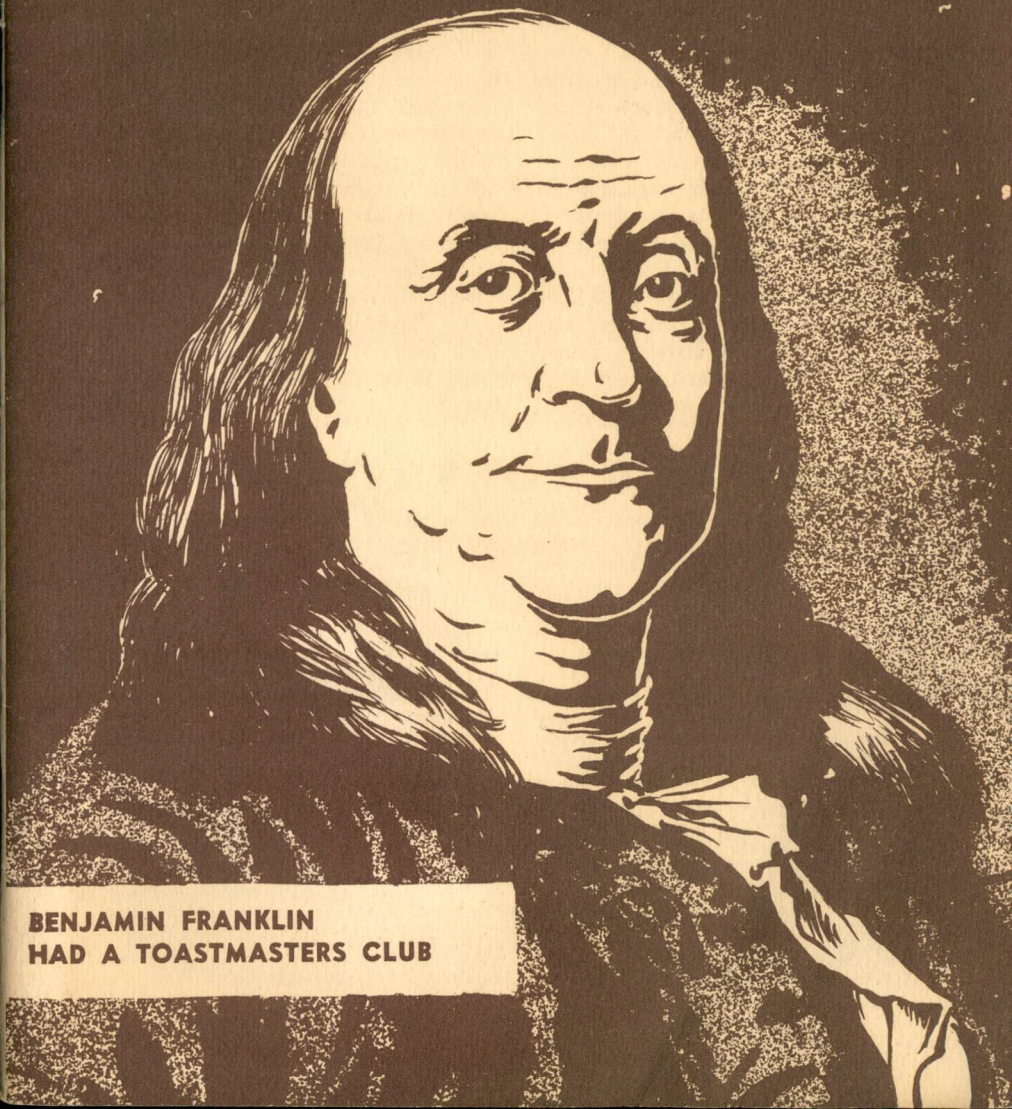


OCTOBER, 1956

The TOASTMASTER



**BENJAMIN FRANKLIN
HAD A TOASTMASTERS CLUB**

EDITORIALLY SPEAKING

One of the most impressive moments in a Toastmasters International convention is the point at which the outgoing President turns over the gavel to his successor.

Like the waiting runner in a relay race, the incoming President picks up the baton of leadership and, with his Officers and Directors behind him, prepares for another year of growth and progress in Toastmasters ideals, objectives and services.

Toastmasters may be proud of the record of their organization during the past year. Approximately 350 new clubs have been chartered. Thailand, French Morocco, Italy and Puerto Rico have entered the ranks of countries who now possess a flourishing Toastmasters Club.

Other countries in process of

starting their first Toastmasters group are Denmark, Belgium, Spain, Malaya, Indonesia, and Pakistan.

Much credit should be given to the men who serve as Officers, members of the Board of Directors, and members of the standing committees of Toastmasters International. They give unselfishly of their time and experience, helping, counseling, advising, and visiting. President Haynes has made four country-wide trips, and the impact of his genial personality has been felt by thousands of Toastmasters from Canada to Florida, from the Atlantic Coast to the Pacific.

To President Jack we say sincerely, "Well done, and thank you."

To President Vince we say, "We look forward to another pleasant year under the new administration."

MEET OUR CONTRIBUTORS

PAUL GNADT (*Speechcraft*) is the present Governor of District 8. A member of St. Louis, Mo., Toastmasters No. 170, he has had an active career in club, district and area work. He is sales manager of the Mutual Benefit Dept. of the Order of Railroad Telegraphers. . . . **EMMETT B. DAY** (*Brainstormed*) is a charter member of CPA Toastmasters No. 971 of Houston, Texas. A professional accountant and office manager for Charles B. Wrightsman, oil producer, Emmett is also past president of the Houston Chapter of the National Association of Cost Accountants. . . . **HARRY D. WHITTEN** (*Teamwork*) of the Woodford Toastmasters No. 816 of Portland, Maine, was one of the forces that kindled the spark of Toastmasters in the northern New England states and New Brunswick, Canada. Active in the organization of District

45, he served as Provisional Governor and first Governor. . . . **MERRITT W. BARNES** (*Ben Franklin Had a Toastmasters Club*) of the Syracuse Toastmasters No. 580, New York, is manager of the coarse paper department of J.&F.B. Garrett Company, the largest wholesale paper house in central New York State. Merritt was one of the speakers at the 25th annual convention in Detroit. . . . **KENNETH B. HAAS, D.V.M.**, (*What of the Specialist?*) is well qualified to speak on this topic. While in charge of a small animal hospital in Chicago, he published many professional articles and was co-author of a book; he was later assistant editor of the *Veterinary Magazine* of Kansas City, and is now clinical researcher in the small animal field with The Upjohn Pharmaceutical Co. Ken is President of Kalamazoo Toastmasters No. 1270.

The TOASTMASTER

For Better Thinking—Speaking—Listening

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Santa Ana
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OCTOBER, 1956



Ben Franklin had a Toastmasters Club ... way back in 1727

By Merritt W. Barnes

IF YOU had been living in Philadelphia two centuries ago, you might possibly have become a member of the Toastmasters Club of that day. Of course it did not bear the name, but it was similar in many other respects to our clubs, and it provides a fine, historical antecedent for us.

The club was the "Junto." According to the record left by Benjamin Franklin, it was "a club of mutual improvement, which we called the JUNTO; we met on Friday evenings." There were a dozen members and Franklin drew up the rules under which they operated.

"The rules required that every member, in his turn, should produce one or more queries on any point of Morals, Politics, or Natural Philosophy, to be discussed by the company; and once in three months produce and read an essay of his own writing on any subject he pleased."

The group was varied as to interests and occupations. Included

were a scholar, two eager country boys, two merchant clerks, a shoemaker, two mathematicians, a surveyor, a mechanic, a playboy and a printer. Regular attendance was a requirement. It became known as the club of young, poor and enterprising men.

Franklin devised a set of ten questions which were read at each meeting, "with due pauses," as a guide to the discussion. Here are three of them:

1. *Have you lately observed any defect in the laws of your country of which it would be proper to move the legislature for an amendment? Or do you know of any beneficial law that is wanting?*

2. *Do you know of a fellow-citizen who has lately done a worthy action deserving praise or imitation; or who has lately committed an error proper for us to be warned against and avoid?*

3. *Have you lately observed any encroachment on the just liberties of the people?*

There was a lengthy list of questions, or "inquiries put to members

for the purpose of obtaining subjects for debate." Here are a few samples:

"Have you met with anything, in the author you last read, remarkable or suitable to be communicated to the Junto, particularly in history, morality, poetry, physic, travels, mechanic arts, or other parts of knowledge?"

