and interest will be stimulated.

Make sure to give the meeting adequate publicity. Since it is a function of interest to the community, a news release would be appropriate (see sample releases in the *Publicity and Promotion Programs* manual). Invitations should be extended to anyone interested in public affairs.

Never overlook an opportunity to provide your club members with new speaking experiences that will enlarge their communication and leadership skills! Why not do it in November?

Success Is ...

MEMBERS IN ACTION

A SPECIAL SECTION FOR YOU AND YOUR CLUB

Communication and Leadership Educational materials and supplies to expand your educational experience and help you and your club achieve and maintain the Toastmasters standard of excellence for member and club educational programming.

REMOVE THIS SPECIAL SECTION FROM THE MAGAZINE AND KEEP IT HANDY

Mr. Toastmaster: The member and club program materials in this Special Section will help you and your club achieve and maintain the Toastmasters standard of excellence. These materials and supplies are available only from World Headquarters.

You will want to obtain many of the educational materials for your personal development program. Others you will want your club to have so it can more effectively provide meaningful educational opportunities for you.

The availability of these materials at minimal or no cost to you is part of the service provided by your membership dues. Make your membership meaningful, and maintain the standard of excellence in your club operations and programs by putting these materials and ideas into acTION.

Check the TI Supply Catalog frequently for other educational or club program aids. Your club secretary has the latest issue of the *TI Supply Catalog*.

Toastmasters educational materials and supplies may not be reproduced or resold.

Editor's Note:

How does your club put Members in acTION to build and keep membership? Submit your club program ideas to **THE TOASTMASTER** Magazine so other clubs can benefit.

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1. Type or plainly print all required information.
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3. Include full name, address, and zip code of person to whom material will be shipped.
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MEMBER EDUCATIONAL MATERIALS

COMMUNICATION

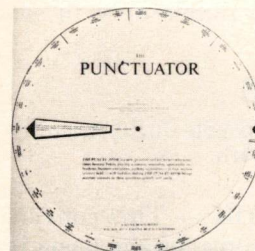
These educational materials can broaden the scope of your communication and leadership abilities.

TABLE TOPICS — This pamphlet (1315) explains the method, purpose, and value of Table Topics programs in impromptu discussion and conversation. 25 cents.

SAYING GRACE—This handy collection (929) provides 55 forms of giving thanks before meals. \$1.25.

THEY'RE ALL AROUND US—This publication (1616) provides many ideas about how to find speech subjects. 5 cents.

THE PUNCTUATOR—This handy, practical guide (172) mechanically ex-



plains perplexing punctuation problems. Spin the dial and the answer appears with an example. \$2.00.

POINTERS ON SPEECH MAKING — A six-page pamphlet (107) outlining speech formulas, preparation, delivery, qualities, and precautions. 20 cents.

HOW TO PUT VOCAL VARIETY INTO YOUR SPEECH — A six-page pamphlet (109) explaining how to control and develop your voice. 20 cents.

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INTRODUCING THE SPEAKER—This handy booklet (111) answers many questions about speaker introductions. For the speaker and the introducer. 20 cents.

TRAINING THE TRAINER TO TRAIN — This booklet (1322) will help you become an effective trainer. It discusses your responsibilities and the framework for effective training. 50 cents.

EVALUATION

Evaluation is one of the most important aids to effective communication and leadership. Your evaluation always should strive for improvement.

EFFECTIVE SPEECH EVALUATION

— This manual (202) is for individual and general evaluators and includes suggestions for establishing variety in your club's evaluation program. 65 cents.

PROJECT FUN

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PROJECT FUN

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evaluating each project in the *Communication and Leadership Program* manual, costs only 40 cents. Available only in sets.

PROJECT FUN

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MEMBER PROGRAM HANDBOOKS

Effective use of these publications can help you build membership and maintain member interest in your club.

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DEBATE HANDBOOK — This convenient handbook (104) contains the basic information for participating in, staging, and judging a debate. 75 cents.

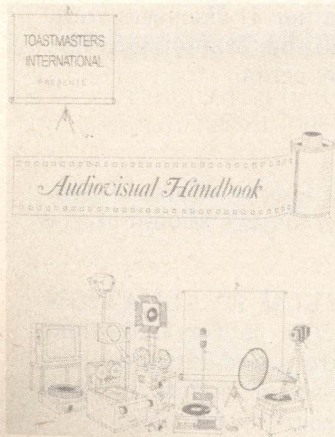
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audiovisual technique best suited for your speech. Contains audiovisual aids you can make. \$1.10.

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TI's parliamentary procedure guides offer you and your club a real "educational happening."

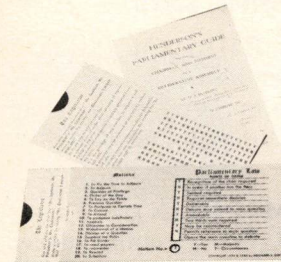
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PARLIAMENTARY PROCEDURE IN ACTION — This pocket-size card (169) outlines the program and fundamentals of correct club procedure. 20 cents.

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PARLIAMENTARY SLIDE RULE (THE LEGISLATOR) — A pocket-size guide (171) covering 40 of the most important points of parliamentary law. \$1.50.

ROBERT'S RULES OF ORDER (NEWLY REVISED) — This volume (B-30), by General Henry M. Robert, covers all points of parliamentary procedure. \$5.00.



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Toastmasters membership can be important to your success in business and social activities. The TI emblem is your sign of achievement.

MINIATURE MEMBERSHIP PIN — Gold electro plate, hand finished membership pin. Available individually (5751) for \$1.55. Available in lots of 12 or more



(5752) for \$1.30 each. Supplied to Canadian Toastmasters duty-free from Canadian factory.

ABLE TOASTMASTER PIN—This yellow gold-filled pin (5939) is your sign of achievement. Include ATM certificate number with your order. \$5.75.

DISTINGUISHED TOASTMASTER PIN — Yellow gold-filled pin (5800) shows that you are among the elite corps of men who have achieved success in the Toastmasters Communication and Leadership Program. Include DTM certificate number with your order. \$5.75.

SELF-ADHESIVE EMBLEM (3 1/2") — This Toastmasters emblem (360) in color and suitable for use on automobile, meeting place window, luggage and notebook. 15 cents.

BLAZER EMBLEM (PLAIN) — This TI emblem (9013) is 3 1/4" x 3 1/2", embroidered, felt-backed, in white, gold and navy. It is detachable with sturdy pin-through clips. Minimum order of six. \$1.55 each. (Several members can combine an order for emblems.)

