

THE *Toastmaster*

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July, 1950

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TOASTMASTERS INTERNATIONAL, Incorporated in 1932, is a non-profit educational organization of 850 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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NO ROOM FOR ARGUMENT

There is lots of group discussion in baseball. It comes from the bleachers and the grandstand. It is one-sided, for the umpire hardly ever makes a reply. In the picture on the cover, Umpire Gordon Ford says to Hollywood’s Eddie Sauer, “You’re Out!” and that finishes the discussion.

Photo by ART ROGERS, of the Los Angeles Times

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By a DISCUSSION GROUP

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dynamic forces. Two or more
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different directions produce
motion which differs in direc-
tion from both of those which
start it. This force produced
by the other forces is called
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on the same point, but the
final direction of movement
will be the result of the combi-
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these forces.

If there are several directly
opposing forces, it becomes a
matter of the irresistible force
and the immovable body. If
no force will yield, there is
no progress. Instead of a re-
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Group Thinking

By a DISCUSSION GROUP

Group discussion is an essential part of the American way of life.

It is a process by which minds can meet, act and interact, and produce results which would never be possible by individual effort. It is a method of community thinking, which should always be a part of community living.

For a successful group discussion, there are three essential elements.

First, there is a subject which is of general interest, and on which there may be honest differences of opinion.

Second, there is a group of at least three — preferably more — who are intelligently interested and reasonably open-minded.

Third, there is a leader who is fair, honest, willing to listen, eager to learn, and careful to hold the discussion to the main question.

With such a group and such a question, there will be as many opinions and approaches as there are persons involved. Some opinions will be stated positively, aggressively, even pugnaciously. Other opinions will be advanced cautiously, perhaps with some degree of timidity.

The diverse opinions pre-



sented by the several individuals composing the group are similar to the action of dynamic forces. Two or more forces coming together from different directions produce motion which differs in direction from both of those which start it. This force produced by the other forces is called a *resultant*. There may be a dozen different impingements on the same point, but the final direction of movement will be the result of the combination and cooperation of all these forces.

If there are several directly opposing forces, it becomes a matter of the irresistible force and the immovable body. If no force will yield, there is no progress. Instead of a resultant force, there is none at all. It is so in group thinking. Half a dozen people may have half a dozen different

ideas about one subject. In their discussion, each presents his own thought, and by so doing, modifies the thinking of the others. The decision which results may be made up of elements from all those involved. It may be, and usually is, a wiser decision than could have been reached if the ideas of only one person had been considered. But the wise decision is possible only if the approach has been open-minded, with the members of the group willing to yield personal opinions when better ones are advanced.

Think of any group which has to study some proposition.

It may be a city council or a board of education or a committee appointed by a club or a lodge. It may be a conference of executives, or an assembly of foremen or salesmen, or of workmen from out in the shop. It may even be a family group, made up of mother and father and the children, studying anything from where to spend the vacation to what to plant in the garden.

Whatever the occasion and the group, the principles hold good.

The problem to be discussed is the reason for the discussion. The group members must be willing to face facts, to meet opposing ideas, to make concessions, to compro-

mise, to accept suggestions, — all for the purpose of getting at the wisest procedure, never for the purpose of establishing that some individual is completely right, and all the others wrong.

The resultant decision should embody something from each one who contributes to the ideas. Because each sees in the decision something which he has offered, he is himself sold on the plan, because he helped to formulate it. He becomes a supporter instead of an opponent.

Discussion, or group thinking, is good because it brings out the different opinions and ideas, clears up misunderstandings, and gives each participant a chance to polish his own thinking by contact with the thoughts of the others. The friction of thought in friendly discussion makes changes in ideas, rubs down the rough spots, and helps to bring about adjustment with the thinking of others.

Whether in the family circle, the city council or in the halls of Congress, this method of debate, exchange of ideas, acceptance of new truth, and adjustment of differences ought to lead to action which is better and wiser than what would have been done if the ideas of any one individual had been allowed to dominate.

"Blacken the Heel of Your Shoe"

By LEWIS C. TURNER, President



I have just finished a three week's stint of commencement addresses.

At these commencements I did not do all the talking myself. The graduates did some of it, and I listened to them with interest.

Of all those student talks which I heard, one given by a young girl in a farming community stands out most vividly. She used the subject with which I have headed this article, and she talked on the old theme, "attention to details brings success."

She called our attention to the fact that a man is not dressed up in the best sense of that term if the heel of his shoe is muddy. He may have attended to everything else, but he does not rate an "A" unless he really finishes the job.

Applying this theme to your Toastmasters Club, we call attention to the fact that you do not have an excellent program merely because you had four or five of your best speakers on the schedule. It

takes much more than the good speeches.

First, we should like to know if your program started on time.

Did the president introduce the guests at the right time, just after the invocation, or did he forget it until someone reminded him?

Did the topicmaster dig up his topic at the last minute, or had he prepared something timely and provocative?

When the toastmaster took charge, did he live up to the situation, or try to cover up his unreadiness by dragging in some totally unrelated stories?

Did the evaluators really evaluate, or did they compliment unduly, or just tear down? There must be something about a speech which one can sincerely praise without flattery. But there must also be points which are capable of improvement.

The price of a good meeting in a Toastmasters Club or any other group is careful preparation. Especially in a Toastmasters Club there must be close attention to details. It is perfection in the little things which earns the reward.

Be sure always to "blacken the heel of your shoe."

THE Toastmaster

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Keep It Clean

It is fundamental in the Toastmasters Clubs to maintain an atmosphere of dignity and decency at all times. From the beginning, this club, as any organization of gentlemen should do, has frowned upon every sort of off-color and suggestive humor, as being unfit for use in a group whose ideals are high.

Occasionally some new member or new club steps over the line, perhaps through ignorance or thoughtlessness, and indulges in practices which are out of order. In such a case, older members, better informed on the procedures and proprieties, usually are able to correct the mistake.

Let it be understood by all that the use of indecent, off-color humor is not a part of Toastmasters training. Any

Toastmasters Club which permits itself to degenerate into a "dirty-story" club reflects discredit on the entire movement, and points the way to its own downfall.

There is plenty of clean fun. There are thousands of good stories which are useful and which are acceptable in any society. Why drag the garbage pail into your dining room?

There are three tests which should be applied to every story and joke.

First, does it have a real point?

Second, is it appropriate? Does it contribute anything to the discussion?

Third, is it likely to give offense to any person?

Jokes on matters of race, religion and politics are to be used with care. It is not funny if some listener is offended. Jokes which turn on some point of indecency or double meaning are never in order.

Bear in mind that the urge to tell a dirty story is evidence of immaturity. The person whose mind is matured and who is well poised in his contacts with others does not resort to that artifice.

The speaker who tells such stories to his audience gives evidence of a very low opinion of those who listen.

Filth is not funny. Let all Toastmasters take pride in keeping their meetings clean and on a high level. Don't dabble in dirt.

