



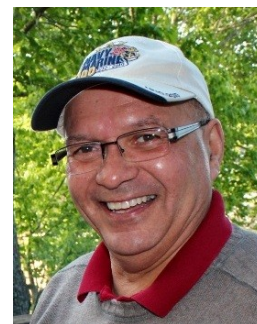
Sears-Halifax Club 1555 Halifax, Nova Scotia

Inside this issue:

<i>A Word From Our President</i>	1
<i>In Conclusion</i>	2
<i>District 45 Triple Crown</i>	3
<i>Meet Our Members</i>	4
<i>Advice Corner "How Not to be Late for Your Next Appointment"</i>	5
<i>Pictures of "The Painting of Our Meeting Room"</i>	6
<i>Reconsidering a Motion</i>	7
<i>Curse of Knowledge</i>	8
<i>Authentic Communication</i>	9
<i>Smiles & Chuckles</i>	10
<i>Toastmasters Double Puzzle</i>	11

A Word From Our President

Rick Joseph, DTM



As we look expectantly and with hope toward the arrival of "Spring", we are also looking forward to the "District 45 Spring Conference" to be held in May. This is the first time since 2007 that it has taken place in Halifax. If you have never attended a District Conference, this is your opportunity to experience an inspiring event where Toastmasters from all across the District come together to share ideas and learn to grow as leaders. Around these learning opportunities are opportunities to meet old friends and make new ones. Don't pass up the opportunity to be part of this exciting event.

Congratulations to Competent Communicator Craig Rupert for his dedication and efforts in putting together this and the two previous newsletters. Our newsletter and web site are important ways to promote our club to potential new members.

Speaking of new members, there is one month remaining in our annual membership drive. If you have friends or family that you think could benefit from Toastmasters, invite them to attend one of our meetings and experience the fun and camaraderie of our sessions.

I hope you enjoy this edition of the newsletter.



Sears-Halifax 2011-2012 Club Executive

Club President: Rick Joseph
VP of Education: Karen Caldwell
VP of Membership: Jane Holden
VP of Public Relations: Craig Rupert
Treasurer: Cindy Slade
Club Secretary: Ralph Smith
Sergeant-at-Arms: Norris Eddy
Past President: Graeme Van Leer



In Conclusion

Cindy Slade, ACB, ALB



“Oh my gosh! It’s over!” Have you ever thought that to yourself when an otherwise great speech suddenly came to a screeching halt, with the speaker then beating a hasty retreat to his or her seat?

It’s a little bit jarring, isn’t it? As an audience, we want to be gently brought to a satisfying conclusion to that speech that we were enjoying so much. But this snap ending happens all too regularly. Sometimes, it’s because the speaker has just seen the red timing light and goes into panic mode in order to wind up their presentation within the next 30 seconds. It’s often the conclusion that is shortened or even cut in these cases. But more often than not, the speaker has just not considered how important a proper conclusion is to the audience and has not taken the time to create a great ending for their speech.

You may be wondering why you should bother to create a good conclusion. The fact is, your audience will always remember best what it hears last. So, if your conclusion is memorable, your speech will be as well!

Most experienced Toastmasters will spend as much time on their conclusion as they do on their introduction. This allows them to open and close the presentation on a strong note. Sometimes the best way to achieve a good ending is to write the conclusion first, which allows the writer to focus the rest of the speech around the message that is going to be used for the ending.

Here are a few suggestions for great ways to leave your audience with a lasting impression:

- * If the purpose of the speech was to inform the listeners, you can conclude with a summary of the points made and the conclusions to be drawn from them.
- * If the purpose was to persuade or motivate the audience to take some action, you may want to finish with a specific appeal for a suggested course of action.
- * Finish with a story, quotation or illustration that emphasizes the point(s) you are making.
- * Conclude with a rhetorical question, that leaves your audience thinking about what they would do or think of your specific topic.
- * Referring back to the theme in the opening of your speech will tie the opening and conclusion together very well. The speech will feel properly “wrapped up”.

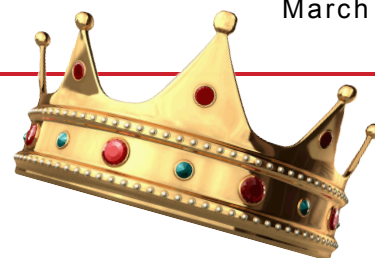


So, the next time that you are preparing a speech, take some time to think about what final, lasting impression you want to make on your listeners. Do you want them to remember that it seemed to end weakly and far too quickly or do you want to leave them thinking “Oh my gosh! That was a well written speech!”? It takes some time and effort to do this, but the results are well worth it.