BLAZER EMBLEM (LETTERED) — This emblem (9014) has the district number or club and district numbers embroidered on the plain blazer emblem described above. Minimum order of six. \$1.80 each.

BRIEFCASE (ZIPPER) — Blue plastic briefcase (230) embossed with a gold TI emblem. A convenient carrier for club materials. \$1.80.

MEMBERSHIP PLAQUE — This 5" x 7" plaque (391) features a silk-screened plate on a walnut base. A handsome addition to home or office. \$2.60.

CLUB EDUCATIONAL AND MANAGEMENT MATERIALS

EVALUATION

Evaluation is one of your most important skills. Your ability to evaluate effectively can distinguish you in every phase of your personal and public life.

INDIVIDUAL SPEECH EVALUATION FORM — This one-page form (165) for the evaluator outlines the points for evaluating a speech. Available only in quantities of 100. \$1.25.

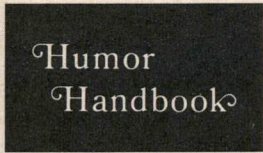
BALLOTS AND BRIEF EVALUATIONS—Perforated form (163) includes ballots for best Table Topics speaker, best speaker, and best evaluator, plus forms for each member to make brief evaluation comments. Available only in quantities of 500. \$3.00.

EVALUATION KIT—This kit (167) has many ideas for putting variety into the evaluation portion of your meetings. Contains 25 each of Picture and Score Yourself (164); Speech Evaluation — Panel Discussion (160); Speakers Profile (161); Individual Speech Evaluation Form (165); and Critique of the Critic (1323). \$1.50.

SPEECH EVALUATION (SPEAKER'S PROFILE) — This form (161) allows broad evaluation of the speaker. Also useful as a contest judging worksheet. Available only in quantities of 100. \$1.60.

SPEECH EVALUATION (PANEL DISCUSSION) — Form (160) provides for the opinions of several evaluators to be given to each speaker. Available only in quantities of 100. \$1.60.

PICTURE AND SCORE YOURSELF — Self-evaluation form (164) containing 14



Humor
Handbook



PROJECT FUN

pointed questions about your speaking habits. Available only in quantities of 100. \$1.10.

CRITIQUE OF THE CRITIC — Form (1323) for evaluating the evaluator. Available only in quantities of 100. \$1.10.

PARLIAMENTARY PROCEDURE

A common ground is needed for productive and polite communication among groups. Specific guidelines are available to your club in the following materials.

HANDBOOK OF PARLIAMENTARY PROCEDURE — Book (B-60) by Henry A. Davidson covers the rules and practices of parliamentary procedure for the small organization. \$5.00.

PARLIAMENTARY KIT — Kit (166) contains a plastic parliamentary chart 36" x 50" (168); 40 pocket-size parliamentary charts (169); and a copy of the handbook, *Parliamentary Procedure at a Glance* (B-25) by O. Garfield Jones. \$10.00.

PARLIAMENTARY SCRIPTS — Set of nine scripts covers the processes of parliamentary procedure, from the presentation of motions through the decorum in debate. One set (1360.9), 50 cents. Twelve sets (1360.12), \$4.50.

PARLIAMENTARY SCRIPTS NOS. 1-4 — Set of 12 (1360.4), each of the first four parliamentary scripts described above. May be used as a starter. \$2.00 a set.

STREAMLINED PARLIAMENTARY PRACTICE SCRIPTS — A set of six scripts (1361) to provide instruction in six separate areas of parliamentary pro-

cedure and club operation. The scripts provide for participation by 18 members. 50 cents.

PARLIAMENTARY QUIZ "A" — Four-page question and answer brochure (1363.1) to determine your knowledge of basic parliamentary procedure. Available only in quantities of 25. 50 cents.

PARLIAMENTARY QUIZ "B" — A four-page question and answer brochure (1363.2) dealing with motions, amendments, and amendments to amendments. Available only in quantities of 25. 50 cents.

PARLIAMENTARY PRACTICE — A guide to understanding correct parliamentary procedure. By General Henry M. Robert (B-14). \$3.50.

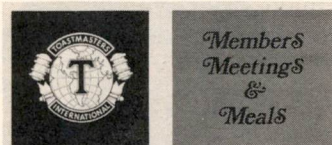
CLUB SUPPLIES

Check the items listed below for ideas which can build interest in your club. Encourage your club to obtain any items it doesn't already have.

VISITOR'S CARD — This 6" x 8" card (904) is useful for obtaining a visitor's name, address and occupation. Available only in quantities of 30. 50 cents.

OFFICIAL CLUB BANNER — Gold satin, 3' x 4' banner with blue TI emblem and lettering (234). Specify club name and number, district number, city, and state/province. \$23.00.

COMMUNICATION AND LEADERSHIP PROGRAM — A two-color pamphlet (99) describing the benefits of the Toastmasters program to prospective members. Twenty-five free to each club upon request. Additional pamphlets, one cent each.



WE'RE IN IT TOGETHER — A pamphlet (101) explaining the value of Toastmasters to business, industry, and government. Twenty-five free to each club upon request. Additional pamphlets, one cent each.

ALL ABOUT TOASTMASTERS — A 12-page booklet (124) explaining the purpose and operation of Toastmasters International and the Toastmasters clubs. 5 cents.

THE TOASTMASTERS CLUB — Available at no cost (1164), this reprint from *The Toastmaster* relates the meaning and values of a Toastmasters club. By Dr. Ralph C. Smedley.

GUEST BADGE (VISITOR'S CARD) — A handy card (231) designed to fit into the breast pocket. The detachable card is your club's record of each visitor's name, address, occupation, and comments about his interest in your club and Toastmasters. 2 cents each.

OFFICIAL BADGE (CLUB OFFICER) — A sturdy plastic badge (393) sports the TI emblem and a spring clip. Complete with blank name tags and preprinted office title inserts for all club officers. 80 cents.

OFFICIAL BADGE (MEMBER) — A sturdy plastic badge (395) with the TI emblem and spring clip. Includes insert slot for your name. 60 cents.

HERE'S NEWS ABOUT THE ACTION PEOPLE — A promotional pamphlet (100) describing Toastmasters programs and explaining the personal benefits membership offers. Twenty-five free to each club upon request. Additional pamphlets, one cent each.



PROMOTIONAL MATERIALS PROJECT FUN

Promotional materials help your club to become known in the community. These materials also are beneficial to your membership building program.

