

THE *Toastmaster*

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TOASTMASTERS INTERNATIONAL, Incorporated in 1932, is a non-profit educational organization of 900 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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BEFORE THE SNOW CAME

Charles Cover, a member of the Toastmasters Club of Zanesville, Ohio, is responsible for the cover picture. His son and his granddaughter appear in a characteristic pose for autumn. The picture was taken on Toastmaster Cover's farm near Zanesville, the former location of "The Blue Lion" tollgate on Route 40, and only a short distance from the famous Headley Inn. There may be no frost on these pumpkins, but there is ample promise of Hallowe'en frolics and Thanksgiving pies.

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SPEECH MATERIAL



How to find ideas and material for speeches appears to be a major problem with a good many Toastmasters. To meet their need, THE TOASTMASTER presents a symposium on the subject.

Men from various parts of the land have been asked to answer the question by relating their own experiences and explaining their personal methods. It was the original intention to present all these contributions in this issue of the magazine, but so many were received, and these were of such high grade in potential helpfulness that it has been found necessary to use the material serially.

This month you have helpful suggestions from six men, widely scattered as to geographical location, but closely united in their interest in better speech and better speeches. Others will be presented in the December issue, and possibly in January.

If you have a problem in finding things to talk about, SAVE THESE MAGAZINES for reference.

Read the Newspapers

says S. Frank Holmes, of Wellesley Hills, Massachusetts,
Governor of Area Two, New England District 31.

My brief experience in Toastmasters has convinced me that the most interesting and generally the most inspiring speech is based on human relations.

As a source of this material I find the daily paper to be one of the best. Biographical sketches as they appear in magazines are also helpful and properly presented frequently come within the experience of the listeners.

Most of us are busy and have little time for exhaustive studies. Technical subjects have a limited appeal — but you can pick up any metropolitan daily and dig out a story which, with a slight embellishment, will provide you with excellent speech material.

NOVEMBER, 1950

Listen for Ideas

is the method recommended by Paul W. Haeberlin, insurance underwriter, of Windsor, Ontario, Past Governor of District 28.

I work principally on what I call the "Germ of an Idea" method. In listening to and evaluating speeches, I frequently run across ideas in speeches that have not been fully developed. If the idea appeals to me, I will mull it over, add to it and develop the theme. I am then prepared to plan it completely. This has been an asset as it always enables me to have a speech on tap. I dislike rehashing someone else's research; I like to be original. An idea must appeal to me before I enjoy talking about it.

Which — not What — to Talk About

is the theme of these lines by Clement B. Penrose, Past Governor of District 1.

"From the halls of Montezuma to the shores of Tripoli,"
From the pages of *The Digest* to events of history,
From the plays of William Shakespeare to the stories in *The Post*,
From the avenues of Boston to old Frisco's Barb'ry Coast,
From the lives of Plutarch's heroes to the saga of Bill Boyd,
From the problems of my children to some things we should avoid,
From events in daily papers, from a solitary walk, —
I can gather gruesome data for an interesting talk;
For most everything we study or enjoy we can enrich
With a bit of personality. My problem, then, is — which?

Critical Listening

works well for Aubrey B. Hamilton, attorney of St. Louis, Lieutenant Governor of District 8.

I have found that the habit of critical listening to other speeches, particularly speeches delivered in Toastmasters meetings, is an excellent method of assimilating information and material that may be of help in preparing for speeches of my own. Toastmasters training in evaluation has made it quite easy to analyze a speech for ideas as well as for the technique of speaking. Such new ideas and the different approaches used in various speeches are to a considerable extent absorbed by a listener, become part of his memory reserve, and thus become material available to him for his own use when he himself is called upon to discuss facts and present arguments in his own talks. That has been my experience. An average Toastmasters meeting has at least four speeches on

various subjects, and meetings occur about fifty times a year, so that during the course of regular attendance for one year a member can obtain information which he can later use on perhaps as many as two hundred different subjects.

Be a Hermit — and Think

or use your experience in reading, listening and observing, says Glenn H. Holsinger, of Seattle, Governor of District 2.

A hermit might make a very good speech, largely because he has had time to think. Most of us do not have much time and must get ideas second-hand, dressing them up with a few thoughts of our own.

My best speeches have been the result of a series of discussions on subjects in which I am deeply interested. I like to argue and never miss an opportunity. I can always win the argument, so far as I am concerned, by making a speech on the subject.

I also get many ideas from reading. I do not mean that the article or book itself interests me as a subject but some idea expressed by the author challenges me and I want to use it.

It really adds up to experience. Reading, conversation, observation — all a part of life's fabric — furnish abundant material for the alert Toastmaster.

Material Is Everywhere

says E. E. Armstrong, C.P.A., of Shreveport, Louisiana, Lieutenant Governor of District 25.

Where do I find speech material? Everywhere!

Personal experiences, listening to other speakers, reading everything I can get my hands on — books, leaflets, newspapers, advertisements. The supply seems to be inexhaustible, perhaps because I am always looking for something I may want to use.

Since I have been interested in public speaking, I have created my own special source: a collection of newspaper clippings, quotations, speeches prepared by others, reports on speeches, magazine articles, — a regular hodgepodge from everywhere, all filled with rich ideas, forming a sort of melting pot of ideas, which I let simmer to my own liking. The collection has proved to be a lifesaver more than once.

To this collection I have added material from magazines, papers and other publications of small circulation. Here I find new ideas, or rather old ideas expressed differently, which when properly polished become very valuable gems.

In my opinion, there is no "best" source, for the least likely sometimes springs to the front as the best for the occasion.

THE Toastmaster

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ORIGINALITY, as someone has said, consists in remembering what you read and forgetting where you read it.

That is to say that our thoughts and ideas, with few exceptions, are borrowed. Our originality consists in giving them a different expression. Very few of us, in the course of a lifetime, really originate anything. We build on what others have thought and said before us.

Voltaire wrote, two centuries ago:

"Originality is nothing but judicious imitation . . . The most original writers borrowed one from another. The instruction we find in books is like fire. We fetch it home from our neighbor's, kindle it at home, communicate it to others, and it becomes the property of all."

Someone else, using the same idea, wrote: "One of the best uses of originality is to say common things in an uncommon way."

Few of us, in our speaking, are likely to create something intrinsically new, but we may recreate old truths for ourselves and our hearers which will be new and strange because we are new in meeting life's experiences.

Now there is a stimulating word: *experiences*.

If we possess any originality at all, it is in our ability to appraise and interpret our own experiences, and weave them into our speech. What we gain by reading and listening relates itself to our own speaking to the extent to which it can be connected with our experiences. Each man, in his own life, has encountered circumstances which taught him lessons about living. If he is wise, he utilizes such experiences to make his own life better. He learns in the famous "school of experience."