"What new story have you lately heard, agreeable for telling in conversation?"

"Hath any citizen in your knowledge failed in his business lately and what have you heard of the cause?"

"Have you lately heard how any present rich man, here or elsewhere, got his estate?"

"Do you know of any deserving young beginner, lately set up (in business) whom it lies in the power of the Junto any way to encourage?"

And then there were some less personal questions propounded for debate, of which the following are representative:

"Can any one particular form of

government suit all mankind?"

"How may smoky chimneys be best cured?"

"Which is least criminal—a bad action joined with a good intention, or a good action with a bad intention?"

"Is the emission of paper money safe?"

"What is the reason that the tides rise higher in the Bay of Fundy than in the Bay of Delaware?"

Benjamin Franklin would have been a help to many of our perplexed Tabletopic Masters, who seem hard put to find interesting matters to propose for discussion. He had imagination, and used it.

In many respects the club resembled our own Toastmasters club. The members took turns in presenting questions on "any point of moral, political or natural philosophy to be discussed by the company." Each was expected to produce and read an essay of his own writing, on any subject he pleased. Since but one such essay

(Continued on page 25)

THE CHALLENGE

of the

FUTURE



By T. Vincent McIntire

President, Toastmasters International

Much has been said, at the convention and elsewhere in the great work of Toastmasters International, of the challenges of communication, leadership, and evaluation. These challenges are incorporated in much of the plan of your new officers and directors for the coming year. I add even another—the challenge of the future.

We will continue to meet the challenge of communication. Our increasing size might be interpreted as tending to jeopardize the “person to person” intimacy which has made us great. It is our responsibility to meet that challenge so that we may not grow remote from our membership, and, together with management, we shall consider the potential enlargement of communication so that all members may share that intimate sense of belonging.

The challenge of leadership demands that we know what our privileges are, and our responsibilities. I have no fears for either the board or the membership as I appraise the competence of the men you have chosen to serve you.

We recognize that we can never enjoy the luxury of casual judgment where the destinies of seventy-odd thousand members are involved. Our constant purpose will be to see that every member has equal opportunity to use these services for his self improvement.

The challenge of the future! It lives with everyone. But where a great portion of the world today seems to find fear of the future fashionable, we are apostates. In an age when many question the wisdom of their judgments, we disregard such ill-conceived procedure. In an age given over to materialism, we live with miracles!

In this remarkable confraternity of Toastmasters, where the strong stand in humility to correct weakness, and the weak stand and become strong, we are producing the miracle which confutes fear of the future.

For us, the future does not mean fear, but opportunity. I see opportunities in our future so many and so great that they become our responsibilities.

And I pledge to you that hand in hand with management, your officers and directors will continue to meet those responsibilities as they have been met in the past—with courage, with faith, and with vision. ✦

We

Brainstormed

our table topics

and found new opportunities to serve

By Emmet B. Day

THE article entitled “Introduction to Brainstorming” in THE TOASTMASTER for May, written by George W. Rawcliffe, caused me to think of a brainstorming session for our CPA Toastmasters Club meeting. On May 23, 1956, as Topicmaster, I passed out slips to the members which read: “Be ready to participate in a ‘brainstorming’ session on how we can make Houston a better place in which to live.”

To start the proceedings, I gave a brief introduction to brainstorming, emphasizing the need for creative and constructive ideas. Each speaker was asked to think positively, and to avoid negative suggestions.

The participants were reminded that the problem of living together in our city is always with us. Surely there are many ways to discover the best way to improve Houston.

The men responded well. Several excellent ideas were advanced by the speakers, but the thought of-

fered by James O'Brien seemed good enough to present to the people of the city.

Accordingly, I wrote an account of our discussion, and sent a copy to the Chief Editorial Writer of each of our daily newspapers. I explained the plan followed, and listed some of the suggestions. Among these were: better public transportation, better traffic control, and more freeways—all of which would help to reduce the everyday annoyances which are part of life in a big city.

But I reported that the most practical suggestion, as it appeared to me, was that each one of us who live in Houston should do what he can for those whom he meets, to help them enjoy living near us or dealing with us. This is something we can do now, without voting bonds or raising money. It is something personal for each one of us.

I pointed out that Houston is los-

(Continued on next page)

ing its reputation for what used to be called "southern hospitality," and that improvement in our ordinary relationships, brought about by individual help, would aid in restoring this characteristic while stimulating better citizenship.

The result was that a very good editorial appeared a day or two later in the *Houston Post*, commending the idea, and suggesting that it be adopted by the citizens. The *Houston Press* printed my contribution as a "letter to the editor," which gave us two positive responses out of three newspapers.

The *Post* editorial said in part: "What is the best thing a civic group could do to make Houston a better place to live in? The CPA Toastmasters Club discussed many suggestions along that line, and the members agreed on the most practical one. It was this: That each of us should do what he can for those we meet, to help them enjoy living near us or dealing with us. This is something we can do now."

SALUTE TO LIONS INTERNATIONAL

That the importance of mastery of the art of communication as an essential of leadership is recognized and appreciated, is evinced in tangible form by Lions International. The organization now buys 240 yearly subscriptions to *The Toastmaster* as a helpful and practical gift to their District Governors.

The Toastmaster has received a number of letters from these District Governors, expressing their appreciation for the help they have received from its pages in their work in the largest Service organization in the world.

The Toastmaster is both proud and humble to receive these letters—proud that Lions International finds value in our publication, with its practicable and workable approach to the arts of leadership and communication, and humble in the re-dedication to our responsibility in the training of men in communication and leadership.

"Isn't that an admirable project? Timely, too. The bigger and more cosmopolitan Houston grows, the less neighborly people seem to be. The town's once-vaunted southern hospitality is diminishing. The CPA Toastmasters have got something. It is a project worthy of adoption by all civic organizations, and all individuals."

Thus the report of a simple but practical suggestion, developed in the discussion in our Toastmasters Club, has been presented to the people of our city, and may lead to definite civic improvement because it was brought before them in an attractive manner. Other cities may well take heed and profit by what we have attempted in Houston.

What finer service can a Toastmasters Club render than to lead in the betterment of its own community?

NOTE: James O'Brien, who offered the notable suggestion for being good neighbors, is the former member of CPA Toastmasters who organized the first Toastmasters Club at Caracas, Venezuela.



... A SPEECH
NEEDS A

purpose

By Ralph C. Smedley

TO MAKE a good speech, be in earnest. Have a purpose, and do your best to accomplish it.

One trouble with a good many speeches by Toastmasters is that they are merely speeches. They do not aim at a definite accomplishment. They do not get results, except perhaps in the matter of speech improvement.

The speech is far more effective, both for speaker and for audience, when the subject is one on which the speaker has convictions. Try to feel the importance of what you say, and you will say it more effectively.

There are subjects all around you which may enlist your enthusiastic interest. There are projects, causes, campaigns, into which you

can enter helpfully and with earnestness. Become an advocate of one of these, inform yourself about it, and then talk about it when you get the chance.

Clean-up Campaign

For instance, there is need for a clean-up crusade in most parts of the United States. Other parts of the world set us a good example in the care of streets, highways, parks and other public places, but we in the U.S.A. need to be stirred up.

Look at the streets and highways in your own vicinity. If they appear clean and well kept, then you need not be bothered. But in most localities, you will find the public grounds littered with everything from old newspapers and discarded candy wrappers to beer cans, cartons, pieces of shrubby trimmings, old shoes and abandoned automobiles.

In almost every state it is against the law to scatter trash on highways. Let us engage in a campaign for law enforcement. Let us try to stimulate people to be good housekeepers on the streets and in the parks. Our littering is costly.

Get the facts; observe your own vicinity; stir up your own sense of good citizenship to the point where you would be ashamed to toss a scrap of paper on the street, and then start your campaign for a general clean-up.

What About Highways?

One of our national problems is highway construction. We are building trucks and automobiles much faster than we are building roads. What should be done?