SILENT SALESMAN — A special kit (366) to help get information about Toastmasters to your prospective new members. Contains 25 "Communication and Leadership" pamphlets (99), 25 "Introducing the Toastmasters Club" pamphlets (100), and three high-impact plastic containers for displaying the pamphlets in public places. \$3.75.

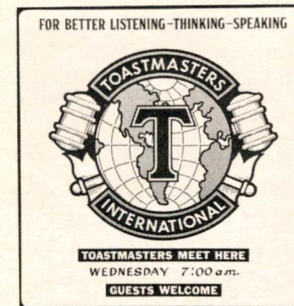
PLAQUE (CLUB MEETING) — A white plastic plaque, 10½" x 10" (384), with the TI motto and emblem for inside display at club meeting place. Includes statements: "Toastmasters Meet Here" and "Guests Welcome." Pressure sensitive decals provide for day and time of meeting. \$3.25.

SAMPLE INVITATION LETTER — This sample letter (1007), at no cost, contains many pertinent points which should be included when inviting men to see the Toastmasters program in action. Limit, one per club.

GUEST INVITATION CARDS AND ENVELOPES — Handsome formal invitations (344) to be signed by club president. Available only in sets of 25. \$1.25.

PATTERNS IN PROGRAMMING — A manual (1314) presenting new and old ideas for club program variety. 75 cents.

FROM PROSPECT TO GUEST TO MEMBER — This convenient and informative membership sales pamphlet (108) is available 25 free to each club upon request. Additional copies, one cent each.



RECOGNITION IN FOCUS — Brochure (1208), at no cost, describing the TI member, club, area, district, and International awards and recognition.

CROSS PEN AND PENCIL — 12K gold filled with the TI emblem on the clip. Available in set (6601) for \$17.00 or pen alone (6602) for \$8.50.

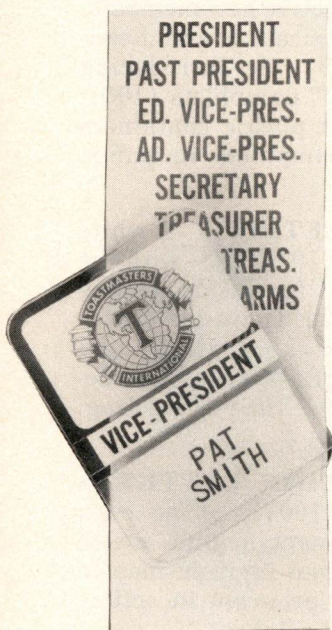
PUBLICITY AND PROMOTION PROGRAMS — Filled with ideas and samples of publicity programs for clubs, areas and districts. An important "how to" manual (1140). One free to each club. Additional copy 35 cents.

CLUB REFERENCE FILE — Essential handbooks, brochures, fliers for club and member are packaged in a sturdy TI binder (1550). An item for every club. \$10.00.

PROSPECT ORIENTATION PROGRAM FORM — A one-page guide (402) to reviewing the benefits of Toastmasters membership with a guest/prospective member. Limit, three per club. No charge.

MEMBER PROGRAM PLANNING GUIDE — Pad of 25 survey forms (403) to establish each club member's communication and leadership needs. No charge.

PUBLICITY AND PROMOTION PROGRAMS — Filled with ideas and samples of publicity programs for clubs, areas, and districts. An important "how to" manual (1140). One free to each club. Additional copy 35 cents.



CLUB ANNIVERSARIES—NOVEMBER 1972

25 YEARS

- Belmont 530-4**
San Carlos, California
- Aquatennial Club 534-4**
Minneapolis, Minnesota
- Downtown Club 538-8**
Quincy, Illinois
- Merritt Club 539-57**
Oakland, California

20 YEARS

- Northeast Club 1161-2**
Seattle, Washington
- Tucson Club 1155-3**
Tucson, Arizona
- Boulevard Club 1144-7**
Portland, Oregon
- Lafayette Club 1127-11**
Lafayette, Indiana
- Southwest Club 1029-30**
Chicago, Illinois
- Kla-How-Ya Club 1181-32**
Port Orchard, Washington
- Reynolds Club 1148-37**
Winston-Salem, North Carolina
- Naval Supply Center Club 889-57**
Oakland, California
- Business and Professional Men's Club 1169-68**
New Orleans, Louisiana

15 YEARS

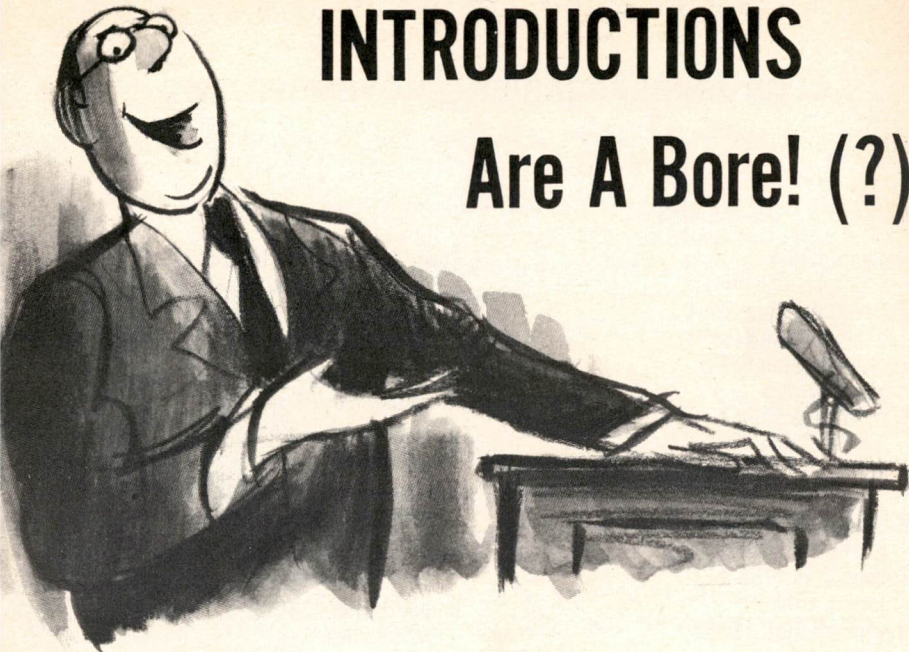
- Town and Country Club 2488-F**
San Bernardino, California
- Copper Basin Club 1751-3**
Kearny, Arizona
- Nel Club 2539-5**
San Diego, California
- Georgia-Carolina Club 2523-14**
Augusta, Georgia
- Beta Aloosters Club 2524-23**
Albuquerque, New Mexico
- John Alden Club 2467-31**
Boston, Massachusetts
- Endicott Club 2584-65**
Endicott, New York
- Housing and Urban Development Club 1795-36**
Washington, D. C.
- Belvoir Club 2578-36**
Fort Belvoir, Virginia
- Hazleton Club 2405-38**
Hazleton, Pennsylvania
- Delaware Forks Club 2483-38**
Easton, Pennsylvania
- Kit Carson Club 2299-39**
Carson City, Nevada
- Hubbard Trail Club 2571-54**
Hoopeston, Illinois