When he speaks, he does not repeat, parrotlike, the words of another, but he combines the words of others with his own discoveries, and builds a speech which has vitality because it is reinforced by the speaker's personality. He goes to books and magazines for material and for facts, but he digests all such materials and recasts them in the mold of his own thinking.

A Plea For Persistence

By GEORGE W. S. REED, President of Toastmasters International



Last month this page carried an exhortation for immediate and specific effort to build all club rosters to thirty active Toastmasters — by January 1, 1951. The rewards are notable, as any member of a full club will tell you. None can be positive, however, as to whether a properly planned, well-conducted club program results in full membership — or vice versa. So why not try both and find out for yourself? Knowing the necessity for persistence on such matters, I want to pass on to you a significant poem by an author whose name I do not know:

There Is No Failure Save in Giving Up!

When things go wrong, as they sometimes will;
When the road you're trudging seems all up hill;
When the funds are low and the debts are high,
And you want to smile, but you have to sigh;
When care is pressing you down a bit,
Rest, if you must — but don't you quit!

Life is queer with its twists and turns,
As every one of us sometimes learns;
And many a "failure" turns about
When he might have won had he stuck it out.
Don't give up, though the pace seems slow;
You may succeed with another blow.

Often the goal is nearer than
It seems to a faint and faltering man;
Often the struggler has given up
When he might have captured the victor's cup;
And he learned too late, when night had slipped down,
How close he was to the golden crown.

Success is failure turned inside out —
The silver tint of the cloud of doubt,
And you never can tell how close you are;
It may be near when it seems afar:
So stick to the fight when you're hardest hit —
It's when things seem worst that you mustn't quit.

The Impression You Make

"What a pleasing personality!"

Do people ever say that about you? If they do, you are to be congratulated.

All too often we hear it in the negative: "What an unpleasant personality!" they say.

Good or bad, just what do we mean by *personality*?

So many definitions have been given that it is almost impossible to invent a new one, and yet we cannot keep from feeling that the real definition has not yet been phrased. Personality is an elusive thing, hard to define, but always easy to recognize.

One writer has said that "Personality is that something — that characteristic — which makes a person either likeable or unlikeable, agreeable or disagreeable." We may accept this, even though we are unable to say just what "that something" really is. We may try to find it in physical characteristics, or in mental or emotional elements, but the fact remains that personality is a combination of many things, hard to identify.

Someone has said that personality is the impression we make on others with whom we come in contact. That is a good way to put it, provided we can determine what are the factors which give the impression.

There is the physical appearance, plus the attitude toward life; the facial expression, plus the mannerisms of posture, speech and dress. Perhaps we can agree that habits, attitudes, thinking and reactions combine to produce the effect which we call personality.

But one great factor in making our impression on people is in the way we talk. Our manner of speaking goes further than any other one element in revealing us to others and making an impression on them.

You have seen some unattractive person, homely, perhaps deformed, who became an entirely different being as he began to speak. His voice and his words illuminated his being and made him attractive, inspiring, absorbing, in spite of his disappointing exterior.

Take a lesson from him. Since his speaking so impresses you, learn to make your voice work for you in creating a favorable impression on people you meet.

The better you speak, the better is the impression you make on all about you. Let speech improvement be one of your principal agents in personality improvement, which must be a goal for every thoughtful person.

Don't Let Yourself Get Bugged Down, but

KEEP ON CLIMBING

By JOHN C. KELEHAN, of Wenell Toastmasters Club, No. 435, of Minneapolis

Many a man who joins a Toastmasters Club makes rapid improvement at first. By the time he has completed six or eight *Basic Training* projects he begins to bog down. He gets the idea that the Toastmasters Club has taught him all that it can teach.

He falls into a rut in executing the various assignments, such as the prepared speeches, the Table Topic speeches, and the evaluations. He ceases to climb.

It is true that part of the blame for this may rest with the officers of the club, for failing to provide inspiring leadership. The Educational Committee may not be functioning at top efficiency. But the major portion of the blame must necessarily rest upon the individual.

The Toastmasters Club is primarily a self-improvement organization, with emphasis on the *self*. The member gets as much benefit as he is willing to take, but it all depends on him.

It follows that if the individual is to improve himself, he must first of all seek inspiration and guidance in the various materials provided for him by Toastmasters International. He must read,

re-read and study again these materials until he knows and understands them thoroughly.

And then, to learn a thing thoroughly one must *apply* what he learns, or it is soon forgotten. Every meeting of the Toastmasters Club is a chance to apply these principles, and every contact in everyday life is still another chance. Constant review and constant application of the principles taught in Toastmasters will, in a reasonable time, result in success. It will enable the member to become a polished speaker, possessing poise, emotional control, and a more mature outlook on life. It will make him a more useful member of society.

You are advised not only to make good use of the material given you in the Toastmasters Club, but to supplement this material with well-chosen books on business speech. Toastmasters International recommends certain such books for you to use. You should buy some of these, and start your own speech library.

Set yourself a definite program of reading and study. Take 15 minutes or more each evening, or at

some convenient time during the day, and adhere to it. Become your own schoolmaster.

Don't depend on someone else to do all the work of improving your speech. Others may guide you, but progress will come by your own efforts.

You need not bog down.

New Clubs — When and Where They Meet

- 880 CLAYTON, Mo., (D 8), *Clayton*, Thursdays, 6:30 P.M., Yacovelli's Restaurant.
- 881 YREKA, Calif., (D 7), *Yreka*.
- 882 MOUNT VERNON, Ill., (D 8), *Mount Vernon*, Mondays, 7:00 P.M., L. & N. Cafe.
- 883 SAN FRANCISCO, Calif., (D 4), *C. P. A.*, Wednesdays, 6:00 P.M., Domino Club.
- 884 SHREVEPORT, La., (D 25), *Caddo*, Wednesdays, 6:00 P.M., Caddo Hotel.
- 885 HARRISBURG, Pa., (D 13), *Harrisburg*, alternate Wednesdays, 6:15 P.M., 3607 Derry Street.
- 886 TULARE, Calif., (D 27), *Tulare*, Mondays, 6:15 P.M., Martin's Restaurant.
- 887 LOS ANGELES, Calif., (D 1), *Southwest Realtors*, Fridays 1:00 P.M., Board Auditorium, 4907 South Vermont Avenue.
- 888 WASHINGTON, D. C., (D U), *Jay Cee*, alternate Wednesdays, 6:15 P.M., 400 Restaurant.
- 889 SAN FRANCISCO, Calif., (D 4).
- 890 SAN RAFAEL, Calif., (D 4), *Marin*, Thursdays, 6:45 P.M., San Rafael.
- 891 HYANNIS, Mass., (D 31).
- 892 MT. VERNON, Ohio, (D 10), *Mt. Vernon*, 1st and 3rd Tuesdays, 6:30 P.M., Curtis Hotel Dining Room.
- 893 ELGIN, Scotland, (D 18), *Elgin*, alternate Wednesdays, 7:30 P.M., Golden Arms Hotel.