(Continued on next page)

Information is available in abundance. Confer with local authorities, city and county street and highway departments. Find out what the program is. Study the needs and the costs. Perhaps you may come up with a solution for the problem, with suggestions that will help. At the same time, you will learn about traffic hazards and safety problems. Once you get into this study, you will need no further urging to become enthusiastic.

International Problems

Not only in America, but in every land where Toastmasters clubs operate, you will find matters of international relations which need discussion and clarification. Look into these, and on some of them you will become an enthusiastic advocate.

What about the situation in the Near East, in Egypt, Saudi Arabia,

Israel, Cyprus? What about the trouble in China, between the Nationalists and the Reds? How must we deal with Communism so as to make it less of a threat to world peace?

Consider the intercontinental ballistics missile. What will be the effect on humanity when a militant nation is able to project an explosive force of cataclysmic proportion from a point thousands of miles away? Put your imagination to work on this one and see what comes of it.

The Man with the Message

People will listen to the man with a message, if he knows how to deliver it. With your training in Toastmasters, your delivery should be effective. Choose your subject, one on which you can develop real convictions; then inform yourself, and go to talking about it. ✦



How good a *red-hot* idea is usually depends on how much heat it loses when somebody throws cold water on it.
—Popular Science.

A man is getting along the road to wisdom when he begins to realize that his opinion is just an opinion.
—Supervision.

Education: The process of changing blissful ignorance into some other kind of ignorance.
—Quote.

What this country needs is a medium-priced power mower that can be operated from an air-conditioned room.

What makes a good club?

teamwork

is the answer

By Harry D. Whitten

A SUCCESSFUL Toastmasters club requires teamwork. Every member must take an active part in his club, and all must work together as a team.

A good club must have good officers who know their duties and perform them. But officers alone cannot make any organization successful. Every member must do his share.

A good club must have good programs. They should be planned well in advance, and be well executed. A set program week after week easily becomes stale, so variety must be introduced. Here is another place where teamwork is required, for every member should present ideas to the program committee. Many members have ideas which are new to the club, but because of shyness or reticence, hesitate to offer them. They should be encouraged to do their part in program planning.

A successful Toastmasters club must provide good evaluation. It takes time and practice to become a good evaluator, and the best way to learn is, as always, by doing. So have an evaluator for the President, the Toastmaster and the Topicmas-

ter, as well as one for table topics speakers and for the prepared speeches. A general evaluator should then consider the meeting as a whole. In this way, members learn to become good evaluators by participating.

A successful meeting is one that starts on time, and continues on schedule to the end. The meeting should start with an invocation, and should be conducted with dignity yet in a spirit of friendliness. There should be guests as often as possible—many guests. Even if the club has a full membership and a waiting list, guests should be included just the same. Who knows? They may decide to form their own club. For Toastmasters is an international organization, and new chapters are welcome anywhere in the free world.

Learning to speak well is only a part of Toastmasters training. It provides the ladder on which one may climb to success.

Always remember two important facts:

Teamwork is the only way to success in any organization; and, He who serves best, gains most. ✦

Speechcraft

By Paul Gnad

I MAKE this proposition to every Toastmaster whose club has not yet tried Speechcraft: *Your club is cheating its members until it establishes a practice of conducting an effective Speechcraft course annually.*

As I write, two questions no doubt occur to you: First, "What is Speechcraft?" and second, "What are the benefits and advantages of Speechcraft?"

The first question is answered by Dr. Ralph Smedley, who suggested recently that a good definition might be as follows: "*Speechcraft is a refresher course of eight weekly sessions in the fundamentals of public speaking, and as such it furnishes information to members which they might otherwise forget or neglect; and for the club which is not at full strength it serves the additional purpose of attracting new members.*"

This course of instruction in the fundamentals of public speaking is presented by the members of the club who follow an outline fur-

nished by the Home Office of Toastmasters International as their source material.

Each week for eight weeks, three or four members of the club serve as instructors, giving prepared lectures of from five to ten minutes each, which they do in lieu of their usual speaking assignments. The course is conducted as part of the regular program on the regular meeting night of the club, and the course is made available to men who are not members. They are required to pay a tuition fee for the privilege of attending the meetings for the eight-week session.

"What are the advantages of Speechcraft?"

Speechcraft speeds up the Toastmasters' educational process. The fact that this is a special eight-week project means that members of the club vie with each other to produce outstanding performances. This extra effort incites an amazing speed-up of the learning process. And since the members of the club assume the role of instructor, they

WHAT IT IS and

WHAT IT WILL DO FOR YOU

are subject to the law that *the teacher learns the most.*

All of this might be summarized by a typical statement made by a Toastmaster after a Speechcraft course was completed: "I learned more during the past eight weeks than I learned during the entire year of the regular program."

The second advantage of Speechcraft is the *esprit de corps* which it creates.

Speechcraft is a project which requires teamwork. It inspires the entire membership to work together to make the course successful. If a club has been neglecting any phase of basic Toastmasters training, such shortcomings will be revealed, and the club is then forced to get busy and function as it should.

This spirit of teamwork, this enthusiasm for the good of the club, this jealous desire to uphold the honor and prestige of the group, grow automatically as the members of the club realize that the only way to make the project succeed is to work together as a team. Having

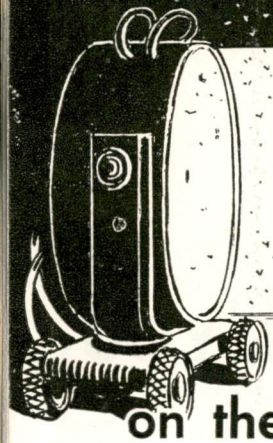
tasted of the rewards of teamwork, the club members will no longer be satisfied with a routine, average or under-average club. They will want to extend this new *esprit de corps* into other recommended projects. Therefore the club will grow better and better, bringing more and more benefits to each individual in every phase of Toastmasters training.

The third advantage of Speechcraft is that many new members are attracted to the Toastmasters movement by this project. Adding new members until a club is operating at full strength is important—not so much from the standpoint of numerical strength, but from the additional abilities, talents, skills, ideas and intelligence added to the club.

If a club is below the standard complement of thirty active members, Speechcraft is the answer to the problem. If a club does not need new members, the men at-

(Continued on page 30)





HIGHLIGHTS and SIDELIGHTS

on the CONVENTION

THE OPENING:

Delegates to the 25th annual convention of Toastmasters International buckled right down to work in typical Toastmasters fashion at the opening business session on Thursday afternoon, August 23. After the invocation by Founder Ralph C. Smedley, reports of officers and committees were presented and credentials validated. Officers and directors for the coming year were elected. Chosen to serve were: **President, T. Vincent McIntire of Zanesville, Ohio; 1st Vice-President, Paul W. Haerberlin of Amherstburg, Ontario; 2nd Vice-President, Aubrey B. Hamilton of St. Louis, Mo.;**

Michigan's Governor G. Mennen Williams signs Toastmasters Day Proclamation, as Toastmasters Snow and Haerberlin look on



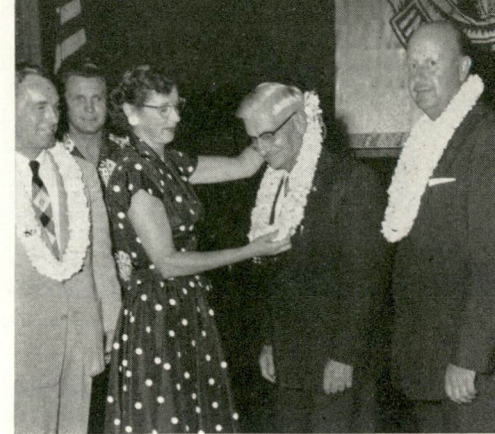
Secretary, Emil H. Nelson, St. Paul, Minn.; Treasurer, Robert N. Wood, Raleigh, N. C.

Convention delegates get down to work at opening business session



New Directors were: **Gordon Gray Armstrong, of Mobile, Ala.; Robert A. Moore, of Sacramento, Calif.; Phillip H. Ogden of East St. Louis, Ill.; W. C. (Bill) Patten of Albuquerque, N. M.; Donald Ramseyer of Cincinnati, Ohio, and Alex P. Smekta of Rochester, Minn.**

Continuing on the Board of Directors for the second year of their elected term are: **Fred H. Gar-**



An aloha from District 49

George J. Mucey and Clifford E. Smith.