10 YEARS

- Bend 2999-7**
Bend, Oregon
- Gaslight Club 3523-10**
Greater Cleveland, Ohio
- Americus Club 1414-14**
Americus, Georgia
- Evinrude Club 3531-35**
Milwaukee, Wisconsin
- Nashua-Hudson Area Club 2440-45**
Nashua-Hudson, New Hampshire
- Liberty Club 3506-65**
Buffalo, New York
- Concord West Club 2107-70**
Concord West, NSW

INTRODUCTIONS

Are A Bore! (?)



Yes, introductions of fellow members *are* a bore—or at least they are more often than not! You know the routine . . . “At this time it gives me great (grate!) pleasure to introduce a man we all know. He is a past president of this club, and runs the local (insert name of business) shop. He is married and . . .” on and on.

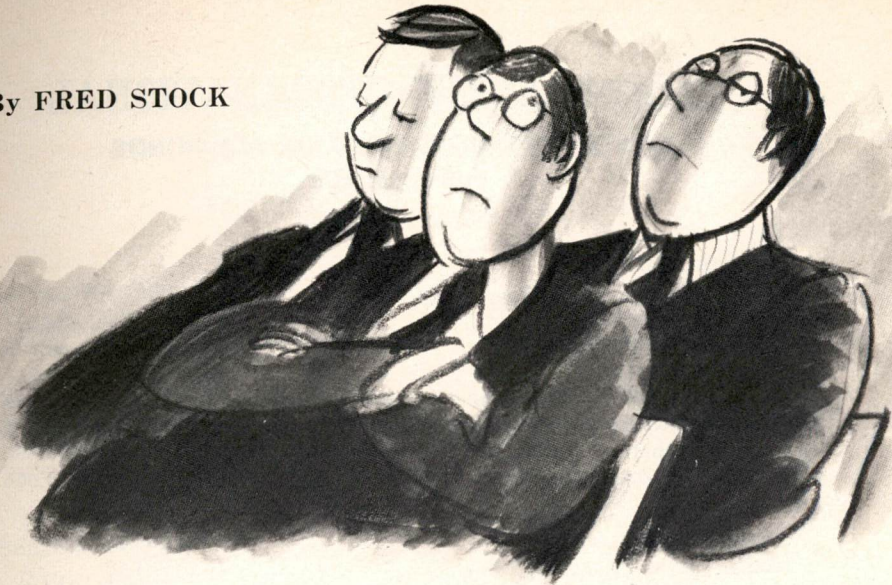
I have yet to find the reason for telling us all that stuff we already know, right after telling us we all know it.

But what about this? “In preparing for the privilege of Toastmaster this week, I dis-

covered that one of our members has a most interesting background in a task that many of us would enjoy. He was, for several years, the man responsible to a major syndicate for quality advice columns. He travelled to the cities where the columns were written, and evaluated the authors and their methods. With his composition ‘Dear Abby, I Hate You!’ here is Past President Joe Doaks.”

Joe Doaks may never have left East Podunk, but he’ll appreciate an inventive introduction to his speech. If the mem-

By FRED STOCK



bers know it’s a spoof, they’ll enjoy it too. If they don’t know, they’ll certainly listen closely when Joe begins his address. In any event, Joe will have a smile on his face, and an eager audience when he reaches the lectern.

Some Extra Thought

All it takes is a little research, and few minutes thought. The results will certainly out-distance that over-used, under-thought stuff we usually get!

A word to the speaker also . . . *your* opening should flow smoothly. Don’t say . . . “Mr. Toastmaster, fellow Toastmas-

ters, and Guests,” and then stop! For smoothness’ sake, have that all-important first sentence ready, and use it: “. . . and Guests, we have a problem in this city and we can all help right now!” There! Now they’re listening to you.

Yes, introductions . . . and openings . . . can be a bore. But they don’t have to be. Don’t let them cut holes in your next speech!

Fred Stock is a member of Club 130-F in Riverside, California. He has been Founder’s District Bulletin editor for the past two years.

TOASTMASTERS INTERNATIONAL

STATEMENT OF ASSETS OF ALL FUNDS

JUNE 30, 1972

GENERAL FUND

UNRESTRICTED:

| | |
|--|---------------------|
| Cash on hand, demand deposits and savings accounts | 72,577.42 |
| Bank certificates of deposit | 55,000.00 |
| Accounts receivable | 20,914.88 |
| Refundable deposits and prepaid postage | 8,600.00 |
| Due from Investment (Endowment) Fund | 1,974.08 |
| Deferred expense — authors' fees | 15,000.00 |
| Total — Unrestricted | <u>\$174,066.38</u> |

RESTRICTED:

| | |
|-------------------------|---------------------|
| Cash — demand deposits | \$34,609.80 |
| Cash — savings accounts | 10,254.10 |
| Total — Restricted | 44,863.90 |
| Total | <u>\$218,930.28</u> |

INVESTMENT (ENDOWMENT) FUND

| | |
|--|---------------------|
| Bonds and stocks, at cost (market value \$139,307) | \$120,267.62 |
| Total | <u>\$120,267.62</u> |

PROPERTY FUND

| | |
|--|---------------------|
| Property, building and equipment, at cost: | |
| Land | \$ 47,220.54 |
| Building | 606,862.65 |
| Furniture and equipment | 96,196.28 |
| Total property, building and equipment | \$750,279.47 |
| Cash on demand deposit — reserve accounts | 49,082.15 |
| Total | <u>\$799,361.62</u> |

Board of Directors
Toastmasters International

We have examined the statements of assets and liabilities of Toastmasters International as at June 30, 1972 and the statement of income and expenditures for the year then ended. Our examination was made in accordance with generally accepted auditing standards and accordingly including such tests of the accounting records and other auditing procedures as we considered necessary in the circumstances.