The Voice of Freedom

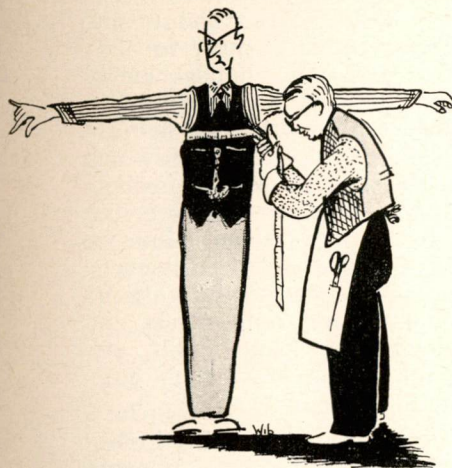
Most Toastmasters have signed up on the Crusade for Freedom Scroll, and have contributed to the fund with which the international radio station will be established. No group understands better than Toastmasters the power of the human voice to carry the message of freedom to all men. Let us "tell the world."

You need not quit climbing. The heights are still before you.

You can improve, and you will improve, just so long as you keep on making the effort. When you stop working, you will stop improving. For that, do not blame the Toastmasters Club — blame yourself.

Tailored Criticism

By DR. RICHARD L. HOY, of Waterloo, Iowa, Toastmasters Club, No. 101



It's a good word; don't be afraid to use it. In recent times some individuals tend to avoid the words *criticize* and *criticism* because to them they have an unpleasant connotation. This avoidance is due to a misunderstanding of the terms. The dictionary definition of *criticism* most applicable to Toastmasters is "The art of judging and defining the merits of a literary or artistic work." If you substitute the word *speech* for the last four words, it describes exactly what we do at our very best. If you want to use *criticize* and *criticism*, do it.

Who benefits from criti-

cism? The good done is threefold, to the speaker, to the critic and to the club as a whole. Nowhere else can an individual receive such personal attention and honest criticism as he gets in Toastmasters. His business associates are afraid to hurt his feelings; his friends can't or won't criticize his speech, and his wife is too complimentary in the first bloom of romance, and tends to become hypercritical after that.

The critic benefits in that he not only has a chance to give a short speech, but also, when he criticizes a fault in another which is a glaring weakness of his own, he is once again reminded of his own shortcoming and renews his determination to overcome it.

The club as a whole is favorably influenced by individual criticism because all of us have the same problems to a lesser or greater degree. Frequently it is easier to help ourselves by seeing our mistakes first illustrated by another speaker and pointed out by the critic.

What is my duty as a critic? You say, "That's obvious, to help the speaker im-

prove." But is it that simple? Too often we tear into a speech, rip it to shreds, then throw it on the floor and stamp on it. Or we praise it to the skies until the speaker is blushing at least to his collar. In either case we are burying the speaker for the speech, because we aren't showing him how to improve.

In criticism we should analyze the potentialities of a speaker. Observe his stature and physical appearance; listen to his voice; consider his background; and above all else, study his personality, because it is within the framework of this analysis that you will help him. He has been developing his character and personality for thirty or forty years; you can't change it over night.

Each person is an individual unlike anyone else in the world. All people can't be the same and if they could we wouldn't want them to be; tailor the criticism to fit the man. Always make suggestions for improvement. The speech is an insight into the man and should be used as such. As much as possible,

forget the speech, for it is nearly dead when you leave the meeting, but improve the man, for he will live a long time.

How "tough" should I be? Any Toastmaster should be willing and happy to receive just and honest criticism. In the short time allowed the critic, it is impossible to lay a groundwork of flattery to soften needed adverse criticism if the critic is to have sufficient time to cover all he should. However, an inexperienced and fearful neophyte not only needs encouragement but can't remember too numerous suggestions anyway.

Be gentle with him in his infancy; build his morale and suggest two or at most three things to work on. The experienced Toastmaster should expect and receive honest, straight from the shoulder criticism. There is another class of speakers, those who from inadequate preparation, lack of interest, carelessness or lethargy perform far below their capabilities. These need to be shocked. With them you can't be too tough.



"The more you get out of Toastmasters, the more you can give."

WORDS ARE LIKE *Shadows*

By RALPH C. SMEDLEY

Where did words come from?

Who first taught man to speak?

How did primitive man happen to name things as he did?

How did he ever learn to put words together so as to form sentences?

Why did some words name objects while others named actions?

Such questions as these have agitated the minds of students and philosophers from the beginning of culture. The ancient Greeks and Romans speculated on them, and probably the thinkers among still earlier peoples were troubled by them. Even today, we face the same problems and meet the same mysteries. The ideas of earlier philosophers may be helpful to us.

For instance, there was Heraclitus of Ephesus, a philosopher who lived twenty-four centuries ago. He speculated at length on the origin and nature of words, and came to the conclusion that words exist naturally. They are "like the shadows of things, like the pictures of trees and mountains reflected in the river, like our own images in a mirror."

Democritus, living a century later than Heraclitus, called words "statues in sound," by which he seems to have implied that they are not natural growths, as his predecessor held, but works of art, not in stone or brass, but in sound.

In our modern thinking we usually reject both theories. We agree with Dr. Max Muller, that a word is simply a symbol or name for an idea. When people generally agree that a certain object or action can be identified by some word, that word becomes its name. Thus, an apple is an apple because that is what we all call it, in our English speech. It could just as easily have been something else, if people had identified it otherwise.

Thanks to the work done by philologists in recent generations, we know that many of our commonest words carry stories which can give us new interest in our speech. In a sense these stories and hidden metaphors confirm the thought of the Greek philosopher that words really are shadows, not of material things, but of experience.

One of the strangest developments in all the history of

words is that which leads to the name given to the northernmost part of the earth — the Arctic regions. (Please pronounce it “ark-tic,” for the middle *c* rates full value. Don't call it “artic.”)

According to Max Muller, this word goes back to the Sanskrit, to a certain root, *ark* or *arch*, which meant brightness. It was variously applied to bright objects, such as the sun and moon and stars. Those bright stars in the northern sky, circling about Polaris, received a Sanskrit name based on the *ark* root, emphasizing their brilliance.

The same term was applied to the bear, possibly because of his bright eyes or his shining fur coat, or because the people wished to compliment this dangerous enemy and cultivate his friendship.

Later on, when the Greeks began to call the constellation *arktos*, borrowing the Sanskrit term, they thought it was the name of the bear. Hence arose the misunderstanding which gives the “Big Dipper” its classical name of “The Bear,” for the Latin tongue took the Greek word and translated it into *ursa*, definitely meaning “bear.”

Even the liveliest imagination has difficulty in finding any similarity between the constellation and the form of a bear or any other animal.

