



# The Patter

A Publication of Postprandial Toastmasters

Providing a positive learning environment with the opportunity to develop communication and leadership skills which foster self confidence and personal growth.

## Upcoming Events:

September 29, 2010  
Meeting Theme:  
"At the Coffee Shop"

October 13, 2010  
"Film Noir"

October 27, 2010  
"Boo! Betcha I Scared  
You!"

November 12—13, 2010  
District 65  
Fall Conference  
Rochester Plaza & Con-  
ference Center

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## President's Welcome

Ahhh...September. I always feel a little bittersweet about welcoming in September. The slightly more relaxed pace of summer coming to an end is offset by the excitement of the energy and enthusiasm of the many good things that the fall and winter will hold. For Postprandial, there is much in store over the next few months, and it will be a great time to be a Toastmaster!

Of course, we kicked the season off right with a fabulous picnic at Harris Whalen Park. Our fellow Toastmasters shared their more social side by bringing together family members, lots of laughter, and a fabulous assortment of food! What a treat to experience the global variety of so many peoples' delicious recipes! Thank you to all who attended and made the night a success.

Looking forward, the fall also brings on Contest Season! As you read this issue of The Patter, we will have already completed our Humorous Speech and Evaluation Contest night and will be gearing up to help our club winners succeed at the Area Contest. This year, the Area Contest will be held at the Perinton Recreational Center on September 24<sup>th</sup>, from 6:30 – 9:00. We are always looking for volunteers to assist with roles, and Postprandial has a history of making a solid showing of support to our contestants. If you are interested in attending and/or filling a role (Judge/Timer/Vote Counter, etc.), please let me or Dave Pope know as soon as possible.

And naturally, as students head back to school, fall always strikes me as a time for learning and for personal growth. We may tend to revisit some of our goals, consider what we want to



### Get Excited About the Fall!

accomplish during the last part of the year, or strive to achieve something new. Now that we are past Labor Day and the annual Picnic, as a club, we too need to strive to continue to learn and grow.

As such, here are a few suggestions and thoughts to help you on your Toastmasters journey:

1. Take a look at your Competent Leader (CL) manual. Do you understand the program? Have you filled roles which may have counted toward one of

## How to Speak Like a Leader—Top 10 List

**1. Listen generously.** Emerson said: "First seek to understand, then to be understood." How do you listen to an audience? Do your research. Find out who they are, what they need and want, and what they expect from you. When you step to the lectern, pause and listen. Are they ready to hear you? During your speech, keep listening. Pay attention to them.

Are they leaning forward, backward or on each other? Be willing to depart from your prepared remarks to recover your rapport with them. Ask questions. Even something as simple as "Is that clear?" can reestablish contact.

**2. Say what you mean and mean what you say.** Aren't these two phrases the same?

No indeed: "Say what you mean" is about telling the truth, "Mean what you say" is about making a commitment, keeping your promise, honoring your word. Have something meaningful to say. Step to the lectern with the intention of making a difference to your audience.

**3. Use the fewest words with the fewest syllables.** 1

## President's Welcome—Continued

your CL projects? Be sure to bring your CL manual to EVERY meeting, because most likely you are fulfilling a requirement within the manual!

2. Has Allison Moreland, our Vice President of Education, signed-off on all of your speeches (the sign-off chart is in the back of each manual)? Remember that in order to receive your next designation, all of your speeches must have a VP of Education initial prior to submitting the paperwork to Toastmasters International!

3. Have you invited a guest to attend our meeting lately? Most of us are raving fans of Toastmasters and the benefits we reap as a result of having the opportunity to speak and receive constructive criticism (and positive reinforcement!) about our style, speech, grammar, etc. Is there someone in your life who would benefit from a few less "ums?" Invite them along next time. Remember: in order for our club to

continue to thrive, we also need new members! Postprandial is very fortunate to have always been a strong, vibrant club which fosters truly outstanding speakers. We continue to be because of the guests you bring each week!

Finally, the bittersweet flavor of fall also brings new opportunities. For Dara Grieger, our superb Sergeant at Arms, that new opportunity is in the form of a new career path and a job! In a time when positions are difficult to come by and competition is extremely fierce, Dara has found an opportunity to leave her current employer and journey down a different path for her new position...a path that leads her to New York City! She is already looking for a Toastmasters club that will suit her, and we wish her all the best and much success!

There is much to come over the next few months! Your Executive Committee is thrilled to be on target with our Presi-

dent's Select Distinguished Club Program (DCP) points, and we will continue to try to provide the most enthusiastic and fun atmosphere possible during our meetings. If you ever have any suggestions, concerns, or questions, please let any one of us know! Till next month,

Cheers!

Kelly L. Saucke Roland  
President

***"Let thy  
speech be  
better than  
silence, or be  
silent."***

***Dionysius***

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## My Favorite Part of the Meeting

Each part of every Postprandial meeting is important. But one part is my favorite—and it's technically not part of the meeting. It's the camaraderie that occurs AFTER the meeting.

This time together reminds me of the end of *Saturday Night Live*. That last few minutes of that telecast are when the regular crew and guests for that show gather on stage and enjoy the company of each other. Their work is done,

there is a feeling of accomplishment and the celebrities and crew can relax and discuss individual skits or just chat and enjoy the friendships. Even as a viewer, I look forward to watching the performers being themselves and acting casually. What a pleasure it is to stay after our meetings for fifteen minutes, or so, to congratulate people on roles that they did well. We discuss the nuances of the meeting and what worked well. We make plans

for upcoming meetings or for networking opportunities between meetings. This time is what makes our Club so great. I know that staying after 9:30pm does not fit everyone's schedule. However, if it does, I encourage you to "build in" that time as if it were part of the meeting. It is completely enjoyable. And it is clearly another characteristic that makes Postprandial unique.