INTERNATIONAL NIGHT:

That the Toastmasters movement has spread and grown throughout the free world was dramatically demonstrated in the Thursday evening program, "International Night." Toastmasters and their ladies were filled with pride at the presence of Toastmaster delegates from Guam, Iceland, Hawaii, Philippine Islands, Venezuela, Greenland, Alaska, and, of course, a large delegation from neighboring Canada. J. Farrell Vocelle of Montreal gave the invocation—in both French and English. Paul W. Haerberlin of Amherstburg, Ontario, extended greetings from the host districts.



Lads and lassies skirl and swirl at International Night

lock, J. O. Grantham, Odell F. Hartz, Glenn H. Holsinger,

Early arrivals find badges and tickets waiting





District Officers prepare for the coming year

President Haynes presided, and in International Night as well as in the business sessions and the President's Banquet and Reception, did an exemplary and outstanding piece of work. His handling of all events was a masterpiece of technique for all types of conventions.

President Haynes presented to the gathering our Founder, Dr. Smedley, and Dr. Smedley responded in his own inimitable manner.

While Hawaii has not yet achieved its ambition to become the 49th State, Hawaiian Toastmasters found a symbolic parallel

Executive Secretary Blanding, President Haynes and Founder Smedley take time out to chat



in receiving their official title to District 49. They responded in true Island fashion, with beautiful leis flown in from Honolulu for Dr. Smedley, President Haynes, and incoming President McIntire. These were presented in traditional Island style by Mrs. Frances Corey of the Home Office staff.

Club Charter No. 2123 was presented to delegate Albert C. Mackay of Maracaibo, Venezuela,



Rex Land addresses Third Educational Session

marking the second club to be established in that country. Gregorio B. Tengco, President of the Tamaraw Toastmasters of Manila, gave an inspiring talk, and colorful entertainment was provided by the St. Andrews Junior Pipe Band and Dancers.

Keynote speaker of the evening was Mr. John Fisher, Executive Director of the Canadian Tourist As-

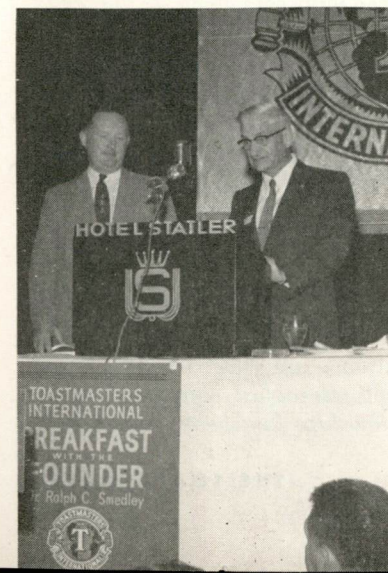
sociation. His talk, "Wheels of Progress," was outstanding, and will be long remembered by his Toastmaster audience.

THE PROGRAM:

This vigorous send-off was followed by the three educational sessions. The general theme was: "What are the basic needs of industry today, and how does Toastmasters meet these needs?" Three outstanding speakers, former Toastmasters, outlined three urgent problems facing the industrial world today—*communication, leadership and evaluation.*

At the first session, Activator Jack Parkinson introduced **John Conde, Director of Employee Communications, American Motors Corporation**, who stated that industry affects many groups. The bridge between these groups is communication—*the means by which an industry affects this relationship.*

Founder Smedley addresses early risers at traditional Breakfast



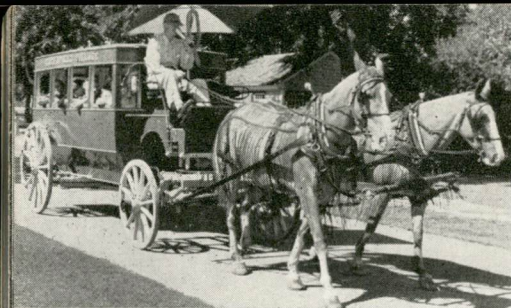
Books and exhibits drew interested crowds

Its effectiveness determines the success of the company, and the essential element is the human one. The need today is to select and make use of men qualified by skill, ability and judgment to appraise each question in terms of defining the issue, determining the objective, finding the answer, then getting it across in a way that will secure the desired response.

That Toastmasters training prepares men to answer this need was demonstrated by Toastmasters Nick Kummer of Minneapolis, Sheldon Hayden of Santa Monica, Calif., and William L. Guy of Amenia, N. D. "Toastmasters offers the tools," said Nick. "Are you really listening?" asked Sheldon. "Constructive listening is one of the best tools." "The club is your working instrument for self-development," stated Bill.

"Effective communication does not just happen," said **Wilbur F. Boese, Regional Manager of Dun & Bradstreet, St. Paul.** "Without leadership, there can be no effective communication. We must produce leaders."

Guided by Activator Russell Snow, the second session discussed leadership. Toastmaster Bernard S. Zimmermann of Oconomowoc, Wis., advocated use of the club as a laboratory for practice of leader-



Toastmasters board Old Dobbin for a trip through Greenfield Village

ship. Robert M. Montague, Brigadier General, USMC (Ret.), discussed the price of leadership. "Toastmasters opens the door to groups and causes crying for leadership," said L. Kenneth Wright, Division Director, U. S. Dept. of Agriculture.

"But there is still a third basic need in industry," stated **Rex Land, Partner, McKinsey & Co., Management Consultants of Los Angeles**, at the third session. "Evaluation is essential, for evaluation is the process of selecting the objective desired, and giving meaning and value to communication and leadership."

Delegate **Albert Mackaye** happily receives charter of Maracaibo Club from President Haynes



Activator Fred J. Bassinger presented Toastmasters John Puddington of Canton, O., who told of "Opportunities to evaluate in Toastmasters," Robert A. Gibney of New York City whose topic was "How Toastmasters apply evaluation in meeting a situation," and Lt. Cmdr. Herman E. Hoche, USN, on "Evaluation begins with self-evaluation." Commander Hoche, as coordinator of the three sessions,



Martin (Bromo) Seltzer sparks the Fellowship Luncheon

closed with comments on the "take home" material presented.

THE TOASTMASTER plans to publish as much of the convention speeches as possible in forthcoming issues of the magazine, in order that Toastmasters who stayed at home may also share the ideas presented.

SPECIAL EVENTS:

Traditional in Toastmasters conventions are the three special events: *Breakfast with the Founder, Fellowship Luncheon and Presi-*

dent's Banquet and Reception. At the Friday morning breakfast, Founder Smedley presented Beyond Basic Training certificates. Toastmasters Robert A. Foley, Merritt W. Barnes, Lewis C. Turner and J. O. Grantham spoke.

The Fellowship Luncheon, under the guidance of Chairman Martin L. (Bromo) Seltzer, Governor of Dist. 19, and Joe Ellis of Bloomington, Ind., was a successful mixture of fun, fellowship and frivolity. Russell N. Carey of South Bend, Ind., and Milton M. Thorne of Falls Church, Va., were speakers.

The President's Banquet and Reception on Saturday climaxed the successful convention, as retiring President Haynes relinquished the gavel to incoming President McIn-



President McIntire congratulates Delegate Gene Stober as Hawaii becomes 49th District

tire. Officers were installed by Joseph P. Rinnert.

Other excursions included trips to Bob-Lo Island, Greenfield Vil-



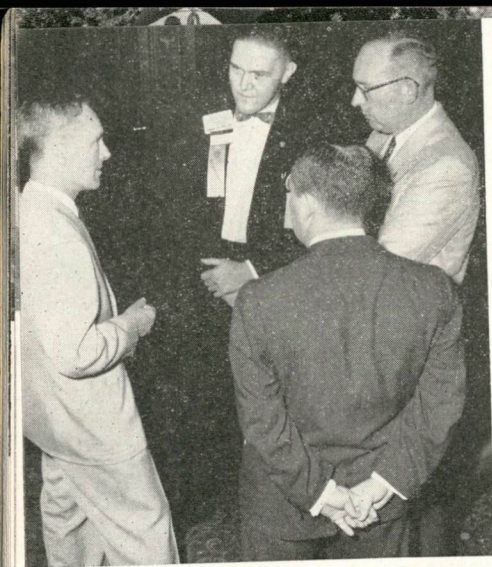
The heart of the convention—Founder and Mrs. Ralph C. Smedley

lage and Henry Ford Museum, and various automotive plants.