The ancients went to great trouble to draw star maps which would give the name an excuse. But the name persists, and we still designate it, scientifically, as “Ursa Major,” carrying over to its lesser neighbor the name “Ursa Minor.” There is much better sense in our common appellation, “The Dipper,” suggested by the star arrangement.

The Greek *arktos* is the background of our “Arctic.” Thus the name of the northern zone is based on a misunderstanding of a name framed thousands of years ago in Central Asia. While to those who originated it, the name signified “shining,” and to more recent ancients “the bear,” — to us it suggests the thought of extreme cold and the midnight sun.

Anyone who has seen the sun shining on the snow fields of the far north can realize that the original meaning is appropriate to the dazzling brilliance of the icy wastes.

And so we may agree with Heraclitus in his theory that “words are like shadows.” In studying their origin and development we come on to many instances of shadows and reflections of human activity. But we can hardly escape the conviction that words, at the basis, are but symbols of objects by which we can conveniently identify them.

Can You Talk Shop?

By ERNEST S. WOOSTER

Are you able to tell about your own business so that a stranger becomes interested?

Most people have never noted the drama, the humor, the oddities in their own occupations. Are you one of that crowd?

Ed Wynn took radio commercials and kidded them into a real part of his entertainment. Other clever folks have successfully followed this same procedure. Maybe you can do something of the sort with your occupation.

To make good use of this technique, you will have to discover the fine line between humor and ridicule, between fact and fantasy; but it is very effective — this style — if you can use it, and it is one which you can afford to experiment with in your Toastmasters Club.

There is something interesting in every trade. Even if you are an embalmer, there's humor in that. You must find the humor and use it.

The addled customer and the confused employee provide many mirthful episodes. Maybe these incidents were not funny at the time, but the lapse of a few days or weeks can erase the tragedy from

them and lay bare the vein of humor.

Sometimes there is drama, too. You may find it in a real estate deal if you look beyond the commission and the sale, and see what lies underneath. Possibly it is an old homestead being sold by the last member of the family. Perhaps the buyer is realizing his dream of a lifetime. Perhaps the property in question is involved in local tradition.

History is a part of any business. There is a history back of your own, or back of the concern which employs you. If it is not the company or corporation, it may be the product, or the processing, or the origin of the product.

Your own personal part in the business can be a story. Many a person finds his life occupation in something which he entered casually or by accident.

How did you get into it? What was your first task? What were some of the humorous or regrettable errors which made those early days a matter of worry to you and of concern to your employer and your associates?

Most of us spend our lives principally in making a living. Some of us follow the same line, even work for the same

firm for many years. Then there are others with varied careers in dissimilar occupations. There is experience in the first, drama in the second. If you are able to tell these things in a lively manner, others will be interested. You will find opportunities to speak outside your club.

Moreover using these experiences for speech material will add to your own appreciation for them, and train you to look for the interesting matters which may have been escaping your notice. You don't have to bore your friends when you talk shop. You can actually entertain them, add to their appreciation for what you are doing, and perhaps make friends for your firm.

Look at your job objectively, from the outside, as though it were someone else's job. See how it may look to other people.

There was a man in a government position who studied his work and the scope of the branch of government in which he was em-

FOR YOUR PROTECTION

By E. M. SUNDQUIST, General Insurance

I am an insurance man, so I won't give you even one guess as to whether or not I like to talk about my business. Talking about my business *is* my business — and no fooling. Put a piece of tape across my mouth and I quit eating, or

employed. He talked about it, interjecting some facetious comments, kidding the government, the general public, and his audience. He adapted some good stories to his theme, and made the dry discussion entertaining as well as informative. People liked it. He was invited to cover much of the rubber chicken circuit in his area. Service clubs and other organizations welcomed him.

The trick is to present serious matter in an un-serious manner. You can put life and interest into the driest subject by this method.

There is plenty to talk about — entertainingly, educationally and constructively — in your business or occupation. Your task is to select it, dress it up effectively, and then to tell it in humorous or dramatic or some other unusual fashion.

Never apologize for "talking shop." It may be the subject you are best qualified to talk about. Certainly it will interest your listeners if you do it well.

take a course in Indian sign language.

I like to tell people about my product. I enjoy pointing out the contribution insurance makes in the establishment and stabilizing of credit. It gives one a tremendous lift to

be able to provide a client protection of his home, his income, all his material possessions.

And people are always interested in the story of Lloyd's of London, or in that original Volunteer Fire Department at Philadelphia, and the early days of insurance at Hartford, from which our great insurance structure has grown. There is romance, excitement, allure in insurance.

FABRICATION

By FRANK E. LEARNED, Superintendent Santa Ana Woolen Mills

Talk about my business?

Just try to stop me. Why? Because I like it. My business is neither a science nor an art, but rather a combination of both. It is interesting and challenging. It requires the combining of animal, vegetable and mineral elements to make the finished products which are necessary for man's protection, complimentary to his ego and pleasing to his eye.

The ancient temples are hung with its creations. Famous hotels are enriched by its handiwork. It can be soft as silk, brash as burlap, colorful as a sunset or as drab as a foggy morning, light as down or heavy as a wet blanket.

It enhances the beauty of a woman, protects the soldier in

But I haven't always enjoyed talking about insurance. There have been many times when I hoped and prayed my customer would say "NO," so I could get out into the fresh air again and start to breathe. As a Toastmaster, fear went quickly, then followed an ability to organize my sales presentation into a brief and concise statement. The transition took time, but I can recommend it to anyone, for after all, we are all salesmen, aren't we?

the field and strikes a vibrant chord in your piano.

At home or traveling, by boat, car, Pullman, or plane; at your work, young or old, awake or asleep, its products are close to you.

Certainly there is satisfaction in being associated with a business as old as history, vital to and enriching the lives of men.

Who wouldn't want to talk about a business offering such opportunities for service, creative art and scientific manufacturing? What? Oh yes, we are just old fashioned enough to strive to make a profit too.

Why, a series of six-minute talks from now on would not begin to cover the history, romance, beauty and promise of the textile industry, so ask me again sometime. Will you?

What's Going On

Aloha



Official U. S. Navy Photograph

Joint meetings and charter presentations have marked recent months in Hawaii. The new Pearl Harbor Toastmasters Club was honored by the presence of Rear Admiral Roy T. Cowdrey, Commander of Pearl Harbor Naval Shipyard, who presented the charter, expressing his gratification at the organization of this chapter, which, he said, "I recognize as an active means to further the training of key personnel. A Toastmasters Club is one of the most worth while ways of promoting individual development that I know of."

The picture shows Commander John B. Shirley, club president, presenting to Mrs. Roy T. Cowdrey an orchid lei, in keeping with tradition of the Islands. Rear Admiral Cowdrey is seen at the left.

Four Hawaiian Toastmasters Clubs, Aloha, Kamehameha, Pearl Harbor and Honolulu, participated in a successful joint meeting which they took as a substitute for the International Convention. Members of the Pineapple City Toastmasters Club of Wahiawa were unable to be present because of distance and transportation difficulties. President Dick Madden, of Honolulu Toastmasters Club, reports great success, and excellent publicity.