Mother's Cupboard

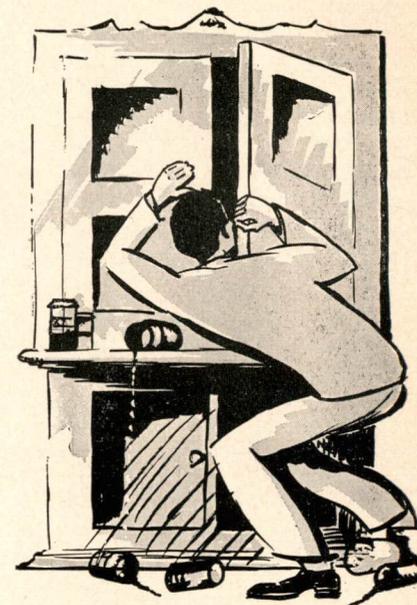
By GLEN E. WELSH, Governor of Founder's District

It was my good fortune to be born and to spend my childhood on a Midwestern farm, in the breadbasket of America. That was a privilege better appreciated today than at the time.

Ours was a typical farmhouse, rambling, partly two-story, with a convenient woodshed attached. Adjoining the kitchen was a pantry of ample size, equipped with cupboards from floor to ceiling. These cupboards were always well stocked with all sorts of canned and preserved fruits from the orchards, and with vegetables from the garden. Peaches, pears, plums, quinces, cherries; beans, corn, tomatoes, pickles and many other delectable items were there, put up by the joint efforts of the family, under the supervision and according to the unsurpassed recipes of Mother.

Add to these the cookies, wild persimmon puddings and homemade mincemeat, and it is easy to visualize a growing boy chancing an occasional woodshed session for an in-between-meals pantry pilferage. You knew it was worth the danger of the flogging if caught.

Recently I visited the Home Office of Toastmasters International, only a short distance



from my home. What I saw there led me to remark, "How much this is like Mother's cupboard! This is the Toastmasters pantry!"

These cupboards were filled with choice selections of intellectual food, the kind that makes men's minds grow; that helps us to seek and find wider horizons in life. It was some of the finest educational material available. I learned that many colleges and great business concerns purchase these materials, proved and tested aids to better thinking, speaking and listening.

How did these things get into the cupboard?

Every Toastmasters Club is a garden or an orchard in which these fine ideas grow. A club has a new idea, tries it, and finds that it works. The experience is reported to the Home Office, where the competent staff workers study it and try to incorporate it with the multitude of good ideas already on hand, so as to make it available to all.

Like the fine foods in Mother's cupboard, the good things in the Toastmasters pantry are put there through the joint efforts of all of us in all of the clubs, and then preserved and distributed under the expert and experienced supervision of Ralph Smedley, Ted Blanding and Wilbur Smith. Their interest in your growth, while not exactly parental, is of a similar wholesome brand.

The spankings for my childish raids on Mother's cupboard were not for punishment, as I now realize, but to teach me how and when and, incidentally, in what quantity,

to feed my body in order to promote proper growth and health.

To all of us, now grown to adulthood, the door has been opened by an unspanking hand. That door leads us into the cupboard of Toastmasters International. Once opened to us, as we come into membership, it stays perpetually open.

If we put the persistence and adventurous spirit of youth into our use of this storehouse of enlightenment, the reward will be a new awakening to our possibilities of future growth. Our everyday business living is brightened and enriched, and our problems are more easily approached and solved by the application of our training in the principles of Toastmasters.

The challenge and the opportunity are yours. The pantry at the Home Office is well stocked with what we all need. Use it freely, for your own nourishment and growth, and always remember—there will be no spankings for your raids on this cupboard!



Overcoming Fear by Overcoming Self

By GALE B. BRAITHWAITE, Past Governor of District 19

No one can overcome a weakness unless he knows its cause. Once he understands the cause, he is in a position to face his problem.

Fear is a complex. We hear a great deal about the inferiority complex—not so much about the superiority complex — and yet the fundamental cause is the same in both cases. We need to understand the cause.

For both complexes, the basic cause is self-centered attention.

To one man, who may be self-confident, aggressive and egotistical, the result of this self-centered interest is a feeling of superiority which may become evident and thus offensive to others.

For another, diffident and uncertain, the same introspective attitude produces feelings of inadequacy. We call this an inferiority complex. It tends to create the fears which hinder us.

The situation carries over into our speech problems.

As you approach the time for the speech you have prepared so carefully, you know that the club members in

their evaluations will be friendly and helpful. But despite that fact, you become increasingly nervous as you approach the time for your speech. As you speak, you wonder about yourself.

How am I doing?

Is *my* voice compelling?

Are *my* gestures effective?

I wonder what *my* evaluator is thinking of *me*?

In the rush of such thoughts you stammer and hesitate. The gripping paralysis of fear does its deadly work. You lose contact with the audience, and as you sit down you are conscious mainly of the feeling that you ought to have done much better.

These hindering thoughts are caused by the fact that you centered attention on your own self, when you ought to have been thinking of your subject and your audience. You must change your thinking.

To do this by the negative approach, telling yourself to quit thinking about yourself, is as impossible as it was for King Canute to stop the tides from coming in on the shores of Old England.

You must cultivate the positive approach, becoming so full of the subject that there is no room to think about self.

Demosthenes, on the Acropolis, was not thinking of himself when he proclaimed, "Go fight Philip." Cicero might have been a good speaker, but never a master orator, had he not been completely absorbed with his denunciation of Catiline.

Your master salesman conquers his fear of sales resistance, not by a negative approach, but by becoming so absorbed in his complete knowledge of his goods and his conviction that the purchase will benefit the customer that his mind has no room for anything else.

Even so must the speaker become so absorbed in his message and in the desire literally to compel the audience to accept his viewpoint, that his thought will be centered on the audience and the message.

Does this mean that we are to abandon critical self-examination? Does it mean that we are to pay no attention to our gestures, to voice modulation, to all the myriad mechanics of speech?

Not at all. The greatest men in every line of endeavor, including speech, pay attention to mechanics. We cannot afford to neglect any part of the training in speech tech-

niques. But the self-examination should be given prior to the time when we speak.

When we face the audience, the time for self-examination is past. Demosthenes may have practiced on the seashore with pebbles in his mouth to improve his enunciation, but on the Acropolis he thought only of what he had to say. He lost himself in his message.

Great actors spend long hours in improving their technique, but when the play is on, the successful one is the actor who becomes so absorbed that he actually lives the part he is portraying.

The preacher who stirs men's hearts may have given much thought to the techniques of sermonizing, but in the pulpit he is the messenger of God, pleading that God's truth may be received and practiced by those who listen.

Granting that it is difficult for us to make perfect use of this positive approach, we must realize that it must be followed to the best of our ability. It is the only way to get rid of either smugness and self-conceit or fear and self-doubt.

You can refuse to think of yourself, provided you take the positive approach of complete self-absorption in your objective.

Get this: you can overcome your fears only by overcoming

Continued on Page 10

A Practical Impersonation

The simulated program method was effectively used by General Toastmasters Club No. 136, of Los Angeles. They presented a meeting of the Ways and Means Committee of the House of Representatives, impersonating the members of the committee and the officials called upon to give testimony on the subject under consideration. All club members present were counted as members of the committee, and thus had their part in the discussion. Toastmaster Harold M. Miller reports on the event.

The plan was well worked out, and the program was successful. The same outline and schedule can be applied to any type of meeting for discussion, simulating a committee of the State Legislature, or a meeting of a City Council or a Board of Supervisors or a Board of Education.

The agenda for the meeting was mimeographed and placed in the hands of all present. The one impersonating the Committee Chairman presided. The theme or order of business was: Proposed change in present method of

taxation as applied to the income of individuals. Also, possible change or elimination of individual income tax.