FINANCIAL REPORT 1971-1972

STATEMENT OF LIABILITIES OF ALL FUNDS

JUNE 30, 1972

GENERAL FUND

UNRESTRICTED:

| | |
|-------------------------------------|---------------------|
| Accounts payable | \$ 18,270.43 |
| Sales tax payable | 731.06 |
| Deferred charter fees | 2,800.00 |
| Contracts payable — authors' fees | 15,000.00 |
| Unrestricted — General Fund balance | \$ 36,801.49 |
| Total — Unrestricted | <u>\$174,066.38</u> |

RESTRICTED:

| | |
|--------------------------------|---------------------|
| District reserve fund balances | \$ 39,823.88 |
| Grants | 2,285.92 |
| Ralph C. Smedley Memorial Fund | 2,754.10 |
| Total — Restricted | 44,863.90 |
| Total | <u>\$218,930.28</u> |

INVESTMENT (ENDOWMENT) FUND

| | |
|-------------------------|---------------------|
| Due to General Fund | \$ 1,974.08 |
| Investment Fund balance | 118,293.54 |
| Total | <u>\$120,267.62</u> |

PROPERTY FUND

| | |
|--|---------------------|
| Property Fund Invested balance | \$750,279.47 |
| Property Fund Reserve balance: | |
| Reserves for additions, replacements and maintenance | 49,082.15 |
| Total | <u>\$799,361.62</u> |

In our opinion the accompanying statements present fairly the assets and liabilities of Toastmasters International as at June 30, 1972 and income and expenditures for the year then ended, in conformity with generally accepted accounting procedures for non-profit educational organizations, applied on a basis consistent with that of the preceding year.

July 12, 1972

Frazer and Torbet
Certified Public Accountants

TOASTMASTERS INTERNATIONAL

GENERAL FUND—UNRESTRICTED STATEMENT OF INCOME AND EXPENDITURES FOR THE YEAR ENDED JUNE 30, 1972

INCOME:

| | | |
|--|------------------|---------------------|
| Membership charges: | | |
| Annual membership fees | \$434,583.18 | |
| Magazine subscriptions | 88,185.01 | |
| New member service charges | 53,787.00 | |
| Gavel Club fees | <u>2,170.00</u> | |
| Total membership charges | | \$578,725.19 |
| Club charges: | | |
| Charter fees | \$ 10,475.00 | |
| Club equipment, supplies and insignia | <u>83,697.23</u> | |
| Total club charges | | 94,172.23 |
| Charges for optional educational materials and supplies | | 110,867.98 |
| Other income—dividends, interest and miscellaneous | | <u>9,533.63</u> |
| Total income | | <u>\$793,299.03</u> |
| OPERATING EXPENSES: | | |
| Administrative | \$ 90,988.47 | |
| General services | 116,460.62 | |
| District/new club services | 82,073.21 | |
| Membership services | 23,287.89 | |
| Publications | 96,351.84 | |
| Educational development | 14,515.81 | |
| Educational materials | 104,189.48 | |
| Club supplies, equipment and insignia purchases | 71,905.59 | |
| Employee benefits | 41,236.49 | |
| General expenses | 110,151.05 | |
| Maintenance and operation of property | <u>39,381.53</u> | |
| Total operating expenses | | <u>790,541.98</u> |
| EXCESS OF INCOME OVER OPERATING EXPENSES | | \$ 2,757.05 |
| OTHER EXPENDITURES: | | |
| Provision for maintenance | \$ 2,000.00 | |
| Provision for replacements and additions to property | 3,600.00 | |
| Founder's pension | <u>1,875.00</u> | |
| Total other expenditures | | <u>7,475.00</u> |
| EXCESS OF EXPENDITURES OVER INCOME | | <u>\$ 4,717.95</u> |

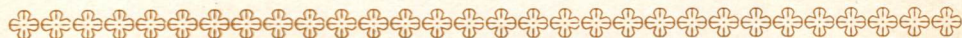
NEW CLUBS

Chartered during August and September, 1972

- 3088-1** WESTERN ELECTRIC Club — Los Angeles, Calif. — Wed., 4:30 p.m. Western Electric Company, 2400 Yates Ave., (728-0111). Sponsored by BELL CLUB 393-1.
- 3644-1** NITTOASTMASTERS Club — Inglewood, Calif. — Tues., 7:15 p.m. Northrop Institute of Technology Campus, (645-8711). Sponsored by HAWTHORNE CLUB 1398-1.
- 2732-2** EVERETT MUNICIPAL Club — Everett, Wash. — Thurs., 7:00 a.m. Walter E. Hall Golf Clubhouse, Casino Road and 10th Ave., (259-8709). Sponsored by GEN-TEL-MEN CLUB 1485-2.
- 777-3** THUNDER MOUNTAIN Club — Fort Huachuca, Arizona — Wed., 11:00 a.m. 2635 Greely Hall, Fort Huachuca, (538-3740). Sponsored by COCHISE CLUB 3198-3.
- 1930-31** LOWELL Club — Lowell, Mass. — Thurs., 7:00 p.m. Fox Tail Lounge, (458-6928). Sponsored by T.N.T. CLUB 2924-31 and Mr. George F. Mullin.
- 2193-31** ISAAC DAVIS Club — Acton, Mass. — Wed., 7:30 p.m. Church of Good Shepherd, Arlington Street, (897-2265). Sponsored by MINUTE-MAN CLUB 1475-31.
- 552-35** AIRPORT Club — Green Bay, Wis. — Fri., 11:30 a.m. Satellite Supper Club, Austin Straubel Field, (499-5210 or 494-3021).
- 2340-36** WEEKEND WARRIORS Club — Camp Springs, Maryland — Sun., 11:30 a.m. NARU, Andrews Air Force Base, (981-6113). Sponsored by AIR FORCE SYSTEMS COMMAND CLUB 2184-36.
- 3542-36** NATIONAL LABOR RELATIONS BOARD Club — Washington, D.C. — Wed., 12:00 noon. National Labor Relations Board, 1717 Pennsylvania Ave., (254-49044). Sponsored by VA GAVELIERS CLUB 2920-36.
- 3740-36** FCC Club — Washington, D.C. — Wed., 12:00 noon. FCC Annex, Training Room A110, 1229 20th St. NW, (632-7505 or 568-6986). Sponsored by CAPITAL CLUB 876-36.
- 1536-49** ATLAS Club — Honolulu, Hawaii — Fri., 11:30 a.m. Flamingo Chuckwagon, 1015 Kapiolani Blvd., (536-4366). Sponsored by MC-AFAN CLUB 737-49.
- 2058-56** DAEDALIAN DEMOSTHENES Club — San Antonio, Texas — Mon., 11:45 a.m. Non-Commissioned Officer's Club, Lackland AFB, (671-5335). Sponsored by Area 9 staff.
- 3560-61** BELL-NORTHERN RESEARCH (BNR) Club — Ottawa, Ontario, Canada — Tues., 8:00 p.m. Cafeteria Bell-Northern Research, Highway 17 at Moodie Dr., (828-2761 ex: 367).