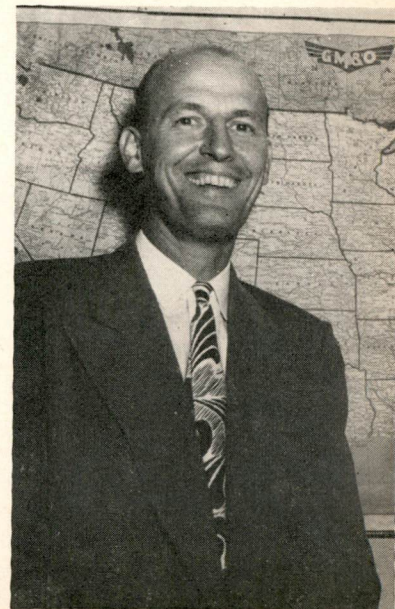
District Thirty-three



This recently established district submits the above picture as proof that things are beginning to move. Meeting in Richland, Washington, the district and area officers got down to business on plans for building up the work in this region. A comprehensive review was given of the Spokane Convention, and the year's activities were mapped out. In the picture are seen the district officers, ready for action.

Railroader Is Rattled

Frank Lott, executive assistant of the Gulf, Mobile & Ohio Railroad, and a member of the Spring Hill, Alabama, Toastmasters Club, was thoroughly rattled when a small rattlesnake crawled up his leg while he was making a talk. The Spring Hill Toastmasters were meeting on the steps of the Spring Hill College Library on account of warm weather. In the midst of the speech, Toastmaster Lott paused and said, "I beg your pardon, gentlemen, but something seems to be crawling up my leg." Toastmaster R. Hendrix Chandler, of the Associated Press, who is a member of the club, saw a good news item in the incident and as a result, the snake story was widely publicized through the press.





Deserved Appreciation

Ben McEachen, of Huntington Park, California, has been a tireless worker in the cause of Toastmasters. He is credited with having been instrumental in the establishment of 31 Toastmasters Clubs to date, a record unparalleled in Toastmasters history. At a recent meeting of the Huntington Park Club, No. 14, Olin H. Price, past president of Toastmasters International, presented a "Certificate of Appreciation" to McEachen, as a permanent memorial to his good work, which is by no means ended.

There is a certain sentiment attached to the room in which Huntington Park Toastmasters Clubs meet. Eighteen years ago, Club No. 14 was organized, and began meeting in the banquet room at Cole's Cafeteria. Later on, the room was used by Progressive Club No. 18, and then by Walnut Park (South Gate), Club No. 26.

Thus there have been hundreds of Toastmasters Club meetings held in this room. The No. 14 Club has held almost 900 consecutive meetings there and each of the others is approaching that number. It is estimated that more than 115,000 meals have been served to Toastmasters in that room, and through all the years the same two waitresses have been on the job. The dining room seems to have won a definite place in the history of Toastmasters.

See Here, San Diego



This great electric sign was displayed on top of the Washington Power Co. building at Spokane, during the Toastmasters International Convention in August. It attracted much favorable attention. (The Washington Power people generously offer to lend the set-up.)

Lock City



Photo by Arnold Walter

District Governor Leonard W. Fish had the pleasure of presenting Charter No. 865 to the new "Lock City" Toastmasters Club, of Stamford, Connecticut. The reason for the club's name is apparent to anyone acquainted with the extensive hardware manufacturing interests of the city. The picture shows the officers of the club. These men are, seated, Deputy Governor M. G. Harris, and President Harold Rowe; standing, Sgt.-at-Arms George Deenihan, Secretary John McKenna, Treasurer James Stevenson, and Vice-Pres. William Jordan.

New Charter at Winnipeg

Skyliners Toastmasters Club of Winnipeg should have received its charter in May, but the flood condition which prevailed at that time forced postponement until a later date. The picture is proof that Past Governor of District 20 George Waugh delivered the document to President Bud Graham in regular order, after the waters had subsided.



Seattle "Mystery Men"



No, this is not a picture of a group of "wanted" men, except that they were much wanted in Seattle, where they helped this summer to welcome tourists to the city. The Jay Cee Toastmasters were asked by the chamber of commerce to act as "mystery tourists." The purpose was to arouse the citizens to the importance of welcoming and guiding visitors to Seattle. The "Mystery Men" appeared at 94 business and social club meetings, masked and well disguised, asking for directions to points of interest. For correct answers, prizes were given. With attention directed to courtesy to tourists, the city won new honors this year, and the Toastmasters won thanks for good service.

Watch Those Grunts!



Toastmasters of Lansing, Michigan, are making strenuous efforts to eliminate the aspirated pauses from their speech. Each speaker is carefully watched as to his "Ah-er-um" slips, and at the

close of the meeting, the "champion" is awarded the big badge, which he must wear until his record for grunts is beaten by some other member. Dep. Gov. Gallup reports the plan.

At Dallas

M. L. Larmer, as *Special Item* chairman, secured audience participation thus: He had everyone stand. Then he called upon them to name all the states of the U.S. in alphabetical order, naming and spelling the capital city of each. When someone missed, he sat down. It is a good adaption of the old-fashioned spelling bee idea.

Across The Desk

By TED BLANDING, Executive Secretary of Toastmasters International



Better citizenship is a by-product of Toastmasters training.

Men learn to lead, to plan programs, to promote good public causes, and to evaluate and appraise propositions.

Every community needs such leadership, and every Toastmaster should be ready to use his ability in promoting the public interest. But in doing this, they should not be acting as representatives of the Toastmasters organization and always seeking to reflect credit upon it, but rather as individual citizens, exercising their right as free and independent men in a land of freedom.

Sometimes a worthy movement is impeded by the effort to secure praise or credit or publicity for an organization or for individuals. While everyone likes to see appreciation for his work, that is not the supreme purpose for which the work is done.

Many a great work has been accomplished for the good of society without any credit whatever going to the ones who initiated it and

carried it through. Conversely, many a good work has been impeded by the desire for personal credit on the part of some worker.

Toastmasters in hundreds of communities take their places as leaders. They are presidents of service clubs, chambers of commerce, trade organizations, lodges; and they lead in campaigns for many constructive purposes. Of course no man would hesitate to state that the reason he was elected president of his service club was that he had learned in his Toastmasters Club how to be a leader, but he would make himself unpopular if he talked Toastmasters at every meeting of that service club.

The point I am trying to get over is that we need not be careful always to gain public credit for all our good work. We want helpful publicity, but it is not necessary to stress the fact that a man is a Toastmaster every time he makes a speech, nor is it necessary to claim credit for the Toastmasters Club for all the good work done by its members.