To the enterprising and efficient Local Activities committee, headed by Paul Haerberlin and Richard Newman, go the thanks of all conventioner Toastmasters for the well-planned and well-organized program.

Club of the Year books proved major attraction





Camera captures President McIntire in an informal pose

SPEECH CONTEST:

The International Speech Contest, a tradition of Toastmasters conventions, presented some very exciting competition and excellent Toastmasters technique. The judges had a difficult decision to make, but gave the first place award to David Holmes, Jr., of Club 1380, Toledo, Ohio. Second place winner was Harry S. Walker of the Lubbock (Texas) Toastmasters No. 847. Other contestants were: Dr. Leo Anderson of York (Nebr.) Toastmasters No. 1865; Maurice R. Morton of Crescent Bay (Santa Monica, Calif.) Toastmasters No. 77; Richard A. Groenendyke of Fairfield (Ala.) Toastmasters No. 1874; Stuart Gilbreath of Pacific Southern College Toastmasters No. 1134, Parkland, Wash.

Contest Chairman was George J. Mucey, and Toastmaster was Joe G. Tragesser, while Paul Hornaday acted as chief judge.

CLUB OF THE YEAR:

Competition was high for Club-of-the-Year awards. After all the data was in, the first ten clubs were discovered to be the following: (the order of their appearance does not denote rank)

- No. 51—Lincoln Douglas (D-8), Springfield, Ill.
- No. 54—Pacific Beach (D-5), San Diego, Calif.
- No. 74—Sunrise (D-3), Phoenix, Ariz.
- No. 375—Fort Collins (D-26), Fort Collins, Colo.
- No. 406—Richland (D-33), Richland, Wash.
- No. 496—St. Clair (D-8), Belleville, Ill.
- No. 784—Early Risers (D-26), Greeley, Colo.
- No. 830—Uptown (D-30), Chicago, Ill.
- No. 845—East St. Louis (D-8), East St. Louis, Ill.
- No. 869—Westchester (D-50), Inglewood, Calif.

OUR FOUNDER:

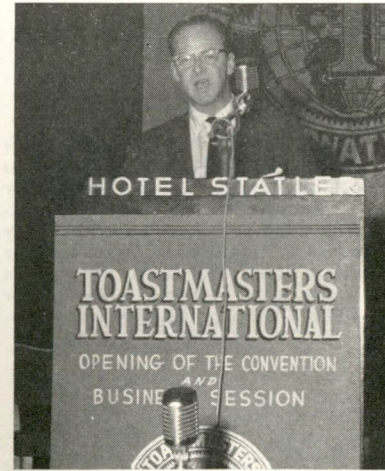
No story of the 25th Annual Convention would be complete without mention of our Founder, Dr. Ralph C. Smedley. Dr. Smedley's place in the hearts of Toastmasters is unique, and his presence at the convention was an inspiration to all who listened to him speak or chatted with him informally. His speeches were, as always, apt, forceful, clear and enlivened with his own gentle humor.

Marines arrived—situation well in hand



THE TOASTMASTER

Dr. Smedley, accompanied by his gracious and charming wife, was the central and focal point of the convention.



Maury Forley, Administrative Assistant, delivers Dr. Smedley's Report to the Convention

EVALUATION:

Considered objectively and in its entirety, the 25th Silver Anniversary Convention was judged to be one of the finest conclaves ever held by Toastmasters International. Interest and enthusiasm were high. In true Toastmasters style, sessions opened and closed on time, and the speeches demonstrated a high quality of Toastmasters training.

In its announced purpose of coming to grips with actual problems confronting us today and in the search for workable solutions to those problems, the convention

succeeded admirably. Each member attending the three educational sessions realized anew the value of Toastmasters training as an everyday answer to the challenges of industry and its need for leadership.

On the inspirational side, the convention was not lacking, and many conventioners expressed the opinion that they had a large packet of "take home" ideas to present to their clubs.

To the various Toastmasters who helped make the convention a success, go the thanks of all the delegates and members who attended, and of the organization.



Officers and Directors exchange quips at the President's Reception

ON TO DALLAS!

With the success of the Detroit convention, Toastmasters were planning even as they left the hospitable Motor City, on next year's meeting in Dallas.

It's a GOOD IDEA!

✓✓ Problem Studied

The Meramec Toastmasters of Kirkwood, Missouri, recently tackled a difficult and potentially controversial subject when they devoted an entire meeting to the subject "How to get our High School students more properly trained for their future." Five Toastmasters participated, one as Moderator, the other four as speakers. A spirited discussion was evoked at the conclusion of the talks. The evening was evaluated by two guests, Brother Robert A. Godfrey, S.M., Principal of Coyle High School, and Mr. M. R. Moore, Principal of Kirkwood High School. Meramec Toastmasters left the meeting with the conviction that they had all gained new ideas and a keener insight into high school problems today.

✓✓ Descriptive

"Describe an object on your person, without mentioning it by name, so clearly that your neighbor could identify it, in a one-minute speech." This was the task which challenged Franklin (Columbus, Ohio) Toastmasters in the table topic session under the direction of Educational Vice-President Lou Kreek. This provided entertainment as well as an exercise in the use of descriptive words.

✓✓ Why Am I?

The political atmosphere now pervading the country was used to good advantage in table topics by the Tarsus (St. Louis, Mo.) Toastmasters. The question was, "Why are you a Republican, Democrat, or Independent?" Members were given one minute to state the reasons why they held their political convictions.

✓✓ "Ah-Men"

The Milestone Toastmasters of Washington, D.C., have agreed to contribute to the club's treasury one cent for each "ah," "uh," or similar phrase, uttered by a speaker. And-uh, oh yes-ah—the speaker pays the pennies which are contributed. By speaker is meant any Toastmaster who is on his feet. "It's proving most effective," says Eric Kalkhurst, Educational Vice-President.

✓✓ Split Second

One of the more interesting variations of table topics at the Seward (Nebr.) Toastmasters Club was presented by Secretary Byron Norval. Byron announced that each speaker would be required to speak for two minutes until the buzzer of the electric timer sounded. Each successive speaker was instructed to use as his topic the last word spoken by the previous speaker.

Split-second timing results in split-second thinking—and better listening, too!

✓✓ Historians

Reports John J. Roddy, Educational Veep of Penn Towne Toastmasters of Philadelphia: "When our presidents finish their term as administrative officer of our club, we elevate them to the position of Club Historian. But it doesn't stop there—we require that they prepare and read the story of our club's accomplishments during the year at our big social event, the June Ladies' Night meeting. This is an honor they appreciate and a responsibility they carry out with considerable enthusiasm."

✓✓ How Much?

When Toastmaster Duane Morrow's turn came to serve as Topicmaster for the Shenandoah (Iowa) Toastmasters, he spent the afternoon in town, where he borrowed six merchandise items from local merchants—a lady's hat, bottle of perfume, whisk broom, etc. At table topic time he placed these in front of six Toastmasters, requesting them to sell the article in two minutes, for the price they thought it was worth. Some sharp-witted sales pitches resulted, but only one Toastmaster sold his article for the price actually asked in the store.

✓✓ Vote For Me!

This being an election year, Past-President O. Allen Kroger of the Seward (Nebr.) Toastmasters, decided to give the members some practice at making campaign speeches. Each table topic speaker was handed a slip of paper with instructions reading "Vote for me for because . . ." Various jobs ranging from "City Dog Catcher" to "City Sewer Inspector" were included. Some spirited and humorous campaign speeches resulted.

✓✓ Are You Listening?

Toastmasters training teaches one to listen as well as to speak, as everyone who has been an evaluator knows.

A new idea in table topics was introduced at the ESSAYONS (Los Angeles) Toastmasters recently when the Topicmaster announced that table topics would follow, rather than precede, the regular speech program. He warned his fellow members to listen closely, as the topic would pertain to subjects in the program.