NEW CLUBS

- 2743-62** GRAND VALLEY Club — Ionia, Mich. — Thurs., 6:30 p.m. The Steakhouse, 303 W. Main Street, (527-2792). Sponsored by **CAPITOL CITY CLUB 639-62.**
- 1776-69** ENDEAVOUR Club — Brisbane, Queensland, Australia — Thurs., 6:00 p.m. Spanish Room, National Hotel, corner of Queen and Adelaide Streets, (072 58 2842).
- 2572-69** ADVENTURERS Club — Brisbane, Queensland, Australia — Mon., 8:00 p.m. Adventurers Club, Annie Street, Kangaroo Point, (Brisbane 66 6172). Sponsored by **BOOMERANG CLUB 879-69.**
- 3522-69** KINGAROY Club — Kingaroy, Queensland, Australia — Wed., 7:00 p.m. Broadway Hotel, Kingaroy Street, (Kingaroy 401).
- 2176-72** PUKEKURA Club — New Plymouth, New Zealand — Wed., 7:30 p.m. Pukekura Park Cricket Pavillion, (80689 New Plymouth). Sponsored by **NEW PLYMOUTH CLUB 2833-72.**
- 1218-U** LAGOS Club — Lagos, Nigeria — Thurs., 4:15 p.m. Mobil House, 60 Yakubu Gowon Street, (50430 ex: 152).
- 1425-U** FREEPORT BRANCH Club — Grand Bahama, Bahamas — Mon., 8:00 p.m. Kings Inn Hotel, West Sunrise Highway, (809 3522351). Sponsored by **FIRST BAHAMAS BRANCH CLUB 1600-U.**



HALL of FAME

DISTINGUISHED TOASTMASTER (DTM)

Toastmasters International highest member recognition, the Distinguished Toastmaster award, has been presented to the following:

Charles W. Goerman, Jr., DTM
Old Economy Club 2682-13

Albert F. Boeglin, DTM
Carlsbad Club 1182-23

Miles S. Capron, DTM
Schlitz Club 1989-35

James W. Odegard, DTM
Uni Royal Club 2510-35

Thomas Montalbo, DTM
Revenooers Club 3653-36

W. W. Pearson, DTM
VA Club 817-43
High Noon Club 2028-43

William L. Rowe, DTM
Merrimac Club 3125-66

Congratulations to these Toastmasters who have received the Able Toastmaster certificate of achievement.

ABLE TOASTMASTER (ATM) Certificate of Achievement

- C. J. Blee, ATM**
Smedley No. 1 Club F-1
- M. D. Hernandez, ATM**
Arrowhead Club 788-F
- L. F. Bremer, ATM**
South Gate Club 1587-1
- D. E. Smoot, ATM**
University Club 304-2
- William V. Shumate, ATM**
Sea Ren Club 1994-2
- Dr. Ivan Jo Shields, ATM**
Superstition Club 73-3
- Harold E. Williams, ATM**
Superstition Club 73-3
- R. A. Anderson, ATM**
Dawn Busters Club 1918-3
- D. L. Morgan, ATM**
Globe Club 2197-3
- LeRoy W. Mundell, ATM**
Forty Liners Club 2419-4
- D. J. Moe, ATM**
Fundmasters Club 3120-4
- Fred Weitzen, Jr., ATM**
Professional Mens Club 624-5
- R. A. Thomas, ATM**
Padres Club 1742-5
- N. W. Hamlin, ATM**
Itasca Club 1745-6
- Willis J. Haas, Jr., ATM**
Officers Club 493-8
- Homer W. Fannin, Jr., ATM**
McDonnell Douglas Club 2389-8
- Wayne Keller, ATM**
MDEC Club 3420-8
- Frank H. Ludwigs, ATM**
Walla Walla Club 81-9
- Stanley Altman, ATM**
Ashtabula Club 1505-10
- W. R. Semrau, ATM**
Pioneer Club 17-11
- William Charles Cartwright, ATM**
Anthony Wayne Club 521-11
- F. O. Swathwood, ATM**
Anthony Wayne Club 521-11
- F. O. Kreider, ATM**
Muncie Club 1096-11
- Dow S. Roettger, ATM**
Frankfort Club 2712-11
- C. R. Gardner, ATM**
Eye-Opener Club 1675-12
- Thurber A. Outlaw, Jr., ATM**
Pt. Mugu Officers Club 3276-12
- W. P. Buckley, ATM**
Alcoa Club 1092-13
- G. J. Ott, ATM**
Presque Isle Club 2493-13
- Amilcare Biancheria, ATM**
Monroeville Club 2954-13
- T. H. Bossler, ATM**
Monroeville Club 2954-13
- Maurice G. Fey, ATM**
Monroeville Club 2954-13
- Harold A. Sweeney, ATM**
Monroeville Club 2954-13
- Jack C. High, ATM**
Idaho Falls Club 548-15
- W. G. Maxwell, ATM**
Uptown Club 627-16
- Harold Armstrong, ATM**
Tinker Club 1362-16
- William H. Collinworth, ATM**
Guymon Club 1680-16
- Harold R. Stolhand, ATM**
Ponca City Club 1846-16
- C. E. Prier, ATM**
The Governors Club 3031-16