Let us, as good citizens, do our best to help in every good work, but let us pay attention to getting the work done, regardless of where the praise and recognition may be given.

Introducing

By LEWIS C. TURNER, Past President of Toastmasters International

The purpose of all introductions is to make people acquainted with each other, or to bring a person or a subject to the attention of others.

The test of an introduction is the same in either case: *Did it serve the purpose well?*

Suppose you are introducing two of your friends to each other. You know both of them, but they do not know each other. How much should you say? How should you say it?

This depends upon your purpose in introducing them. If one of them is expecting to ask the other for a job, you may need to give a brief biographical sketch. Otherwise, just make sure that the names are clearly understood. Mention of business or geographical connections may be useful, but little else is required.

But suppose you are presenting a speaker to an audience. The situation is similar, but with a few added implications.

Just what does the audience need to know about the subject and the man they are to hear?

It would seem that we have a right to know why the speaker is interested in this subject, or why the audience should be interested in it. We

have a right to sell the audience on the importance of the subject.

The following outline takes care of this in good shape:

Why do we have this subject,

Before this audience,

At this time,

By this particular speaker?

If we answer these questions it will help our speaker to get started on the right foot, which is our main obligation. It will also help the audience to know what to look for in the speech.

Avoid that misleading start: "Our speaker for this evening is . . ." If we use this, we put the cart before the horse and spoil the climax. Better end with the speaker's name, and *be careful to face the audience* as you speak it. Often the introducer turns to look at the speaker, and the audience misses the name which should be heard by all.

Much has been said about the length of introductions, but the point is that you are not to try to give the speaker's speech for him. You are there to help him get started, not to substitute for him.

Using the outline given above, you can organize the introduction in a very few minutes, and can give both speaker and audience a lift into a period of enjoyable listening and speaking.

It's a Good Idea

Relevant to the item in the October issue suggesting the "volunteer" type of program, we have the following comment:

"Instead of depending on 'volunteers' for our program, we used conscription. We put the draft into effect.

"The program chairman was the head of our draft board. The toastmaster was the executive officer.

"As each member came into the meeting room, he was handed his draft call from the Toastmasters Club. This card informed him as to what he was to do in the course of the evening. The draft included all members with the exception of the toastmaster, who had been instructed in advance so that he was ready to announce the plan of campaign on the spot. The military motif was used throughout the meeting. Orders were issued and obeyed without question, and the result was a meeting of exceptional quality. The Table Topics and the speech subjects had been worked out in advance by the program committee, thus insuring unity and interest. We believe it is even better than the volunteer plan."

Parliamentary Practice

Having had good success with the *Streamlined Parliamentary Scripts* secured from Toastmasters International, one club undertook to build its own practice outline, using a local matter as the basis. The discussion was outlined by a committee, and the individual assignments were written on cards, numbered to indicate sequence. The question was as to the levying of a city sales tax, something new to this particular community. Four members were instructed in advance to study up on the sales tax, so as to be ready for the argument with authoritative information. They were given the cards numbered 3, 4, 5, 6, so that they swung into action immediately after the resolution favoring the tax had been presented and seconded by No. 1 and No. 2. Other cards carried instructions as to positions to be assumed, questions to be raised, or parliamentary steps to be taken by other members.

After the first round of assigned discussion had been completed, the prepared script was disregarded, and a free-for-all period followed. There

was no lack of vigorous, outspoken expression. When the time came to end the affair, a member who had been pre-instructed presented a motion to refer the entire matter to a special committee for further study. This motion was voted, and the meeting adjourned full of enthusiasm which carried over into a lively sidewalk post-session. The members had learned a great deal about parliamentary procedure in the meantime.

Words to Use

This is a good time to learn how to use some words which have come into use in recent days. Refer to "How We Talk," page 28, for a few such words as *protocol*, *plebiscite* and *plenary*. Add to this list other much-used words, like *envoy*, *plenipotentiary*, *renaissance*, *racism*, *genocide*, *communiqué*, *attache*, *ideology*, *nuclear energy*, *cartel*, and additional ones which are heard on the radio or encountered in reading. You will not need to sneak these words frequently, but you need to know what they mean and to be able, when necessary, to say them correctly.

For instance, is the initial letter in *ideology* long or short? Webster prefers to make it short as in *idiot*. Some people make the *i* long, as in *idea*. Perhaps radio

usage will give the final determination to it.

In any case, put these and other important words before your club, and make sure that meanings are understood, as well as pronunciation.

Let every Toastmasters Club master a few words each month.

Speech Construction

One of the perpetually popular features of the "Workshop" at the annual convention is the demonstration of how to build a speech. It can be used in every club.

Appoint an able speaker to put on the demonstration. Let him choose a simple speech outline, such as A-I-D-A, or "Past - Present - Future," or "Right - Rong - Remedy." He puts the bare outline on the blackboard and asks the audience to help him choose a subject for the speech. The subject being chosen, it is made into an attractive title.

Members of the audience suggest main points to be covered in the speech. These points are considered, arranged, adjusted. Then the leader calls upon someone in the audience to make a three-minute speech using the outline and the points. Perhaps he calls for more than one speaker, each using the outline and the points.

It is wonderful practice. Try it.

November Birthdays

What to talk about?

Where to find speech material?

Here are a few of the notable birthdays in this month:

Dr. Crawford W. Long, who first used ether as an anesthetic.

Daniel Boone, pioneer.

Marie Antoinette, French ruler.

President James K. Polk.

President Warren G. Harding.

William Cullen Bryant, poet.

Will Rogers, philosopher.

Eugene Field, poet.

Eugene V. Debs, labor leader.

Ida M. Tarbell, historian.

John Philip Sousa, the "March King."

James Naismith, originator of basketball.

Marie Curie, scientist.

Elijah Lovejoy, newspaperman.

Martin Luther.

Winston Churchill.

And these are just a few whose birthdays come during the first 10 days of November. Any one of them is good for at least one speech. A whole program could be built around Dr. Long, or Daniel Boone, or Will Rogers, or Debs, or Sousa or Lovejoy.

Who says that it is hard to find speech material!

The material is all around us, in greatest abundance. Use your imagination and your genius for originality in choosing what to study and what will interest others.

Guides for Evaluators

It is a good idea to provide guidance for the evaluators in your club by means of a wall chart which shows the principal points to be considered in appraisal of the speeches. This can be done quite simply and easily by any member who is able to letter a chart.

A simple way is to get a roller about three feet long, and fasten to it a strip of ordinary wrapping paper of approximately the same width. The chart can thus be rolled up for protection when not in use, and it can be hung on the wall in plain view during the meeting of the club.