The Chairman (Robert L. Doughton, of North Carolina) presented the statement of purpose and read a message from the President to the committee. Testimony was given on the tax problem by Ellsworth C. Alvord, of the U. S. Chamber of Commerce; Philip Murray, of the C. I. O.; Secretary of the Treasury John W. Snyder; and Hon. George J. Schoeneman, Commissioner of Internal Revenue, — each being impersonated by a Toastmaster.

The discussion by the general membership of the committee which followed was directed to the following phases and proposals, with a member being designated to present each topic:

- A National Sales Tax
- A Land Tax
- Income Tax Based on Gross Income Instead of Net
- Head Tax
- Automobile Stamp Tax (\$100.00 per car)
- Capital Assets
- Manufacturers' Excise Tax
- Insurance Companies
- Taxation of Non-Profit Corporations Now Exempt.

Overcoming Fear

(Continued from Page 8)

your own self, and you can do that only by directing your thoughts away from yourself.

Become so thoroughly convinced of the importance of what you are trying to say, and of the importance of making your audience understand your message that all

thoughts of self will fade from your mind.

When you are absorbed, your audience can become absorbed with you. Fears will no longer trouble you. You can command your audience because you have gained a victory over yourself.

This is the way to overcome your fears. I know of no better one.



New Clubs — When and Where They Meet

- 854 NEEDHAM, Mass., (D 31), *Needham*, Mondays, 6:30 P.M., Needham Howard Johnson.
- 855 ST. PAUL, Minn., (D 6), *Brown & Bigelow*, Thursdays, 5:30 P.M., Brown & Bigelow
- 856 SPENCER, Iowa, (D 19), *Spencer*, Tuesdays, 6:15 P.M., Hammer's Cafe
- 857 PONTIAC, Mich., (D 28), *Chieftains*, Thursdays, 6:15 P.M., Ascension Lutheran Church Hall
- 858 TUSCALOOSA, Ala., (D 29), *Tuscaloosa*, Tuesdays, 8:00 P.M., YMCA
- 859 COLUMBUS, Ohio, (D 10), *Columbus*, Thursdays, 6:45 P.M., Balcony Hall
- 860 HARLINGEN, Texas, (D 25), *Harlingen*, Mondays, 6:30 P.M., Reese-Wilmond Hotel
- 861 GARDENA, Calif., (D 1), *Gardena Evening*, Wednesdays, 6:45 P.M., 164th & New Hampshire
- 862 OKLAHOMA CITY, Okla., (D 16), *Reddy Kilowatt*, Thursdays, 5:30 P.M., Bishop's Restaurant
- 863 HARTSDALE, N. Y., (D U), *Westchester*

Reissued Charters

- 123 HONOLULU, Hawaii, (D U), *Pearl Harbor*, Mondays, 11:05 A.M., Pearl Harbor Officers' Club
- 241 CAMP LEJEUNE, N. C., (D U), *Staff NCO*, Thursdays, 6:30 P.M., Civilian Cafeteria
- 558 CHICO, Calif., (D 4), *Chico*, Thursdays, 6:30 P.M., Van's Southern

The Chicagoland Clinic

With more than a dozen Toastmasters Clubs located in Chicago and the immediate suburbs, an enterprise in co-operation has been instituted which may well be an inspiration to other groups of clubs located so as to make an occasional joint meeting possible.

The "Toastmasters Clinic" was started as a means of promoting better educational work in the clubs. It is an unofficial assembly, as projected by District Governor Russell Puzey and his fellow officers, meeting occasionally to study various phases of speech training. It is open to all the members, and it attracts a representative attendance of about 100 members, as a rule.

The latest meeting of the "clinic" was devoted to the subject of evaluation which, in Chicago as in other localities, is a major problem.

The character of the proceedings may be understood from a recital of the program features. There were five speeches or skits, followed by a general evaluation and discussion. These speeches were planned to present different speech situations with appropriate criticism.

First came the speech by the "new member" with his individual evaluator. Next

was "the veteran speaker" at whom searching criticism was directed by his helper. And then there was a sales talk, with demonstrations, and another evaluation on the question as to whether the sale really was made.

The dramatic skit which provided an entertaining interlude was not formally evaluated.

Basic Training assignment No. 8, "Word Pictures," carried the evaluation based on one question. "How did he paint word pictures?" was the query answered by this evaluator.

All the speakers and evaluators were representatives of clubs in the Chicago area.

Winding up the program, O. W. Bauer, of Wilson Avenue Toastmasters Club, presented a helpful talk on the subject, "Evaluation Can Make or Break Your Club." The reaction from those who attended was most favorable. There is promise of general improvement in methods of evaluation as a result of it.

The Toastmasters of "Chicagoland" are to be commended on this enterprise. The plan is offered to others with the hope that it may prove as helpful to them as to the ones in the Windy City.

WESLEYAN HONORS SMEDLEY

Ralph Smedley was honored by his Alma Mater, Illinois Wesleyan University at Bloomington, Illinois, when the degree of L. H. D. (Doctor of Humanities) was conferred on him at the commencement exercises, June 5.

It was in 1903 that he graduated from this school, with the degree of Bachelor of Science. The honorary award given this year was in recognition of his service as founder and educational director of Toastmasters International, by which so great a multitude of men have been helped to better and more useful living.

This was the 100th anniversary of the University, which was founded in 1850, and which has numbered many distinguished men among its alumni.

Ralph Smedley was given a place as one of the speakers at the alumni dinner, when some 700 men and women assembled to renew their acquaintance, and to welcome the 1950 graduates.



Of very special interest was the chartering of a new Toastmasters Club in Bloomington. It was in this city 45 years ago, that the first use was made of the name and plan of the Toastmasters Club, although the definite growth of the movement began at Santa Ana 20 years later; and it was a great moment for our founder when he presented charter No. 850 to the new chapter.

The occasion was marked by the interest shown by clubs in the vicinity. Danville Toastmasters, who sponsored the new chapter, had a delegation of 15 present. Joliet, Champaign and Urbana Toastmasters were also on hand to assist in the welcoming; and District Governor Russell Puzey and Governor-Elect Emmet Holmes, both of Chicago, were present to participate.

Better Vocabularies-Why?

By RALPH C. SMEDLEY

There is a great deal of interest in vocabulary building and improvement.

Likewise, there appears to be a general misunderstanding about it, both as to purpose and method.

In recent years there have been published and sold great numbers of books on how to build better vocabularies, and yet there is no great improvement to be noted by the careful observer. Something is wrong.

Apparently, many people have the idea that possession of a book on words automatically results in better speech. Finding that it takes work and study, they lose their enthusiasm. Many others are unable to understand just why they need vocabulary enlargement. These are not good students.

It should be understood that studies in vocabulary building definitely are not for the purpose of loading one with a lot of big words, seldom needed. The study need not deal with big words at all, except as one's thoughts require polysyllabic expression.

There are two fundamental reasons for building better vocabularies.

First, the process helps us

to read or listen with better understanding.

Second, it enables us to express our own thoughts more clearly.

These two reasons are your incentive for working on your vocabulary.

With more than half a million words in the language, you will do very well if you understand so much as five per cent of them. Anyone who knows ten per cent is in the superman class.

But if you do not have a fair understanding of at least 15,000 words, you are under a handicap when you read or listen, for much of what is said will go right past you.