ABLE TOASTMASTER (ATM)
Certificate of Achievement

David T. Pflanz, ATM
Opportunity Club 451-19

Charles E. Kelley, ATM
Fort Madison Club 1307-19

Lester Lee, ATM
Springfield Club 527-22

V. Fresquez, ATM
Chaparral Club 1205-23

C. A. Richardson, Jr., ATM
Beta Aloosters Club 2524-23

W. L. Hamilton, ATM
International City Club 2880-23

R. W. Eaton, ATM
Gateway Club 1101-24

Theodore R. Lee, ATM
Pioneer Club 97-26

C. A. Jacquemotte, ATM
Anthony Wayne Club 1380-28

Howard Flanigan, ATM
Central Club 96-30

H. McCord, ATM
Tacoma Club 13-32

C. R. Ellenwood, Jr., ATM
Sunrisers Club 2205-32

E. J. Schrang, ATM
Milwaukee Club 466-35

George A. Dempsey, Jr., ATM
Cutler Hammer Club 3437-35

James P. Schiller, ATM
Courthouse Club 3878-35

A. S. Harrison, III, ATM
Springfield Club 1792-36

Alan J. Van den Berg, ATM
Fort Belvoir Club 2578-36

Paul L. Crotteau, ATM
Downtown Club 1386-37

Louis Rubenstein, ATM
Tun Tavern Club 2325-38

E. M. Orr, ATM
Crosswinds Club 3708-39

Ben L. Turpen, ATM
Chaparral Club 2358-44

J. S. Wallace, ATM
Chaparral Club 2358-44

M. B. Badt, ATM
Cosmopolitans Club 2655-46

Louis E. Branch, ATM
Orlando Club 1066-47

Fred J. Topi, ATM
Pompano Beach Club 3003-47

Verne D. Barlow, ATM
Harbor City Club 3042-47

S. A. Alonge, ATM
Hollywood Club 3770-47

J. Ven Frausing-Borch, ATM
Encino Club 303-52

J. G. Mon, ATM
Enfield Club 3206-53

R. Levy, ATM
Downtown Club 2853-56

H. Dawson, ATM
Hayward Club 207-57

J. F. Cooper, ATM
Richmond Breakfast Club 635-57

B. T. Rowlands, ATM
Marin Club 890-57

N. William Rehder, ATM
Rockcliffe Raconteur Club 808-61

Robert D. Scott, ATM
West End Club 2661-66

Roland L. Cullifer, ATM
Merrimac Club 3125-66

PROJECT FUN

TOP TEN
Through September 20, 1972

| NAME | CLUB | # MEMBERS SPONSORED |
|---------------------------|---------|---------------------|
| Eugene E. Keller, ATM | 2924-31 | 60 |
| Earl S. McCanna, ATM | 1-F | 55 |
| Robert G. Glenn, DTM | 875-19 | 50 |
| Guy H. Peden | 524-40 | 40 |
| Albert C. Burlingame | 1735-39 | 38 |
| Richard E. Schneider, DTM | 1846-16 | 30 |
| Hashim S. Shawa | 775-7 | 25 |
| Howard Chambers | 1398-1 | 20 |
| Michael G. Shayne, DTM | 2582-47 | 20 |
| Luther Graham | 802-3 | 15 |

| NAME | CLUB | # KEY MAN AWARDS WON |
|------------------------------|---------|----------------------|
| Ernest B. Cunningham | 1979-36 | 2 |
| Hubert E. Dobson, DTM | 2005-40 | 2 |
| John J. Witte | 3536-8 | 2 |
| Allan Welch | 325-3 | 2 |
| Victor Lore | 1398-1 | 2 |
| Kenneth Brammer | 715-11 | 2 |
| Allen H. Flagg | 1-F | 1 |
| M. La. F. Ford | 1997-U | 1 |
| Hart Miller | 325-3 | 1 |
| William Hall | 902-13 | 1 |
| Charles W. Goerman, Jr., DTM | 2682-13 | 1 |
| Arthur G. Kilbourn | 386-19 | 1 |
| Russ Goodson | 3498-27 | 1 |
| James B. Mitchell | 726-28 | 1 |
| Theodore J. Kedzierski | 2574-30 | 1 |
| Daniel M. Shea, DTM | 675-31 | 1 |
| Grafton Dickson, DTM | 1898-32 | 1 |
| John R. Crossman | 1499-35 | 1 |
| George Sommerfield | 2273-35 | 1 |
| Albert D. Petrella | 1511-36 | 1 |
| Richard F. Walsh | 1999-36 | 1 |
| Alexander Sadowski | 2133-36 | 1 |
| Harry Bernat, DTM | 3272-36 | 1 |
| Steve J. Pscodna | 3294-36 | 1 |
| John L. LeGrant | 2643-38 | 1 |
| D. C. Marshall | 3062-38 | 1 |
| Travis A. Thomas | 2971-39 | 1 |
| William J. Winters, DTM | 1898-46 | 1 |
| John Zwarycz, DTM | 1898-46 | 1 |
| David B. Meeks | 3668-47 | 1 |
| Emmett Clary, DTM | 3909-47 | 1 |
| Walter B. Magness, ATM | 966-56 | 1 |
| William L. Rowe, DTM | 3125-66 | 1 |

CLUBS in acTion



NEW BRITISH CLUB—In a formal ceremony District Governor **Gaylord Giles** presents the new charter of Guildford Club 2119 to its president, J.W.R. Francis. More than fifty attended the ceremony in Surrey, England.

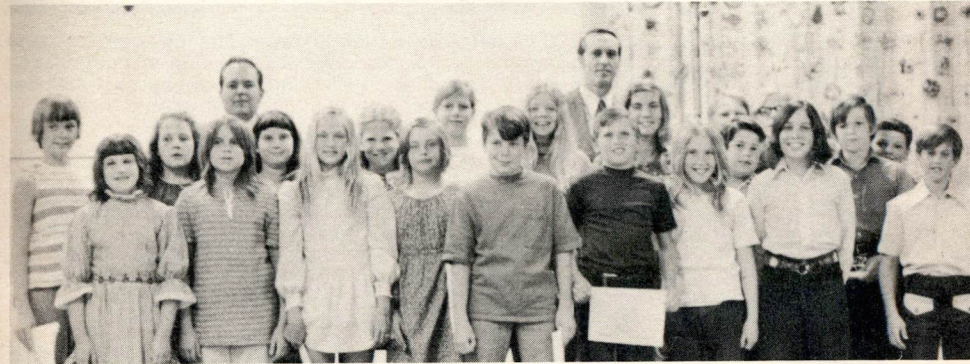
FLOATMASTERS—Members of **Oconomowoc Evening Club** 834-35 in Wisconsin cruise through one of their summer meetings held on a pontoon boat.



TOASTMASTERS MONTH—**Mayor Florence E. Douglas** of Vallejo, Calif., proclaims October as Toastmasters Month, and discusses club plans with Vallejo area club presidents (l. to r.) James Kurtz, Mel Aranas, Al Zelinko, and Adm. V P. Sam Johnson.