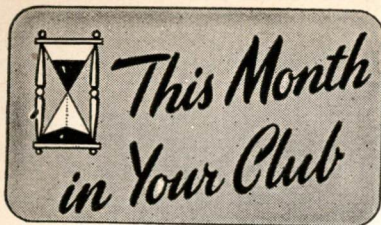
On the strip of paper, letter the following lines:

EVALUATORS WATCH THESE POINTS

1. Did the speaker have a definite purpose?
2. What was the purpose?
3. Was the purpose achieved?
4. What is the best thing you can say about the speech?
5. What adverse comment is required, if any?
6. If the speaker were giving this speech over again, how could he improve it?

Keep this chart before your club for one month. Then replace it with another, dealing with different items.

Will you see that this is done in your club? Will you use other outlines if they are furnished? If so, report this fact to Editor Ralph Smedley, and he will arrange to give you a new chart for each month, if you will use it.



The Executive Side

Let the president ask his Executive Committee these questions; or let the committee members ask the questions of him.

1. Should our club undertake the "Speechcraft" course this season? If so, when? Do we need information from the Home Office about it? Will the educational chairman write for the information?
2. Is every new member being given a good start in use of "Basic Training"? Would it be wise for our club to institute the plan of appointing a coach or "big brother" for each new man? Will our educational chairman right now explain to us all about how to make best use of "Basic Training"?
3. Have any of us exchanged visits recently with any other Toastmasters Clubs? Should we make definite plans for such visitations? Would it be a good plan for us to exchange speakers or evaluators with other clubs? Will the deputy governor undertake the arrangements?
4. Can our club make better use of the "Progressive Training" plans for each month? Are we taking full advantage of the Point of Emphasis in our program arrangements? Can we improve our programs?
5. Does each officer and committee chairman fully understand his duties, and is he on the job, producing results?

6. Does our club have any special problem, whether on programs, publicity, membership, attendance, parliamentary conduct or otherwise? If so, which officer will write to the Home Office, explaining the problem and asking for help?
7. Do we need to hold an Executive Committee meeting more often than once a month?

The Educational Side

"Speech material and where to find it."

That is the Point of Emphasis for November. Every member ought to come to the end of the month with a pocket full of ideas for speeches he should make.

Four educational speech themes are suggested, one for each meeting during the month. Appoint experienced members to discuss them.

1. "What is good speech material?"
2. "Choosing a good title for the speech."
3. "Speech material in personal experiences."
4. "Speech subjects in the news — in newspapers, magazines and books."

Evaluation

All speech evaluation this month should place special stress on the Point of Emphasis. Evaluate speech titles and choice of subject matter as to interest and value.

Remember the October Point of Emphasis—*Purposeful Speech*. Ask every evaluator to apply the test of purpose to each speech he works

on. Always review the previous Points of Emphasis and build to better evaluation.

Programs

Speech programs in November should be of exceptional interest. So many things are going on, in addition to Thanksgiving and Armistice Days. At least two of the month's programs should be scheduled as to theme and speech subjects. Integrate the programs by centering attention on a worthy idea, which can be discussed from various angles.

For example, in connection with Armistice Day, you could use a program on "American Wars, the Causes and Results." Consider the pre-Revolutionary conflicts, the Revolution, the War of 1812, the Mexican War, the Civil War, the War with Spain, the First World War, the Second World War, and the Korean War. Each of these can be presented as to its fundamental causes and its results. Of course not all of them can be used on one program. You will have to select. In planning programs as in preparing speeches, *use imagination — put on a show!*

Table Topics

At least once during the month, devote the topic discussion to current events. Announce a week in advance that each man must bring with him an item clipped from a magazine or newspaper deal-

ing with some current matter, which will be his topic for discussion. Naturally, the careful topicmaster will have on hand several extra clippings to share with the forgetful ones. Offer some award or honor for the one who brings the most interesting contribution, or gives the cleverest talk on his item, as decided by popular vote.

Show the Speaker How

Have one speaker present a talk on an assigned subject, one on which people generally are informed. Then call upon another member to give the same speech, improving on the first man's presentation. Then have both speeches evaluated and compared by one experienced evaluator. It makes a good object lesson for all concerned.

Good Ideas

This month there are three pages of "good ideas" to help you build better programs. Refer to these, on pages 23, 24 and 25, and adapt them to use in your club. These ideas come from wide experience in the clubs. They have served others, let them help you.

One man stumbles over an idea, picks himself up, brushes off his knees, calls the idea a dirty name, and goes on peddling his piccalilli. Another man stumbles over an idea, picks the idea up, brushes it off, calls it a honey, and turns it into a \$100,000 salary with bonus.

—Charlie Barr

HOW WE TALK

Words to Watch

Be careful about using such playful expressions as "thusly" and "muchly." They do no harm in informal conversation, but are entirely out of place in serious speech. If you allow yourself to make too much use of them in ordinary talk, they will encroach in places where you do not want them.

Made-up Words

Recently a speaker used the expression "I am very admirous of General Goldbraid." Careful search of the dictionary reveals the complete absence of any such word as "admirous." The speaker made it up on the spur of the moment. He will do well to forget it.

Another speaker, this one on the radio, used the word "aleeniate." From what he was saying, he obviously meant "alienate" but the impact of his originality did not conduce to clear thinking.

Words to Define

Several words in use today need clarification. They are frequently misused because speakers do not understand them.

Protocol is from a Greek word which means the first leaf glued to a roll of papyrus, or to notarial documents. It

really means the original copy of a record. In diplomatic language, it was a preliminary memorandum, as of resolutions considered as the basis for a treaty. It has come to signify the rules and codes prescribing etiquette in ceremonies of state. The speaker who said, "The new ambassador is full of protocol" was far from saying what he meant.

Plenary means full or complete. Thus a plenary session of a convention is one which includes all the people entitled to be present. A plenary session of the United Nations carries the same significance. It would not be in good taste to speak of a "plenary sensation in the stomach."

Plebiscite is used of a vote of the people on some measure submitted to them by a person or body having the authority to initiate. Thus, a referendum vote is technically a plebiscite. The word is used especially of a vote by a people as to choice of sovereignty. It may take a plebiscite to determine the future of Korea after the fighting ends.

In the army, a *division* consists of three regiments, with a battalion of artillery for each regiment. The full strength is about 17,000 men. A *corps* consists of two or more divisions; and an *army* includes two or more corps. When you speak of one corps, pronounce it "kore." When you mean two or more, say "kores."

Recommended Reading

By R. C. S.



My Three Years in Europe, by Walter Bedell Smith, (Lippincott's).

Read this book for a better understanding of present developments in international relations. It will help you to understand more clearly the psychology of the Russian government. It may clarify some of your questions about the work of the United Nations.

You should enjoy the chapter on "Foreigners in Moscow" in which Mr. Smith describes his experience in trying to get a few hens to supplement the scanty supply of eggs allowed his household under the rationing system. His account of the apparently silly restrictions and needless inconveniences which were suffered by all foreigners leads one to wonder just how childish the Russian official mind can be.