You can get along fairly well in ordinary speech with a stock of two or three thousand words. If that is the case, and if your thinking is not deeply involved, you may be satisfied with these. But if you are to be an intelligent reader of newspapers, magazines and books, you must know many more words with reasonable accuracy.

Unless you are a scientist, or in one of the learned professions, it is quite unlikely that you will need to speak such words as *biotics*, *amylaceous*, *endocrinology*, *stereophonic*, *microclimatology*, *chiaroscuro*, and many others

which sound wonderful and mean nothing to most people.

You may never need even to mention *herpetology*, *plenary*, *ecumenical*, *speleology*, or *numismatics*, but you may run across these last-mentioned words, and if you do not know in some measure what they mean, they will mean nothing at all to you.

Be as simple as you like in your speech, so long as you make yourself understood; but be very sure that you have enough words to express yourself adequately.

It is not the size of the words that counts, but the clearness with which they represent your thoughts. Probably you can get along with a speaking vocabulary in which there is not a word of more than three syllables. If you can do that without cheating yourself, by all means do it.

But you cannot get along as an intelligent listener or reader unless you know the meaning of a very large num-

ber of words of all sizes and sounds.

To be a good auditor, you need to have a listening acquaintance with all the words used by all the speakers and writers whom you patronize. Keep a dictionary at hand when you read, and look up the words which do not speak to you. They may never be needed in your own speech, but you need to know what they mean.

Otherwise you may find yourself in the situation of the Irishman who was in court for taking a poke at a man who called him a hippopotamus.

"When did the complainant call you a hippopotamus?" the judge asked.

"Oh, it was about six months ago," Mike replied.

"Then why did you wait until yesterday to knock him down?"

"Because I never saw a hippopotamus until yesterday."

A price revision on the Webster's New Collegiate Dictionary is announced by the publishers, G. & C. Merriam Company. The price for this valuable aid to better speech is now \$6.00. The book may be ordered through the Home Office of Toastmasters International.

Across The Desk

Values and Standards

By TED BLANDING, Executive Secretary of Toastmasters International

During one month this spring, a new club was added each day to our organization. Granting that this was rather exceptional, we must realize that the value of our training is gaining wider and fuller recognition than ever before.

It is true that this value is constantly being brought to the attention of potential leaders through correspondence, magazine and newspaper publicity, and through the efforts of district and area officers; but the very best publicity is given through the work done in the individual clubs. Results count heavily in presenting our program.

In order to keep our work at its highest standards, and to maintain the values which we know are involved, each club and each district should occasionally examine its own performance and the work of its members, so that the long-range program of training for business through speech may be assured.

The growth of the Toast-

masters movement is the direct result of personal contacts by men who desire to share with others the benefits gained from their own club experience. There are no paid organizers or salesmen. We grow by sharing the benefits. Because of this, the responsibility rests upon your Home Office and the officers of the organization, and upon the district and area leaders, to assist all the clubs in providing an adequate program of adult education.

Great corporations and business organizations throughout the country are looking to Toastmasters as the medium through which they may train their personnel for greater service. They continually request names and locations of our clubs so that their men may be enrolled as members.

We must be sure that every club puts on its best performance at every meeting.

If this high level of performance is maintained, we know that members and corporations alike will benefit by a productive educational program designed for better living.

Examine your own personal and club performance to see whether it is at its best.



A Day in the Life of J. Smith, Businessman

as noted by LYNN R. HARRIS, Past Governor of District 28

Mr. Smith is a businessman, head of an important commercial organization. He is also a member of the Toastmasters Club, in which he has found much to help him in his business.

Not only does he use his training in speech many times a day, but he constantly finds occasion to call upon his ability to listen critically and evaluate fairly as he deals with the developments of the day. As he composes letters and dictates them, plans programs and policies, issues instructions, conducts meetings, listens to salesmen, applicants and others who claim his attention, he rarely gets away from the place where he can apply what he has learned in his Toastmasters Club.

Here is the day's schedule, with notes on its relation to the training in Toastmasters:

| Events | Toastmasters Training Applied by J. Smith | Toastmasters Training which Mr. Smith Wishes the Others Had |
|---------------------------------------|---|---|
| 9:00 Reads the mail | Careful evaluation Critical listening | Organizing material Letter writing |
| 9:30 Dictates replies | Organizing material Clear statement of ideas Brevity of expression Good use of words | Ability to read or listen and understand Ability to evaluate |
| 10:00 Sales Meeting | Conference technique Speech, as executive Holding attention Constructive criticism Tactful suggestion | Careful evaluation Concentrated attention Analytical listening Impromptu response Accepting criticism |
| 11:00 Board of Directors Meeting | Presiding over meeting Knowledge of parliamentary procedure Effective speech presentation Conference technique in conduct of discussion Timing Ability to "take" criticism | Knowledge of parliamentary procedure Thinking on feet Impromptu discussion Critical listening Brevity in discussion |
| 12:00 Chamber of Commerce Luncheon | Analytical listening to and evaluation of speaker | Training in public speaking |

Events

1:30
Conference on personnel (to select a member of organization for promotion)

2:30
Conference on advertising

3:30
Confronted with two important conflicting invitations to address outside groups; assigned an associate, also Toastmasters trained, to fill one engagement

4:00
Meets Grievance Committee from employees' association

Throughout the Day
uses the telephone, calling and answering

Toastmasters Training Applied by J. Smith

Careful evaluation of possible candidates
Drawing out opinions of associates

Evaluation of materials and plans for publicity

Public speaking ability
Knowledge of how to select and arrange material; how to deliver it
Evaluation of associate to take assignment

Tactful listening
Fairness in judgment
Patience in conflict
Ability to see other point of view
Ability to guide discussion
Self-control in difficult situation

Think before speaking
Talk clearly
Don't waste time
Be friendly

Toastmasters Training which Mr. Smith Wishes the Others Had

Complete Toastmasters training
Should have letter on *Basic Training* completion

Effective use of words

Training in public speaking

Ability to present matters
Fairness in judgment
Skill in discussion
Disagreeing without being disagreeable

Careful listening
Clear speech
Quit when finished
Don't yell at me!

And so, through the business day, Mr. Smith makes constant use of the skills which he has acquired in his Toastmasters Club, many of which have become second nature to him. By being a good Toastmaster, he has made himself a better businessman, and he still sees room for further improvement.

At six o'clock, with a day of hard work behind him, he reaches for his hat and makes his way to the weekly meeting of his Toastmasters Club, where he finds relaxation and pleasant stimulation in the fellowship with the members and in the well-prepared program in which he participates.

What's Going On



Scotland Reports

District Governor Alex B. Young points with justifiable pride to the record being made in Scotland's District 18.

Prior to the recent war there was but one club in Scotland, the Glasgow Toastmasters Club, holding Charter No. 86, which was established in 1937. Expansion began in 1945, when clubs were formed in Edinburgh and Greenock. There were seven clubs when the district was set up, with its District Governor William Goldie, one of the founders of the Glasgow Toastmasters Club. In the following years, under Governors Arthur Cunningham and Peter Jacobs, and with the missionary work done by Jim Ewart as organizer of new clubs, great progress has been made.

There are now 20 chartered clubs, with six more in process of development. There is much interest in a new club being established in the Island of Jersey, promoted by a former member of Glasgow Toastmasters.