At the conclusion of the speeches, the Topicmaster was re-introduced, and called upon members for comments on specific portions of the speeches. Members concluded that more listening training was needed as sharp questions concerning the content of the various talks were asked them.

✓✓ Maybe They Did . . .

Faced with a long list of guests to introduce and a business session which was running overtime, the Topicmaster for the Downtown Toastmasters of Dallas, Texas, on the occasion of the club's annual "Old Timers' Night," arose and stated that he had pledged to get everyone present on his feet to say a few words. He then asked each speaker to say, in sequence, "My feet hurt."

"It was simple," he reports, "and perhaps a bit silly, but the various intonations and side remarks brought down the house."

✓✓ Not Guilty

Merced (Calif.) Toastmasters had an opportunity to test their legal acumen when Topicmaster Ray Coppock selected prosecution and defense attorneys, judges and witnesses, then proceeded to present an interesting series of court scenes involving drunk driving, manslaughter, and damage suits. Cases were tried, judged and sentences passed in a spirited session.

What about the SPECIALIST

By Kenneth B. Haas

“WHAT possible value could Toastmasters be to a specialist, such as myself?”

The questioner was a guest at our Toastmasters club meeting, a guest whom we hoped to transform into a member. He caught me off guard, and for the moment I had no well-thought-out reply. Had we lost a prospect because I did not have the answer?

The question was really two-fold: “What does Toastmasters have to offer the specialist?” and “What does the specialist have to offer Toastmasters?” I decided to find out the answers.

Who are the specialists?

This is the golden age of specialization. The trend of the times is

toward more and more concentration in distinctive fields.

And who is the specialist? The more I think about it the more I realize that it is not just members of the so-called “learned” professions—medicine, law, the ministry—who can be regarded thus. There are also those who have specialized in teaching, selling, tax-accounting, finance, appraising, painting and putting out fires. Virtually every man is a specialist in his own right. As Toastmasters, we have a great deal to offer, one to another.

Of value to the specialist?

Although much technological progress has been made in recent years, the art or science of oral communication has lagged far

behind the others. One of our handicaps is the lack of effective thought-presentation. A disorganized presentation ushers in a misunderstood idea. At any level of society, this is ultimately costly.

The specialist has a great deal that needs to be said in this troubled world today. But only too often he is poorly equipped to say it.

And how did he fall heir to this unpreparedness? Probably it started in his undergraduate days; the over-burdening importance of his professional curricula, his heavy studies and the professional aloofness of his own particular group were all contributing factors. Obviously, Toastmasters cannot add to his fund of knowledge in his own field, but it can help him in the expression of that knowledge. His is not the problem of possessing, but of expressing that which he possesses. And Toastmasters is the only club dedicated to rescuing the befuddled, stage-frightened individual who has something to say, but knows not how to say it.

Education need not stop with grammar school, high school or university. It need not stop at all. For the alert, alive individual it is a never-ending process. Effective speaking may profitably be studied at the postgraduate level in Toastmasters.

Of value to the club?

The specialist is not accustomed to having his knowledge spoon-fed into him. He has had to dig it out the hard way, from textbooks and from long experience in the field. He has been forced to keep abreast

of rapidly moving events, discoveries, new techniques. To do otherwise would spell professional suicide.

The parallels are obvious. The philosophies of the specialist and of Toastmasters are based on self-help and the help of others. The specialist-Toastmaster automatically adjusts to our “do it yourself” atmosphere.

The specialist is very probably an individualist. He has been through the mill of experience. He is sensitive; yet in his own field he has the hide of a pachyderm. Where the average young member may begin his speaking career by mimicking the style of a more experienced member, the specialist will sternly insist on developing his own. He refuses to be homogenized.

He will easily realize that public speaking is an art, founded on sound basic principles. He will bend like the willow, but never break. But don't expect him to be wishy-washy. He has the courage of his convictions—and usually plenty of convictions. His training has forced him to think constructively and critically, and he is interested in procedures that obtain results.

His potential value to any club is apparent.

And what about that prospective member I mentioned earlier? Oh, he joined the club behind my back, while I was out of town. Evidently he had answered his own question satisfactorily. He's getting along fine, learning techniques of effective speaking that will benefit him as he stands before any audience, technical or otherwise.

You and Your Club

By Ralph C. Smedley

Tennyson's "Northern Farmer (Old Style)" had something to say which might well be read by the modern talker. Here is the way it appears, in the broad accents:

An' I hallus coomed to's choorch afoor
moy Sally wur dead,
An' 'eerd un a bummin' awaay loike a
buzzard-clock ower my 'ead,
An' I niver kraw'd wot a meaned, but I
thout a 'ad summat to saay,
An' I thout a said whot a owt to a said,
and I coom'd awaay.

Translated into more understandable form, it would run:

And I always came to his church before
my Sally were dead,
And heard him a-bumming away like a
buzzard-clock over my head,
And I never knew what he meant, but I
thought he had something to say,
And I thought he said what he ought to
have said, and I came away.

That countryman's description of the village preacher might fit many a speech you have heard. You never knew what the speaker meant, but you thought he had something to say, and you probably thought that he said what he had to say, even though you gained no inkling of his meaning.

Could such a thing have ever been said, with justice, about one of your speeches?

The October *Point of Emphasis* is intended to help you avoid such a verdict.

What's the use of speaking if you do not make your purpose and meaning clear? Much more, what is the use of speaking if you do not have a purpose clearly in mind?

For this one month, let every speaker make his point clear, and let his evaluators tell him how he succeeded or failed. This is the month to be in earnest, to speak with conviction, to make the sale.

Programs

October is one of the most challenging months of the year in its array of program material. You may delve into history, or you may call on current events for subject matter. You may very well use one "I was there" program, in which each speaker reports as an eye witness on the historical event assigned to him.

Don't overlook United Nations Day, bringing a chance to discuss the merits and weaknesses of this great organization.

Remember the 32nd birthday of Toastmasters. It was on October 22, 1924, that the Number One Club was established in Santa Ana. Toastmasters International had its beginning on October 4, 1930. Stage a birthday party or program, and learn more about our history.

New officers will be installed at the first meeting in October. Give them a good start.

Refer to the article on *Speechcraft* by Paul Gnadt, on page 10 of this issue, and see how this plan may help your club, if work is started on it right now. ❖



WORD CLINIC

They Sound Alike

Watch these confusers:

accept-except
allude-elude
access-excess
route-rout
appraise-apprise
area-era
alter-altar
calendar-calender
capital-capitol
course-coarse
council, counsel, consul
compliment-complement
descent, decent, dissent
eminent-imminent
emigrant-immigrant

Words which are pronounced alike, but which have different spellings and meanings, are called "homonyms." Some words which are not strictly to be listed as homonyms are confused in daily use. All such words should be watched by the user, so as to make sure that he says what he means. Thus, when you mention Washington as the capital of the U.S., keep in mind that the building which is the seat of the government is the *capitol*, while the city is the *capital*. Remember also that money invested is spelled *capital*.

(BEN FRANKLIN—Continued from page 3)

was considered at a meeting, the turns came at intervals of three months. During the summer months they met out of doors, and they were accustomed to hold an anniversary party each year.

The purpose of the club was simply stated, that every member might speak more to the purpose and have better habits of conversation.

Several similar clubs were formed in following years, and while the others lacked the inspired leadership of Franklin, they must have produced good results for the members. It is impossible to estimate the influence which this simple

training may have had on men who were later to become leaders in the formation of the American Colonial Government, members of the Continental Congress, and helpers in writing the Declaration of Independence of the U.S.A. Even Ben Franklin himself must have owed some of his ability as a debater, thinker and analytical listener to the fellowship in the Junto Club.

With our improved facilities and advantages today, we of the Toastmasters clubs should be inspired by the example of Franklin and his friends to become, each of us, a better Toastmaster and a better citizen.

How to deal with a

RESOLUTION



A RESOLUTION is, in effect, the formal statement of what might otherwise be presented as a motion. As a rule, it is used when a matter is to be presented in dignified, ceremonious form.

Because of its formality, a resolution should be offered in the approved style and wording.

In the past, it was the custom to preface the effective portion of the resolution with one or more "whereases," in which were set forth the arguments in favor of the proposition. Modern practice tends to eliminate the preliminaries and get at once to the statement of the matter to be considered.