In "The Mechanics of a Police State" he gives a frank and enlightening description of the workings of the secret police system, by which the lives of all people are regulated, restrained and spied upon. It is not a story of an ideal state of celestial freedom and bliss. It is not a pretty picture of the way that Communism works out in practical use.

There are other chapters dealing with conditions in agriculture and industry, in religion, in edu-

cation, and in attitudes toward other nations. The discussion of the "Berlin Blockade" is illuminating.

One gains the impression that Mr. Smith has not written as an enemy of Russia, and that he has not undertaken to misrepresent conditions for the sake of creating adverse feelings. Rather, he has taken the approach of a fairly typical American, who is amazed at the conditions he finds, and whose amazement is reflected in his attempts to explain and interpret these conditions to an American audience.

Apparently the book is not intended primarily as anti-Communist propaganda, but its fundamental fairness in stating facts makes it doubly effective for that very purpose. It is hard to believe that any reasonable American or British citizen, trained in the traditions of personal liberty, could read this book without becoming aroused to the dangers to himself and to all that he cherishes which are involved in the encroachments of the modern Communist mania.

Read this enlightening book during November, and it will add to the sincerity of your spirit of gratitude on Thanksgiving Day for the privilege of living in a free land.



He Completed Basic Training

... Benefits to me from Toastmasters training are inestimable. I expect to achieve through this organization everything I have desired as a speaker among businessmen. There is a fortune in Toastmasters for every man who will take this opportunity seriously. This is the most pleasant, most practical education on earth—in the most democratic and most economical manner possible...

—From a member of Club No. 542, Cincinnati, Ohio.

This Is What His Employer Wrote

I am delighted to learn that one of our field managers has taken advantage of your splendid training to improve himself to qualify more readily for recognition and promotion... He is a man who is constantly improving himself in every way...

You are doing a splendid job in developing a more articulate unit in our industry and free enterprise today, so that we may be able to match influence and propaganda with any common enemy that might appear.

—President and General Manager.

He Says It's the Best

... I can honestly say that Toastmasters training surpasses by far any other type of speech course, due, in my opinion, to the genuine friendliness and sound purpose of all members. The constructive criticism methods, timing, and variety of program are such that one cannot help but benefit from his association. Life is a process of *selling oneself*, and the serious Toastmaster recognizes how important the Toastmasters Club is in helping him accomplish this. Personality in selling is rapidly developed by Toastmasters training, and serves to teach one *how to get along with all sorts of people*, a most necessary attribute for success in selling and, more important, for the whole of society...

—From a member of Club No. 476, Rochester, New York.

He Looks to the Future

... Toastmasters does not help me directly in my present business, but I am in my senior year at St. Mary's School of Law, and hope to practice law in the near future. This training will then be invaluable. I think it should be a requirement for graduation from a law school... for the need seems to be particularly great in this field...

—From a member of Club No. 669, San Antonio, Texas.

Fine Education

I consider Toastmasters training as fine an all-round education as may be found anywhere in the world.

—From a member of Club No. 322, Santa Monica, California.

HOW TO

Use Your Training

Foundations

Use your *Basic Training* textbook as a guide for your first year's work as a member.

This does not limit your choice of subjects, nor does it keep you from fitting into any kind of program that may be arranged. With the exception of No. 1, the speech of self-introduction, any one of the *Basic Training* projects can be used for almost any type of program.

You should be helped by an older member, who serves as your "coach" or helper through your first five or six speeches. He is appointed by the educational chairman of your club, and he acts as your counselor and as an additional, personal evaluator.

Each project is intended to expose you to certain situations and skills. By concentrating on one thing at a time you will make better progress. If you do not come through successfully on any one of the projects, repeat it until you have won. Some men have repeated the assignments on gestures, or speech organization, or reading a speech, as many as six times before they felt that they had gained the needed skill. There is no hurry about getting through the course. The important thing is getting the ability for yourself.

Getting Ahead in Speech

Progressive Training in speech

is the keynote for every Toastmaster. There is no book entitled *Progressive Training*. This is the term used to designate the series of bulletins sent monthly to each club, giving suggestions for systematic program planning. It is the standard program for all clubs over 10 months old.

By means of a special "Point of Emphasis" for each month in the year, the Educational Committee of your club is helped to plan variety of experience for members, and to provide programs of great interest without losing any of the educational values.

As your club follows these plans, each member gains experience in various types of speech and speech situations, and is thus enabled to make progress.

The monthly bulletins carry recommendations of types of program, speech topics, evaluation methods, and Table Topic plans. The club which follows these recommendations will never get into ruts, either as to speech or as to evaluation, and its members improve and broaden their talking skills almost in spite of themselves.

If you and your club are not making progress, then you are sliding back, for there is no standing still. Let *Progressive Training* help you to go forward.

THE QUIZZER

Who Is the Author?

Here are 15 familiar quotations. At the right is a list of names. Your task is to match the name of the author to the quotation. The correct answers will be found below.

- | | |
|---|------------------------|
| 1. Art is long, and time is fleeting. | 1. W. C. Bryant |
| 2. Ring out, wild bells, to the wild sky. | 2. Robert Burns |
| 3. The melancholy days have come. | 3. Lord Byron |
| 4. A little learning is a dangerous thing. | 4. S. T. Coleridge |
| 5. Condemn the fault, but not the actor of it. | 5. R. W. Emerson |
| 6. Our acts our angels are or good or ill. | 6. John Fletcher |
| 7. They also serve who only stand and wait. | 7. S. C. Foster |
| 8. The paths of glory lead but to the grave. | 8. Thomas Gray |
| 9. The rank is but the guinea's stamp. | 9. John Keats |
| 10. Our birth is but a sleep and a forgetting. | 10. F. S. Key |
| 11. Water, water, everywhere, nor any drop to drink. | 11. Rudyard Kipling |
| 12. Praise the Power that hath made and preserved us a nation. | 12. H. W. Longfellow |
| 13. And what is so rare as a day in June? | 13. J. R. Lowell |
| 14. Breathes there a man with soul so dead. | 14. John Milton |
| 15. Beauty is truth, truth beauty. | 15. Alexander Pope |
| 16. Here once the embattled farmers stood,
And fired the shot heard round the world. | 16. Walter Scott |
| 17. The day goes by like a shadow o'er the heart. | 17. Shakespeare |
| 18. The tumult and the shouting dies. | 18. Lord Tennyson |
| 19. The Assyrian came down like the wolf on the fold. | 19. J. G. Whittier |
| 20. "Who touches a hair of yon gray head
Dies like a dog! March on!" he said | 20. William Wordsworth |

THE KEY

21	—	—	16	—	—	12	—	8	—	4
19	—	5	15	—	10	11	—	7	—	3
13	—	9	14	—	4	14	—	1	—	3
3	—	16	13	—	20	10	—	6	—	2
11	—	13	13	—	2	9	—	17	—	1
7	—	17	13	—	9	9	—	5	—	1

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