District Governor Young asks that any Toastmasters from the U. S. or Canada who visit Scotland this summer get in touch with him or other Toastmasters, so that there may be an exchange of views. His address is 19 Hatton Place, Edinburgh, 9.

In the picture are seen some of those present at the chartering of the Charlotte Square Toastmasters Club, Edinburgh. Holding the charter is G. W. H. Byres, president. At his right is Governor Young, and just behind is Area Governor J. A. T. Brown.

No Wonder They Smile



Harold Sherman and Mert Rosauer are co-chairmen of the Local Activities Committee for the Spokane Convention, August 24-27. Early returns on registration are sufficient to provoke the pleasant smiles they are wearing.

Toastmasters of Portland, Oregon, led the way by asking for the first 100 registration tickets. These were sold in a hurry, and Portland wired for another 100.

Not to be outdone, Seattle district duplicated this, and announced that four clubs in that district have registered 100 per cent, and will attend with their wives.

Local returns indicate that 50 per cent of the entire membership of District Nine, the Spokane district have registered already, with more to be heard from.

Now you understand why these two men wear broad smiles, and why the entire group of local committees at work on the convention plans are so confident that this is to be the best Toastmasters convention ever held.

All Aboard for Spokane

Arrangements are being made in District 12, Central California, for a special car via Southern Pacific to Spokane and return for the convention. The rate for the round trip is \$52.00 from Ventura or Oxnard or Santa Barbara.

Just for Fun

When Area 2 of District 1 held its humorous speech program, western costumes were in order. This area centers in Santa Monica, California, where such things are done. But in spite of instructions, two members of Los Caballeros Club of Santa Monica showed up wearing neckties. The two culprits, John Drescher and Mark Perry, were promptly handled by two desperate characters, Clyde Walker and Merle Luikens, who amputated the neckties with *scissors*, of all things — not bowie knives. Stanford Church, reporting the event, implies that this necktie party was only one of numerous amusing stunts which made the roundup a lively affair.



The New England District



Men of New England's Provisional District Number 31 met in New Haven for their spring conference, speech contest, and election of officers. They used the convention theme, "Job Training via Toastmasters," and staged a program of high quality. This district expects to be removed from the "provisional" class at the Spokane Convention, and the officers elected will lead the work during the first full year of operation. The picture shows, seated: Richard C. O'Brien, of Quincy, Mass., Lieut. Governor; and Leonard W. Fish, of New Haven, Conn., District Governor. Standing are: Reynolds Moulton, of Portland, Area Governor for Maine; William R. Keevers, of Hamden, Area Governor for Connecticut; Roy G. Salaman, of Hamden, District Sec'y-Treasurer; and Harold Anderson, of Boston, Mass., District Educational Chairman.

In Portland, Maine

It was a memorable occasion, according to reports, when the new Woodford's Toastmasters Club, of Portland, received its charter. This club has been sponsored by the Original Portland Toastmasters Club, which has been assisting with the project for some months.

The new chapter meets on

Thursday evenings in the parish house of Woodford's Congregational Church, from which its name is derived. It starts with a full roster and with unlimited enthusiasm.

The importance of the chartering was reflected in the presence of Leonard Fish, from New Haven; Richard O'Brien, of Quincy, Mass.; and Ervin Pietz, of Cambridge.

Speaker of the Year

Totem Toastmasters Club of Seattle has established a special award to be given each year to the one selected as "Speaker of the Year." This year's award went to Franklin K. McCrillis, who has been for 15 years an active worker for Toastmasters in the Seattle area,

and who has done a vast amount of service for the community in that connection. As president of Totem Toastmasters, governor of District Two, and president of Toastmasters International, he has served the organization well, and as an active worker in community projects, he has filled his place in Seattle and vicinity.

Your Club-of-the-Year Book must be received at the Home Office in Santa Ana on or before July 15th, to be eligible for this year's competition. Send it in without delay, if it has not already been sent.

Report of The Elections Committee

(By-Laws of Toastmasters International, Article VI, Section 3: Four directors shall be elected each year, each for a term of two years . . . No ballot for directors shall be counted unless the voter votes for the exact number of directors to be elected.)

The report which appears on the following two pages has been developed to conform with the By-Laws and the Procedural Rules, which have the approval of the Board of Directors, on behalf of the Elections Committee:

| | | | District |
|-------------------|--------------|------------|----------|
| Harry W. Mattison | Minneapolis | Minnesota | 6 |
| <i>Chairman</i> | | | |
| George W. Benson | Los Angeles | California | 1 |
| W. A. Dunlap | Sherman Oaks | California | 1 |
| Emmit L. Holmes | Chicago | Illinois | 8 |
| Gordon R. Merrick | Fort Collins | Colorado | 26 |
| Martin L. Seltzer | Des Moines | Iowa | 19 |
| E. W. Williams | Butte | Montana | 17 |

The names were carefully considered in the light of many factors which bear upon the selection of a ticket both to represent the membership fairly and to serve the long-range interests of Toastmasters International.

The Elections Committee reports its selection of the following names to be placed in nomination at the election at the Nineteenth Annual Convention of Toastmasters International:



PRESIDENT: GEORGE W. S. REED

5229 Lockhaven Avenue, Los Angeles 41, Calif.
Club: Downtown 141, Los Angeles, Calif., District 1
Served: Area Governor; TI Executive, Editorial, Educational and Budget Committees; TI Director; Present TI Secretary. Member for 9 years, and has attended 3 TI Conventions.

Occupation: Advertising Public Relations Executive.



VICE-PRES.: CARLETON SIAS

1000 Waterloo Building, Waterloo, Iowa.
Club: Waterloo 101, Waterloo, Iowa, District 19.
Served: First District Governor; TI Director; By-Laws Committee. Member for 9 years, and has attended 4 TI Conventions.

Occupation: Attorney at Law



TREASURER: TRACY M. JEFFERS

1293 Grand Avenue, St. Paul 5, Minnesota.
Club: King Boreas 208, St. Paul, Minn., District 6.
Served: District Governor; District Educational Chairman; Chairman District Budget Committee; TI Director; Present Treasurer; TI District Affairs, Budget, and Convention Committees. Member for 8 years, and has attended 5 TI Conventions.

Occupation: Business Analyst.



SECRETARY: NICK JORGENSEN

3439 Perkins Lane, Seattle 99, Washington.
Club: Downtown 52, Seattle, Washington, District 2.
Served: Area Governor; District Governor; TI Director; Chairman — "Club of the Year" and Zone A Speech Contest. Member for 12 years, and has attended 5 TI Conventions.

Occupation: Food Products Manufacturer.



DIRECTOR: JOHN W. HAYNES

2948 Graceland Way, Glendale 6, California
Club: Jewel City 29, Glendale, California, District 1.
Served: Area Governor; District Governor; TI Convention Program; Editorial Board. Member for 7 years, and has attended 6 TI Conventions.

Occupation: Advertising Account Executive.



DIRECTOR: GUY JOHNSON

639 Whitehall Street, S.W., Atlanta, Georgia.
Club: Henry W. Grady 289, Atlanta, Ga., District 14.
Served: District Governor. Member for 5 years, and has attended one TI Convention.

Occupation: Proprietor, Wholesale Electrical.

DIRECTOR: HARRY LaDOU

941 Seventh Avenue, San Diego 1, California.
Club: San Diego 7, San Diego, California, District 5
Served: District Governor; District Secretary. Member for 10 years, and has attended 6 TI Conventions.