Bill Self, Postprandial Member

## Do You Know Your Role? Being the Ah-Counter

The purpose of the Ah-counter is to note words and sounds that we use as crutches or pause fillers as we speak. We use the bell to help people recognize when they use an “um” or an “ah”.

But did you know that the bell can also be used for other crutches or fillers as well? Speakers beware! There many different types of filler words, such as “so”, “you know”, “well”, or “and” (particularly as a run-on sentence). It is left to the

Ah-counter’s discretion whether to “ding” the speaker for these other filler words or whether to simply note them during the Ah-counter’s report.

***It is important, however, that the Ah-counter not disrupt or overwhelm the speaker with too many “dings!”***

Be cognizant of how the speaker reacts to the sound of the bell, and stop ringing the bell if the speaker gets flustered. The Ah-counter is an

excellent role which supports that our goal to provide a positive, supportive atmosphere in which speakers are encouraged to get up and try again!

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## Speaking Tip—Using Alliteration

If you’ve ever tried reciting a tongue-twister then you’ve used at least one form of alliteration already.

Alliteration is a technique in which you repeat the first consonant of words in succession, such as:

Peter Piper picked a peck of pickled peppers, or  
She sells seashells down by the seashore

When you are speaking in public, humor need not be knee slapping funny to be

effective. Alliteration can function as a mild form of humor to add to your public speaking engagements.

You find alliteration used in advertisements and titles all the time because it tends to catch your eye and ear.

Here is an example of a positive message delivered with alliteration:

‘We Bagged the Baldrige Award Because our Brainy, Bold Businesspeople are the Best.’

In a negative message you can soften the blow of the message without appearing frivolous or uncaring.

‘The strike by one of our suppliers has put a Crunch on our division. Even though we are Crunched, we are still Creative. We are still Credible. And we will Conquer this problem.’

Give alliteration a try in your next speech, you might like it!

***“The will to win is important, but the will to prepare is vital.”***

***Joe Paterno***

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## District 65 Fall Conference

The District 65 Conference will be held on November 12—13, 2010 at the Rochester Plaza and Conference Center at 70 State Street, Rochester, NY 14614. Early Bird Registration (by 10/22/10) for the full conference is \$99. (After 10/22/10, \$115). Partial registration for events is also available. For full details and the registration form, go to <http://geneva.freetoasthost.cc/files/>

Postprandial Toastmasters  
Club 3259  
District 65  
www.postprandial.org

Interested in Learning More  
About Toastmasters?

Contact Drew Martin  
VP of Membership  
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Postprandial Toastmasters Meets  
Every Other Wednesday at:

Sanibel Cottage  
1517 Empire Boulevard  
Webster, NY 14580



**With over 50 members, Postprandial is one of the strongest Toastmasters Clubs in the Rochester Area. It's also one with a long, rich history going back over 40 years.**

**Established in 1966, Postprandial has taught speaking and leadership skills in the Rochester Area. A member club of Toastmasters International (est. 1924), Postprandial actively promotes the Toastmasters Club Mission:**

**"The mission of a Toastmasters club is to provide a mutually supportive and positive learning environment in which every member has the opportunity to develop communication and leadership skills, which in turn foster self-**

## How to Speak Like a Leader—Continued

run afoul of this one all the time. It's the main reason I rewrite so often, looking for big, two-dollar words I can swap for a single 10-cent syllable. Delete *therefore*, insert *so*. That's real economy in writing. Remember that the basic unit of communication is not the word but the idea.

**4. Align with your audience.** We may consider it our task to speak to the audience, but it is sometimes more important to speak for them. Express those thoughts and feelings that you share with them. Even if you think they are wrong and you are the advocate of sweeping change, you must first understand and articulate *their* feelings. Great leaders know that leadership begins with the pronoun *we*.

**5. Be specific.** Use stories, anecdotes, parables and examples rather than generalities and abstractions. This is a tough one for some people. They love to wander through a topic in the abstract, scattering generalities as they go. The great teachers and speakers pepper their talks with vivid, detailed examples. "He seemed upset as he left" is general. "He blew his nose, kicked the dog and slammed the door" is specific.

**6. Suit the action to the word, the word to the action.** Don't say "I'm glad to be here" while looking at your wristwatch. Be aware of your non-verbal communication. Your gestures, posture, facial expressions, energy, tone of voice, and a thousand other tiny, unuttered elements actually carry the true and specific meaning of your communication. We can understand the words "I love you" well enough. But their true importance, their actual meaning, is all wrapped up in how they are spoken, and by whom.

**7. Structure your speech.** One valuable way to make your talk memorable is to speak to a structure and make your listeners aware of it. Share with them the form of your thoughts as well as the content and they will be able to follow more complex ideas. It will be easier for you to remember, too. People appreciate the scenery more with a glance at the road map every now and then.

**8. Speak to be understood.** Have the courtesy to develop your voice so that all may hear you. You groom your appearance, so why not cultivate your voice? With a little effort it can be strong, crisp, clear and various in texture, color and range. It's sad when speakers expend

their energy to create a vivid, well-constructed talk and then whisper, mutter or mumble.

**9. Speak for the benefit of others.** Serve your audience well by keeping their interests foremost in your mind. This is the golden rule of speaking. As an audience member you can easily tell when a speaker is self-serving. Nothing communicates more clearly than intention.

**10. Speak from your highest self.** The highest self is where hope resides. To lead effectively requires a courageous, positive, optimistic view. As any astronaut will tell you, if you get high enough you will be in perpetual sunshine. There must be a caveat attached to this rule, however: Beware of elevating yourself with a high horse. Be humble. Having an opinion is a meager accomplishment. On most occasions a modest demeanor improves communication.

Source:  
Toastmasters International