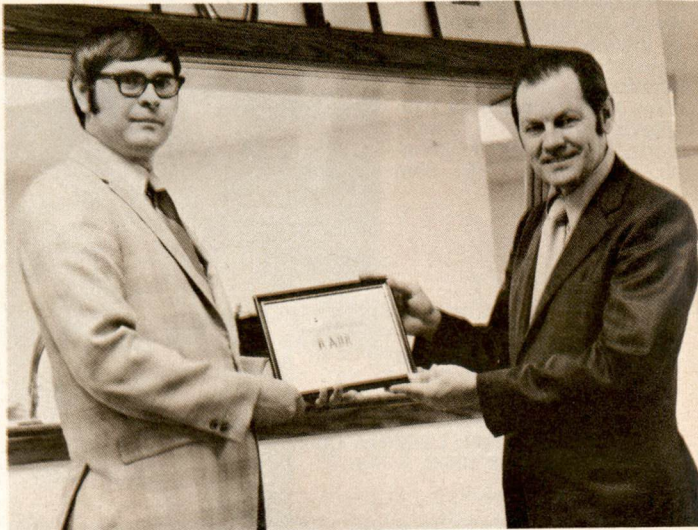


YOUTH LEADERSHIP CLASS—International Director **Durwood English, ATM**, and Youth Leadership Coordinator **Jim Cherry** graduate students of Briar Patch Elementary School, La Mesa, Calif. The Youth Leadership class was sponsored by Mt. Helix Club 126-5.



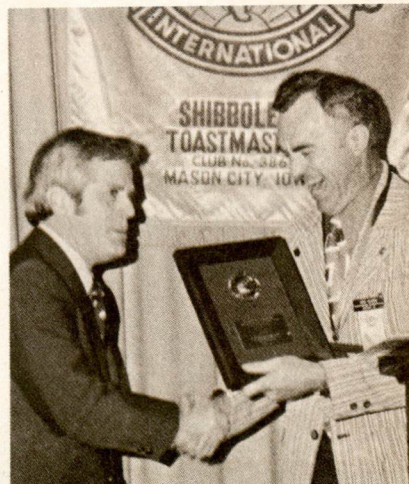
SPEECHCRAFT GRADUATION — Educational V.P. **Carl E. Barth, Jr.** (left), **Club 994-8**, awards Speechcraft certificates to William Jenner, John Costello, Gerald Hagene, Darwin Huller, and Charles Lacy in O'Fallon, Illinois. Five out of seven Speechcrafters joined the club.





PROJECT SPOT—**Jeff Solem** (right), owner and manager of radio station KABR, Aberdeen, S.D., receives a certificate of appreciation from David Merrill of Hub Club 924-41. Mr. Solem is a past member of Hub Club and was recently elected mayor of Aberdeen.

NEW MAYOR—**Mike Guerra**, past president of Bell Club 393-51, has been elected to the city council of the City of Commerce, Calif., and selected by the council to serve as city mayor for 1972. Mr. Guerra has been a Toastmaster for six years.



AWARD PRESENTED — International Director **Robert Glenn, DTM**, presents District 19's first Communication and Leadership Award to veteran broadcaster **Bill Riley** (left) in Ames, Iowa.

RALPH C. SMEDLEY MEMORIAL FUND

Here's your chance to join those listed below in showing you care. We need \$4000 to create an evaluation research program, assisted by professionals in speech communication, which will lead to a new member manual on "how to provide effective evaluation."

The **Ralph C. Smedley Memorial Fund** was set up for just such a purpose, and your contribution will help get this vital project under way, as well as honoring our founder, Dr. Smedley.

CONTRIBUTORS THROUGH SEPTEMBER, 1972

| | |
|-------------------|-------------------|
| L. D. Anders | H. A. Richardson |
| Adam Bock | Joe Rinnert |
| Moses E. Brener | Gene Smythe |
| M. Burke | William Steele |
| Jim Butler | Eric Stuhlmuehler |
| Win Chesley | Charles Swan |
| Dave Corey | Cliff Thompson |
| Art Diamond | Club 62-F |
| Marlin W. Ditchey | Club 2377-6 |
| W. Engle | Club 378-17 |
| Guy Ferry | Club 3053-42 |
| G. D. Fullerton | Club 1368-45 |
| Aaron H. Gumm | Club 1555-45 |
| Russ Herron | Club 3217-45 |
| Frank Hurst | Club 3041-46 |
| George Moses | Club 1169-68 |
| Art Ottman | Club 3174-68 |
| Donald Paape | Club 3732-69 |
| Chris Petersen | District 3 |

Mail your tax deductible contribution to:

The Ralph C. Smedley Memorial Fund Toastmasters International
2200 North Grand Avenue
Santa Ana, California 92711

PROJECT FUN

MEMBERSHIP BUILDING AIDS

| CATALOG NUMBER | ITEM | PRICE |
|----------------|--|--------|
| 1159 | Membership Sales Program (First copy free) A wealth of ideas successfully used by clubs to increase membership | \$.25 |
| 366 | Silent Salesman (For on-the-spot prospect contact) | 3.75 |
| 108 | From Prospect, To Guest, To Member (First 25 free) | .01 |
| | The "how to" sell your club | |
| 412 | Bulletin Board Posters (Membership Sales)12 for | .50 |
| 1015 | Membership Sales Program Check List (Limit 3 per club) | NC |
| 1021 | Club Attendance and Membership Contest (Limit 1 per club) | NC |
| 99 | Communication and Leadership Program (First 25 pamphlets free) | .01 |
| 100 | Introducing the Toastmasters Club (First 25 free) | .01 |
| 101 | We're In It Together (First 25 free) | .01 |
| 112 | Checking Account for Success (50 pamphlets) | .35 |
| 124 | All About Toastmasters | .05 |
| 344 | Guest Invitation Cards and Envelopes25 for | 1.25 |
| 348 | Invitation to Membership25 for | 1.25 |
| 411 | An Announcement for You25 for | .50 |
| 402 | Prospect Orientation Program Form (Limit 3 per club) | NC |
| 1007 | Sample Invitation Letter (Limit 1 per club) | NC |
| 203 | Speechcraft Promotional Kit | .25 |
| 203-A | Questions and Answers about Speechcraft Program | NC |
| 207 | Speechcraft Promotional Brochure | .01 |
| 1153 | Speechcraft TV Slide | 1.65 |
| 231 | Guest Badge-Visitor's Card | .02 |
| 396-B | Badge, Self-Adhesive | .05 |
| 904 | Visitor's Card30 for | .50 |
| 127 | Speakers Bureau Brochure (Limit 1 per club) | NC |
| 1019 | Communications Meeting (Limit 3 per club) | NC |
| 1020 | Community Contact Team (Limit 3 per club) | NC |
| 1140 | Publicity and Promotion Programs (First copy free) | .35 |
| 1141 | Your Community Programs (Limit 5 per club) | .50 |
| | (Add 25¢ shipping charges) | |
| 1147 | Sample News Releases | .50 |

MATERIALS AVAILABLE FROM WORLD HEADQUARTERS

Toastmasters International, P.O. Box 10400, Santa Ana, California, U.S.A. 92711