Occupation: Furniture and Appliances.



DIRECTOR: HUGH E. McEVOY

2735 North 47th Avenue, Omaha 3, Nebraska.
Club: Omaha 229, Omaha, Nebraska, District 24.
Served: Area Governor; District Governor. Member for 8 years, and has attended 2 TI Conventions.

Occupation: Personnel Officer.



DIRECTOR: RUSSELL V. PUZEY

3900 Board of Trade Building, Chicago 4, Illinois.
Club: Wilson Avenue 169, Chicago, Illinois, District 30 (formerly part of District 8)
Served: Area Governor; District Secretary; District Governor. Member for 5 years, and has attended 2 TI Conventions.

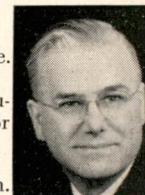
Occupation: Partner National Accounting Organization, Certified Public Accountant.



DIRECTOR: IRV L. SAUCERMAN

232 U. S. Courthouse Building, Portland 5, Ore.
Club: Portland 31, Portland, Oregon, District 7.
Served: Area Governor; District Secretary; District Lieutenant Governor; District Governor. Member for 6 years, and has attended 4 TI Conventions.

Occupation: Locomotive Inspector, Interstate Commerce Com.



DIRECTOR: HAROLD W. SHERMAN

West 433 - 14th Avenue, Spokane 9, Washington.
Club: Pioneer 47, Spokane, Washington, District 9.
Served: District Lieutenant Governor; District Governor. Member for 5 years, and has attended 4 TI Conventions.

Occupation: Salesman.



DIRECTOR: EDWARD M. WHYTE

1322-A Government St., Victoria, B. C.
Club: Victoria 38, Victoria, B. C., District 21.
Served: Area Secretary; District Lieutenant Governor; District Governor; District Secretary-Treasurer. Member for 9 years, and has attended 4 TI Conventions.

Occupation: Secretary, Political Association.



It's a Good Idea

Family Night

At Portland, Maine, the Toastmasters staged a "family night" with success. Not only the wives but the younger members of the families were invited. The regular meeting program was presented, with various surprise features for the guests; and the rest of the evening was spent in swimming, bowling and other social activities made available in the Y.M.C.A. building, where the club meets.

A "family night" either indoors or outdoors is an excellent feature for summer programs.

Counseling Committee

It may be found a very good idea for the club's deputy governor to appoint a small committee, made up of past presidents, past deputy governors, or other experienced members, who will study the welfare of the club and offer occasional suggestions for improvement. This committee is not official, and its findings should be offered tactfully and without any sense of being officious or intrusive. Its members can help the deputy governor in his deliberations on matters which belong in his department, and

can be generally useful, in a very unobtrusive way.

How Much Time?

A variation in timing of speeches was introduced at the Anaheim, California, Toastmasters Club, when veteran member Royal Marten was the timer. When called upon to report the time taken by the speakers, he did not limit his remarks to the number of minutes and seconds consumed in the entire speech, but stated how much time was taken for the introduction, how much for the body, and how much for the conclusion.

He asked one speaker, "How long do you think your introductory remarks took?"

The speaker, obviously guessing, said "Oh, probably about 35 seconds."

"In fact," the timer replied, "the speaker used one minute and 25 seconds in getting started, before he entered upon the argument." Another had taken far too much time finishing up the speech and reaching a conclusion.

This method of analysis of the timing is excellent for occasional use. It helps to make the speakers conscious of the relative values of the parts of their speeches.

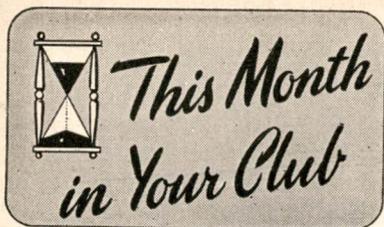
Another Good Idea

To encourage study of words and their meanings, Program Chairman D. H. Tibbals of Smedley Chapter Number One, of Santa Ana, presented a "missing letter" outline to his club. As shown below, the initial letter of each word is given, and the dashes indicate the number of letters in the word. The members were asked to fill in the missing letters, from the definition given for the word, and then to use as many of the words as possible in the Table Topics discussion. The mimeographed sheets were distributed at the opening of the meeting so that there was time to study and complete the words.

You may like to try this on yourself, and then have it used in your club.

- A - - - - - : To make alive; to inspirit.
- B - - - - - : To expel; to drive out; to deport
- C - - - - - : Uneasiness resulting from a sense of guilt.
- D - - - - - : Prudent; circumspect.
- A - - - - - : To reduce to nothing; to destroy completely.
- A - - - - - : A supplement; an addendum.
- C - - - - - : To consolidate; to compress.
- E - - - - - : To strive to equal or excel; to rival.
- A - - - - - : To foresee; to take up ahead of time.
- C - - - - - : To think over; to ponder.
- P - - - - - : Exceptionally early in development; forward.
- T - - - - : Used until so common as to have lost novelty; stale.
- L - - - - - : Given to talking; garrulous.
- O - - - - - : A notice of death, especially with biographical sketch.
- I - - - - - : A hindrance; an obstruction; an obstacle.
- S - - - - - : To set apart; select.
- M - - - - : Madness; excessive enthusiasm.
- T - - - - : A commonplace; platitude.
- V - - - - - : To justify; defend.
- G - - - - : Awkward; clumsy.
- I - - - - : Powerless to act; sluggish.
- S - - - - - : A parasite; flatterer.

The words: animate, banish, compunction, discreet, annihilate, appendix, concentrate, emulate, anticipate, cogitate, precocious, trite, loquacious, obituary, impediment, segregate, mania, truism, vindicate, gawky, inert, sycophant.



For the Club Member

If your club has been on the beam with *Progressive Training* for the past three months, you will be ready for some delightful speech experiences in July.

In April we worked on *Persuasive Speech* as a special interest. In May we tackled *Typical Occasions for Speech*, and you had the advantage of training in various approaches. In June the emphasis was on *Discussion Techniques*.

With July we come to a combination of these three in *Discussion, Formal and Informal, of Patriotic and Civic Matters*.

Free and frank discussion of problems both personal and general in their interest is an American characteristic. Make it wider than that. Let us say that it is a characteristic of all liberty-loving, free-speaking people who enjoy the privileges of democracy. Talking things over is one of the best ways for arriving at wise decisions.

To be skilled in such discussion is to make yourself a

more effective citizen and leader.

The summer season is a good time to indulge in such practice. The relaxed atmosphere of the warm weather meeting encourages informality in speech. That is good, so long as the relaxation does not extend to your thinking.

Your club's July programs should include at least one series of speeches on civic or patriotic themes. These themes are abundant. Many of them are vital to our civic and national welfare. Problems of government spending, taxation, the welfare state, the cold war, the way to peace, the United Nations Organization, the menace of radicalism and a score of others challenge attention. Either in prepared speeches or in prepared discussions of informal nature, give attention to these matters in your club. They are important to you, as an individual. Frank discussion may lead to constructive action.

Elections are coming up. Both men and issues should be frankly discussed in your club. Don't be afraid of controversial subjects. In the Toastmasters Club we pride ourselves on being able to disagree without being disagreeable. Here, of all places, is our chance to speak freely and listen honestly.