For example, the resolution might be worded:

WHEREAS, The members of this club display a lamentable lack of skill in parliamentary procedure; and

WHEREAS, An understanding of such procedure is essential for the proper conduct of business; therefore, be it

Resolved, That it is the sense of this assembly that practice in parliamentary procedure should be made a part of each meeting of this club for the next three months, and be it further

Resolved, That the Educational Committee be instructed to provide for such practice as a part of its

program planning.

That form of statement was in vogue in former years. In our time-saving methods of today, it would be stated:

Resolved, That parliamentary practice be made a part of each meeting of this club for the next three months, and that the Educational Committee be instructed to make provision for this practice.

A still simpler statement, which would bring the same result, would be for the mover to say simply:

"I move that we devote a part of each meeting for the next three months to parliamentary practice."

If a matter is to be presented in the form of a resolution, it is important that it be correctly stated: "*Resolved*, that such and such action be taken." When the resolution is offered, it must be accompanied by a motion for adoption. That is, the proponent says, "Mr. President, I move the adoption of the following resolution." Or he may read the motion first, and then move its adoption, but the motion to adopt is essential.

In British procedure, a motion is called a resolution, and it is "proposed" by the member speaking. The difference in this as in so many matters is simply the terminology. The end to be achieved is the same, to determine the will of the assembly.

HAVE YOU READ?



Ben Franklin — An Affectionate Portrait, by Nelson Beecher Keyes (Hanover House, Garden City, New York).

The 250th anniversary of Benjamin Franklin's birth has brought a considerable number of articles and books dealing with various aspects of his life. Perhaps no more important contribution has been made than is found in this "Affectionate Portrait." It is not only affectionate; it is sympathetic and understanding. It deals with many of the high points of the life of this American philosopher, always with a rare understanding and a delightfully human touch.

Franklin's long life covered some of the most exciting days in the history of America, and even in the history of the world. He had the unique privilege of affixing his signature to four documents of prime importance to the American story. First was the Declaration of Independence. Next came the Treaty of Alliance with France. The third was the Treaty of Peace with Great

Britain, at the close of the War of the Revolution. Fourth was the Constitution of the United States. Few men have had so great a part in the building of America.

The book is a fascinating one for any reader of biography. It is a treasure house for any person seeking speech or program material. Any Toastmasters club can find in it the inspiration for many informative and entertaining talks.

Franklin was a scientist, a philosopher, an inventor, a diplomat, a printer and an author. The student of his life can approach the subject from any of these or several other angles with the assurance that he will find abundance of facts which can be woven into talks to fit many occasions.

Not only is Franklin's life of interest to America. His life in London and Paris involves international interests.

It will be worth the while of any serious reader to get hold of this book by Mr. Keyes, and to master the story of Benjamin Franklin, the man of many interests, many talents, and many achievements. ✦

The successful speaker is one who having at his command a dozen words all meaning practically the same thing intuitively selects the one most effective for his particular purpose. It may be a long word, but it is generally a short one.

Board of Directors
Toastmasters International
Santa Ana, California

We have examined the balance sheet of Toastmasters International as of June 30, 1956, and the related statement of members' equity for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

Effective July 1, 1954, Toastmasters elected to return to its previous policy of not including inventories in its financial statements. Also, it elected to accrue the estimated amount of expenses of its Annual Convention and Board of Directors meeting to be held in August.

In our opinion, the accompanying balance sheet presents fairly the financial position of Toastmasters International at June 30, 1956.

TOUCHE, NIVEN, BAILEY & SMART
Certified Public Accountants

TOASTMASTERS INTERNATIONAL
(A California Corporation)
BALANCE SHEETS
JUNE 30, 1956 AND 1955

	ASSETS	
	June 30, 1956	June 30, 1955
CURRENT ASSETS:		
Cash	\$ 51,196.47	\$129,238.93
Invested funds:		
Savings accounts	53,500.00	52,000.00
U. S. Treasury bonds	36,369.38	3,000.00
U. S. Treasury 91 day bills	84,419.75	—
Accounts receivable	12,006.69	8,808.60
Prepaid expenses	2,800.00	2,850.00
TOTAL CURRENT ASSETS	\$240,292.29	\$195,897.53
EQUIPMENT AND LEASEHOLD IMPROVEMENTS:		
Equipment	\$ 54,296.77	\$ 54,768.45
Leasehold improvements	—	12,265.07
	\$ 54,296.77	\$ 67,033.52
Less accumulated depreciation and amortization (Note E)	24,147.41	35,878.05
	\$ 30,149.36	\$ 31,155.47
OTHER ASSETS:		
District reserve funds:		
Demand deposits	\$ 8,812.38	\$ 10,719.58
Savings accounts	20,000.00	12,500.00
U. S. Treasury bonds	2,500.00	2,500.00
	\$ 31,312.38	\$ 25,719.58
Liability for district reserve accounts	31,312.38	25,719.58
	\$ —	\$ —
	\$270,441.65	\$227,053.00

See notes to balance sheets.

THE TOASTMASTER

	LIABILITIES	June 30, 1956	June 30, 1955
CURRENT LIABILITIES:			
Accounts payable		\$ 15,245.04	\$ 11,829.38
Advance convention deposits by members		789.50	3,837.50
Payroll and payroll taxes		8,799.31	6,960.54
TOTAL CURRENT LIABILITIES		\$ 24,833.85	\$ 22,627.42
RESERVES:			
Liability on retirement contract		\$ 6,000.00	\$ 4,500.00
Estimated expense of Detroit convention and related Board of Directors' meeting (Note B)		15,000.00	9,400.00
		\$ 21,000.00	\$ 13,900.00
MEMBERS' EQUITY (Note C):			
Restricted		\$142,258.11	\$126,738.87
Unrestricted		82,349.69	63,786.71
		\$224,607.80	\$190,525.58
		\$270,441.65	\$227,053.00

See notes to balance sheets.

STATEMENT OF OPERATIONS

	Year ended June 30, 1956	Year ended June 30, 1955
INCOME:		
Per capita payments	\$159,762.49	\$141,482.84
Literature and supply sales	79,829.68	65,523.57
Magazine subscriptions	69,983.82	61,585.13
Service charges	52,622.00	46,050.00
Charter fees	17,100.00	16,100.00
Interest	2,804.12	2,083.18
Other	2,062.51	1,515.95
	\$384,164.62	\$334,340.67
EXPENSES:		
Salaries, wages, and supplemental benefits	\$135,470.70	\$114,641.15
Purchased materials, supplies, and services	131,507.24	99,439.63
Travel	35,228.24	27,359.12
Postage	16,334.38	14,837.51
Depreciation and amortization	17,965.63	13,882.02
Other	13,576.21	14,356.78
	\$350,082.40	\$284,516.21
Excess of income over expenses for the year transferred to membership equity	\$ 34,082.22	\$ 49,824.46

(Continued on next page)

NOTE A—Inventory: In 1955, the Board of Directors resolved to return to Toastmasters' previous policy of not including inventories in the balance sheet. The inventory at June 30, 1956 and 1955, respectively, was \$54,847.56 and \$40,639.01, stated on a basis of cost (first-in, first-out) or market whichever is lower. Exclusion of inventory from the books resulted in an understatement of profit for the year ended June 30, 1956 of \$14,208.55 and an overstatement of profit for the year ended June 30, 1955 of \$28.30.

NOTE B—Convention: In order to more closely relate the financial statements with the results of the operations assigned to a particular Board of Directors, the Board has elected to accrue the estimated amount of convention expense of the annual convention and Board meeting to be held in August, 1956 and 1955, by charging the amount against operations for the years ended June 30, 1956 and 1955 which were \$15,000.00 and \$9,400.00, respectively. The expenses of \$15,394.15 for the Washington convention in 1954 have been charged directly against members' equity rather than against the operations of the year ended June 30, 1955.