The panel discussion, well conducted, is one of the best

methods for arriving at conclusions. Every member of your club ought to secure experience in panel techniques, both as a leader and as a participant.

You have a right to demand that the Program Committee give you your opportunity.

Outdoor Program

There ought to be at least one outdoor meeting this month, and another in August. It may be in a park or picnic ground, or in the backyard of some member. This gives a new experience to the speakers, in speaking out of doors, adapting voice and delivery to the unusual surroundings, and finding out how to adapt themselves to the conditions.

Evaluation

For such programs, the style of evaluation changes from the ordinary, rather uninspired methods.

Let the evaluators give attention to the worthiness and importance of the matters presented, either by speakers or in discussions. Conviction, sincerity and concreteness are characteristics of these speeches and discussions. Every speaker should be evaluated as to appropriateness of his speech, value of its material, worthiness of its purpose, and the effect on the audience.

July can be a very useful month to you, as a member, in your quest for better speech. It will require your personal effort, and you will gain in proportion to the energy you display in holding your club to the best performance during these so-called "vacation" days.

A Challenge

This is a challenge to your intelligence.

Without looking up any references or consulting anyone, can you talk intelligently for two minutes about the *Bipartisan Foreign Policy*, or the *Point Four Program*, or the *Hoover Commission Reports*?

Can you give a reasonably clear statement or definition of the following:

- Bookmaking
- Wire Tapping
- The Tariff
- The Cold War
- Filibuster
- The Welfare State
- Reciprocal Trade Agreements
- Universal Military Training
- E. C. A.
- U. N. O.
- U. N. E. S. C. O.

Use the opportunity in your Toastmasters Club this summer to discuss such topics of current, general interest. Through discussion, argument, and exchange of opinion, add to your own knowledge and understanding.

HOW WE TALK

The sound of *t* is dropped in a few common words, e.g., *often*, *soften*, *listen*. Some speakers sound the *t* in *often*, which is contrary to the best common usage. It is better to pronounce it *of'n*.

However, the omniscient Webster says: "The pronunciation *of-ten* is not uncommon among the educated in some sections, and is often used in singing."

Another troublesome word is *route*. It is from the Latin *rupta*, broken, by way of the French, in which it appears as *route*. The pronunciation is with the long sound of the double *o*, as in *root* or *boot*, but you rarely hear it so used. The common usage makes it *rou-t*, to rhyme with *out*, which causes confusion, since we have a *rou-t* already, in the sense of defeat, or search. The dictionary recognizes the tendency, giving the pronunciation *rou-t* as second choice.

But when you use the past tense of *drag*, never call it *drug*.

And if you refer to the mountain you climbed yesterday, do not say, "I clumb plumb to the top."

Dive is a simple verb whose past form bothers many

people. That past form properly is *dived*, but all too frequently we find that someone *dove* into the water. The dictionary says that *dove* is used colloquially, especially in the U. S. In recent years it has crept into use by writers, especially those not too careful about their use of words. Since we use the word *dove* to designate a type of pigeon, and since there is no conflict with *dived*, it seems reasonable to hold to the correct form, even in common speech.

Two words of similar sound present peculiarities in formation of the past tense. *Fight* becomes *fought* in the past, but *light* may be either *lighted* or *lit*, when the action has occurred. Probably most of us would say that "he lit his pipe" rather than "he lighted his pipe," but either way will serve. If you are speaking of alighting from a horse or an airplane, you are less likely to use *lit*.

Always being confused are the two words *hale* and *hail*. If you are going to *hale* someone into court, spell it *hale*. If you want to call to someone across the street, *hail* him. But never *hail* someone into any situation by force.

We can hardly blame the foreigner for his difficulties in learning to speak the English language when we have so much trouble with it ourselves.

Recommended Reading

For summer weather, something lighter may be appropriate. Here are three suggestions on that line. There will be no great strain on the brain in the reading of these books, but each has something to contribute to the discerning reader.

The Autobiography of Will Rogers is worth your time. Do not undertake to read it through consecutively, or it may bore you. The better way is to pick it up for a little while daily. Read it for stories, illustrations, bits of philosophy which may be useful in your speech or conversation.

The book consists largely of extracts from the sayings and writings of Will Rogers. It is more of an anthology than an autobiography; but however you view it, if you like the homely philosophy of Rogers, you will enjoy it.

Enjoyment of Laughter, by Max Eastman, may serve to clear up some of your problems about the use of humor in speech. It is not a collection of jokes and stories, although these are present in abundance. It is a semi-serious study of humor, its origin and nature, and its applications.

Both Rogers and Eastman should be read with a notebook at hand, in which you may record impressions, ideas, stories and other matters which come to your attention as you read.

If you are not acquainted with the writings of Harry Leon Wilson, which were popular two or three decades ago, there may be a treat in store for you. He was an able writer of mildly humorous fiction. He created at least three characters who deserve to live in American thinking. His characterizations are clever, and he is a good hand at turning attractive phrases.

The three characters are *Bunker Bean*, *Ruggles of Red Gap*, and *Merton of the Movies*. These are the titles of three of his books which you will find pleasant summer reading. There is an edition now available in which the three are included in one volume.

Think of Bunker Bean as a study in what may be called "success technique" and read about him sympathetically. Ruggles is a man from Britain who has the problem of adjustment to pioneer conditions in the Great West. Merton is a movie-struck lad who blunders into the pictures. Each one carries underlying truth which the reader may discover to his profit.

There is nothing heavy in these books. They should give you some enjoyable hours. You will find them in the public library if you do not care to invest money in them.

The Speaker's Library

To your dictionary and thesaurus add yet one more essential volume. You need a book of quotations.

There are several from which to make your selection. One should suffice for your needs as a speaker.

Bartlett's is the oldest, and with many people it is the favorite. The modern edition is published by Little, Brown & Co. Its plan includes an index by authors, followed by the body of the book in which the quotations are listed under the names of the authors. At the back is a voluminous concordance (index by means of key words). Thus, if you know the important word of the quotation you seek, you will locate the complete text very easily.

Hoyt's *New Cyclopedia of Practical Quotations*, published by Funk & Wagnalls, is available in a recently revised edition, claiming a total of more than 21,000 of the choicest selections. It is topically arranged, starting with *Abhorrence* and *Ability* and carrying through nearly 1000 pages to *Zeal* and *Zephyrs*. It contains also an index by words.

A New Dictionary of Quotations by H. L. Mencken, published by Alfred A. Knopf, is one of the most recent. It features alphabetical arrange-

ment of the material, with no index, but with many cross references. Like all work by Mencken, it is well done.

Massive and imposing is *The Home Book of Quotations*, by Burton Stevenson, published by Dodd, Mead & Co. In its more than 2000 pages you will find a tremendous supply of quotable selections, and it affords both the index of authors and the concordance.

All these volumes are large and fairly costly. Inspect them at your city library before you decide which one to buy.

There are some useful ones in smaller and less expensive volumes which will serve most of your needs adequately. *Useful Quotations*, by Edwards, published by Grosset & Dunlap, is inexpensive, and reasonably complete. Of course it does not equal the more ambitious collections.

When you wish to use a quotation, you need to know at least two things: What is the exact wording, and who is the author?

With a good dictionary, a thesaurus, and a book of quotations, you are fairly well equipped with reference works. More extensive research may very well take you to the library provided by your city.