NOTE C—Members' Equity: The Board of Directors has established a policy restricting members' equity in an amount equal to fifty percent of the expense of the preceding year. Fifty percent of this reserve shall be maintained in the form of demand deposits, savings bank accounts and United States Government bonds. A summary of the members' equity is as follows:

	June 30, 1956	June 30, 1955
Balance beginning of year	\$190,525.58	\$156,095.27
Less:		
Expenses of Washington convention		15,394.15
August 1954 (Note B)		49,824.46
Add excess of income over expense for the year	34,082.22	49,824.46
Balance end of year	\$224,607.80	\$190,525.58

NOTE D—Retirement Plan: Toastmasters has established a contributing pension plan for employees with three years of continuous service and attained age 25. The employee contributes 3% and Toastmasters 5% of the payroll of eligible employees. Contributions to the plan by Toastmasters during the years 1956 and 1955 amounted to \$2,196.20 and \$1,668.20, respectively.

NOTE E—Accumulated Depreciation: August 15, 1955 the Board of Directors adopted the sum of the years-digit method of depreciation based on a 5-year write off of all assets acquired after July 1, 1955. The leasehold was fully amortized at June 30, 1956 and written off the books.

(SPEECHCRAFT—Continued from page 4)

tracted by Speechcraft can be used as the nucleus of a new club.

Toastmasters International is the world's greatest human relations laboratory. But can a club claim to be a bonafide unit of this organization if it is failing to fulfill every function recommended by the International? If you go to a store and pay for a dozen eggs, you object if you receive only eight or ten. Inasmuch as you are paying your dues in Toastmasters and giving it your time and attention, you should insist that your club give you all the advantages and benefits to which you are entitled. If every member of every club would insist upon getting full value for his time and money, this would mean that every club would conduct an effective Speechcraft course annually.

How about you and your club? At your next meeting, why don't you ask how long the club is going to neglect its obligations? Why don't you point out these three advantages of Speechcraft:

1. It speeds up the educational process.
2. It creates an *esprit de corps*.
3. It attracts new members.

If you do this, you will quite probably be appointed a committee of one to handle the question. If this happens, here is what you do: Order a supply of Speechcraft Manuals from the Home Office. When they arrive, call a meeting of key men of the club, pass the manuals around, and you are on your way!

When it is all over, you too will say: "Speechcraft is the finest project available in Toastmasters."



Most of us like a person who comes right out and says what he thinks—especially when he thinks what we think.

It's always easier to arrive at a firm conviction about a problem after you know what the boss thinks.

Women can keep a secret just as well as men, but it generally takes more of them to do it.

Speaker: "I am pleased to see this dense crowd here tonight."

Voice from the rear: "Well, don't be too pleased. We aren't all dense!"

Small boy explaining broken window to policeman: "I was cleaning my slingshot and it went off."

"How do you spell 'sense'?" inquired the new stenographer.

"Which one?" asked the boss.

"Dollars and cents or horse sense?"

"Well," said the steno, 'like in I haven't seen him sense.'

Handsome bachelors often make good husbands, especially out of other men.

Auto salesman demonstrating gadgets to customer: "And when you push this button, the date of the next payment appears in red on the dial below."

A psychiatrist smilingly assured a worried mother there was nothing abnormal about her young son's recent sulking spells.

"It's part of the normal growing-up process, madam. He has just realized that he has passed the age where his parents repeat everything he says."

One way to get the Russians to smoke the peace pipe would be to let them think they invented tobacco.

The normally sourfaced boss smiled genially at all the salesmen he had called together for a meeting.

"Well, gentlemen," he said, "I've called you in to announce a big sales contest which I am starting immediately and which I will personally supervise."

There was an excited murmur from the assembled salesmen, and an eager voice from the rear called out: "What does the winner get, Mr. Smith?"

"He gets," announced the boss grimly, "to keep his job."

Some people would rather be right than be president—and a lot would rather be wrong than be quiet.

The difference between a farmer and a gentleman farmer is that the latter is spared the harrowing details.

While conducting services in a strange church, a visiting preacher was asked by a Sunday School leader to present an object lesson to the boys and girls. Using the familiar lesson of the peanut, he sought to illustrate the importance and power of faith. When he had finished speaking, the leader arose to conclude the meeting. The preacher was a little startled to hear him say, "We are thankful for the lesson from this nut."

One of the tragedies of life is the murder of a beautiful theory by a brutal gang of facts.

—Quote.

An egghead friend of ours finally succumbed and bought a TV set. He said he had to do it because everyone in his family is an opera lover: he, grand; his wife, soprano; his kid, horse.

There are few instances of loneliness more outstanding than that of a motorist who suddenly finds himself going the wrong way on a one-way street.



New Clubs

- 2112 SACRAMENTO, California, (D-39), *Pacific*, Mon., 7:00 p.m., 300 Evergreen Street, North Sacramento.
- 2180 GUAM, Anderson Air Force Base, Mariana Islands, (D-U), *Anderson Air Force Base*, 2nd & 4th Wed., 7:30 p.m., Non-Commissioned Officers' Open Mess Annex, (Club Tropics).
- 2181 FORT WORTH, Carswell Air Force Base, Texas, (D-25), *Peacemakers*, 2nd & 4th Wed., 12:00 noon.
- 2182 SELMA, Craig Air Force Base, Alabama, (D-48), *Craig Air Force Base*, 2nd & 4th Thurs., 7:30 p.m., Officers' Open Mess.
- 2183 SAN DIEGO, California, (D-5), *Solar*, Thurs., 5:30 p.m., Executive Dining Room, Solar Aircraft.
- 2184 BALTIMORE, Maryland, (D-36), *Air Research & Development Command*, Mon., 11:30 a.m., Marty's.
- 2187 PENSACOLA, Naval Air Station, Florida, (D-29), *Men in Blue*, Wed., 6:30 p.m., NAS Pensacola Chief Petty Officers' Club.
- 2188 BENTLEYVILLE, Pennsylvania, (D-13), *Bentleyville*, 2nd & 4th Tues., Timo's Building.
- 2189 INGLEWOOD, California, (D-50), *Air Center*, Tues., 6:05 p.m., Kim's.
- 2190 RED BLUFF, California, (D-39), *Red Bluff*, Wed., 7:00 p.m., Pinto Room, Tremont Hotel.
- 2192 SUFFOLK, Mildenhall RAF Station, England, (D-U), *Officers*, Alt. Thurs., 6:00 p.m., Officers' Mess.
- 2194 LEGHORN, SETAF Support Command, Italy, (D-U), *Tuscany*, Thurs., 11:30 a.m., Imperiale, Tirrenia, Italy.
- 2195 MEMPHIS, Tennessee, (D-43), *Riverside*, Alt. Mon., 7:00 p.m., Ray Gammon's.
- 2196 FAIRBANKS, Eielson Air Force Base, Alaska, (D-U), *Aurora Borealis*, Wed., 6:30 p.m., Civilian Club—Eielson Air Force Base, Alaska.
- 2198 JACKSONVILLE, Florida, (D-47), *Telephone*, Tues., 6:30 p.m., Dodson's Restaurant.
- 2201 BEDFORD, L. G. Hanscom Field, Massachusetts, (D-31), *Researchers*, 2nd & 4th Tues., 7:00 p.m., L. G. Hanscom Field.
- 2202 DENVER, Air Force Finance Center, Colorado, (D-26), *Centurion Chapter*, Alt. Thursdays, 6:00 p.m., Normandy Restaurant.
- 2204 RIVERSIDE, March Air Force Base, California, (D-F), *March Air Force Base*, Tues., 6:30 p.m., Officers' Club.

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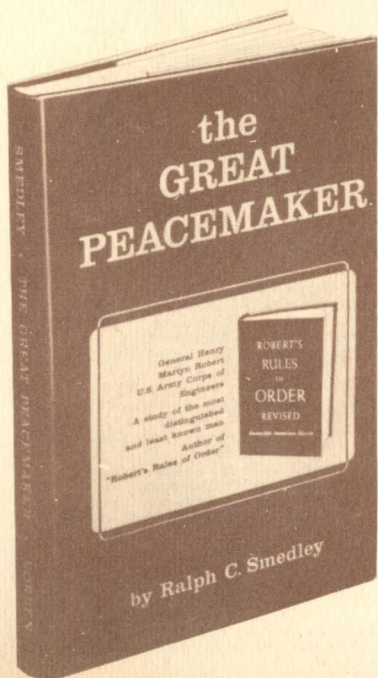
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