What to Talk About

Please send us a copy of the "Topic Bank." Our club gets into a rut on Table Topics. I am proud to report that we keep our full complement of 30 members with several associates, every member a progressive businessman, and all taking advantage to Toastmasters training . . . I can never say enough for what Toastmasters has done for me.

—D. W. Fisher, Olmsted County
Toastmasters Club, Rochester, Minn.

He Likes It

Three years ago, I could hardly keep from tears when I tried to talk. I was so nervous that it was painful. Today, having overcome that disorder, I can talk without fear. It would be hard to find a more ardent Toastmaster than I am. My *Basic Training* certificate will be cherished among my most valued possessions. It represents a steppingstone to new worlds of experience. Toastmasters has opened the door to new friends, and to endeavors beyond my expectations.

—Spencer Lauson, Billings, Montana
Toastmasters Club

The Missionary Spirit

Each year since Boston Toastmasters Club was chartered, it

has sponsored at least one new club, and each new one has meant the loss of some of the leaders of the Boston Club. Within the past eight months, two new clubs were organized in suburban Boston. Another is ready to be chartered. The shift of members from the Boston Club to those in the suburbs causes our group to be made up largely of younger and newer members, which is not altogether bad, for it leads to greater enjoyment of Toastmasters functions through inter-club activity and fellowship.

—H. E. Sanguinetti, Boston, Massachusetts
Toastmasters Club

From New York

It may interest you to know that several of our members have been highly complimented by business associates and friends on their improvement in speaking since they joined our club . . . One of the high spots: One of our members stood up and told the gang how much he has benefited in the past year's training. He said: "I wouldn't exchange my Toastmasters experience . . . for \$1,000 a year increase in salary!"

—Reported by Dick Gehr and Art Merrill, of the Schenectady, New York Toastmasters Club

From Canada

We have just held the Zone Convention in Victoria. We worked hard to make it a success, and it was. It was our great pleasure to meet so many men from the states in the Northwest, and to observe their enterprise and ability to speak well.

—Harry Wood, Victoria, B. C.
Toastmasters Club

THE QUIZZER

By GRANT HENDERSON

The fascination of the conundrum is as old, probably, as human speech. Most conundrums depend for their point on a pun, while the riddle takes an apparently difficult question to which the answer is an easy one.

The ones presented here are old ones, some of them really ancient. Some may be so old that they are new to you.

1. What is the difference between a barber and a mother of young children?
2. What is the difference between a farmer and a seamstress?
3. What is it that has neither head nor tail, yet has a foot at each end and one in the middle?
4. Why is an old coat like an iron kettle?
5. Why are pancakes like a caterpillar?
6. Why is your sweetheart like a doorknob?
7. If you saw a house on fire, what three poets' names might you mention?
8. Why do pianos have such noble characters?
9. What chasm often separates friends?
10. What is more wonderful than a horse that can count?
11. What train is the most difficult to catch?
12. Why is there never a whole day?
13. Why is a selfish person like the letter "P"?
14. What is that which divides by uniting and unites by dividing?
15. Why is a sheet of ruled paper like a lazy young dog?

The Answers

1. The barber has razors to shave, and the mother has shavers to raise.
2. The farmer gathers what he sows; the seamstress sews what she gathers.
3. A yardstick.
4. It represents hard wear (hardware).
5. They make the butter fly.
6. She is something to adore.
7. Dickens, Howitt, Burns!
8. They are either grand, upright or square.
9. Sarcasm.
10. A spelling bee.
11. The 12:50. It is ten to one if you catch it.
12. Every day begins by breaking.
13. First in *pity*, last in *help*.
14. A pair of scissors.
15. One is an ink-lined plane (inclined plane) and the other is a slope up (slow pup).

TOASTMASTERS

PLAN NOW TO ATTEND THE

Nineteenth Annual Convention

JOB TRAINING VIA TOASTMASTERS

SPEECH EDUCATION AT ITS BEST

TOPS IN EVENING ENTERTAINMENT

Where to Stay in Spokane

1. Make your hotel reservation on the back of this sheet.
2. State the names and addresses of all persons who are to occupy the room.
3. Be sure to indicate if you are an official delegate or newly elected Governor.
4. Enclose a check for \$5.00 per person made out to—

TOASTMASTERS INTERNATIONAL HOUSING BUREAU.

RATES AT THE SPOKANE HOTELS (all rooms are with bath)

| Hotel | 2 Persons | | |
|----------------|---------------|---------------|----------------|
| | Single | Double bed | Twin beds |
| Davenport | \$3.50 | \$6.00 | \$6.00 up |
| Spokane | \$3.25—\$5.00 | \$4.50—\$7.00 | \$6.00—\$ 7.50 |
| Culmstock Arms | \$4.50 up | \$5.50 up | \$6.00 up |
| Desert | \$3.50 | \$4.50—\$6.00 | \$6.75—\$10.00 |
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| Parsons | \$3.00 | \$4.00 | \$5.00 |

For family accommodations, beds can be arranged for children. List your needs:

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501 First Avenue
Spokane, Washington

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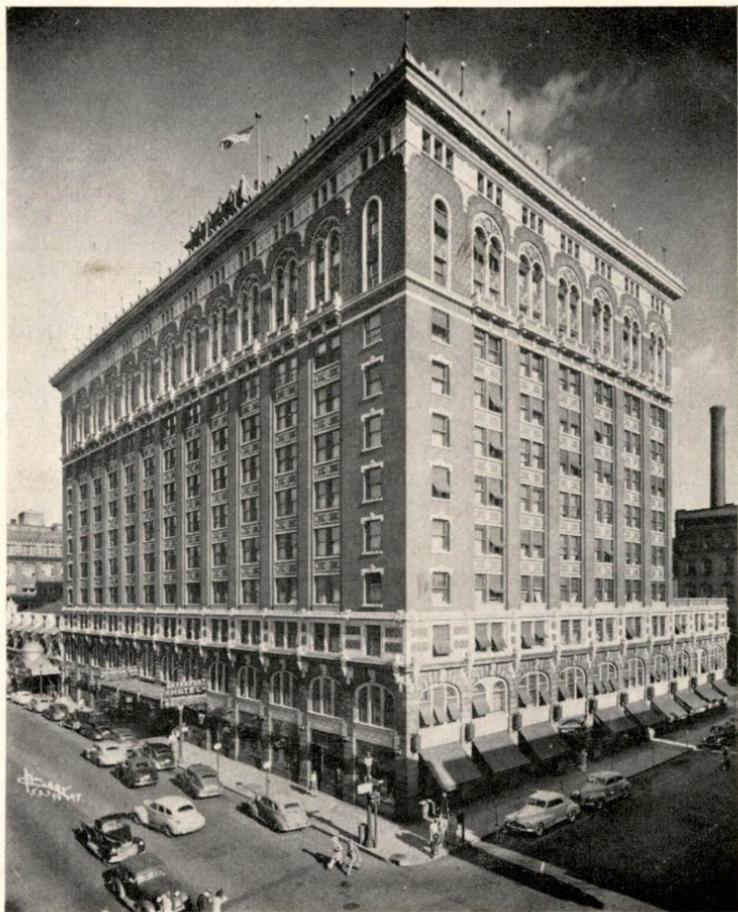
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Make reservations **NOW** if you want good accommodations

*William L. Elmslie, Local Housing Chairman
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Your reservation form is inserted in this magazine.