As quoted by Lord Mansfield, a late 18th century British judge, “A speech is like a love affair. Any fool can start it, but to end it takes considerable skill.”

District 45 Triple Crown Award

Karen Caldwell, DTM



District 45 Toastmasters is a very large District, covering three U.S. States – Maine, Vermont, New Hampshire and three Canadian Provinces – New Brunswick, PEI and Nova Scotia. Each year District 45 provides its members with an opportunity to achieve recognition for outstanding performance above the Distinguished Club Program set out by Toastmasters International.

In 2003 – 2004 District 45 created a new award “The Triple Crown Award”. This award is presents to those members in District 45 who achieved the difficult challenge of three or more completed programs within the Toastmasters calendar year (July 1 - June 30). The awards are presented at the District 45 Fall Conference, where members are recognized by their peers for this difficult achievement and their dedication to Toastmasters.

This year Sears-Halifax Toastmasters is pleased to announce that a member of our club received the Triple Crown Award. Jane Holden (now ACS/ALS) achieved three designations – her Advanced Communicator Bronze (ACB), Competent Leader (CL) and Advanced Leader Silver (ALS) for the year 2010 – 2011.

This isn't the first time Jane has received the Triple Crown Award, she achieved this award in 2006 – 2007, when she completed her Competent Communicator (CC), the Competent Leader (CL) and her Advanced Leader Bronze (ALB). Jane is the only member of Sears-Halifax Toastmaster to achieve this recognition twice to-date. Do you think twice would be enough for Jane? That's a definite NO, she is striving for her third Triple Crown for this year. Jane has amazing dedication to our club and herself. We wish her well on her journey to her third “Triple Crown Award”.

Sears-Halifax Toastmasters previous recipients of Triple Crown Award:

Karen Caldwell, ACS, ALB, ALS, CL, OCL in 2007 – 2008 (OCL = Old CL)

Cameron Deacoff, CC, CL, ALB in 2006 – 2007

Jim McMorran, ACG, ALS, DTM in 2006 – 2007

Danny Walmsley, ACB, ACS, OCL in 2006 – 2007

Rick Joseph, AL, ATM-G, DTM in 2005 – 2006



Jane Holden, ACS/ALS

Karen Caldwell, DTM



Meet Our Members: *Christophe Lorenz, CC/CL*

Craig Rupert, CC



Christophe grew up in a small town called Aachen in the northwest part of Germany close to the Belgian border. Although he was an only child, he was very close to his cousins growing up.

It was in 1997 when Christophe ventured away from his homeland of Germany to live in Halifax, Nova Scotia. After spending time in Halifax getting his fill of lobsters and seafood Christophe decided it was time to move on to explore other parts of Canada. In 2005 he moved west to Ontario where he attended school in Toronto.

Christophe enjoyed attending two public speaking courses during his time in Toronto. It was after these courses Christophe got the public speaking fever and went on a search to find a local Toastmasters club. In 2006 he joined his first club in Toronto. Since joining Toastmasters he has noticed his speaking skills and ability to present in front of large audiences are enhanced and improved. He enjoys Toastmasters because of the opportunities it gives you to give speeches and the overall structure of the organization. He feels that the opportunity to compete in contests helps push you forward in your progress within Toastmasters. Toastmasters teaches you the basics of public speaking and once you're ready you can move forward in your progress to higher levels with the support of so many experienced Toastmasters. At the 2007 International Speech contest of area 4 Christophe placed second. The following year he placed second at the 2008 Humorous Speech contest against over 300 Toastmasters clubs in district 60 in Ontario. Christophe chaired the Toastmasters 2009 Humorous Speech contest and delivered presentations to audiences as large as 200 people. Since joining Toastmasters Christophe has achieved his Competent Communicator and Competent Leader designations. He is quick to assume the role of speech evaluator during meetings. He gives the speakers very insightful, valuable and on occasion very humorous evaluations. Whether it be table topics, an evaluation or a speech Christophe is a very knowledgeable and entertaining speaker and it's always a pleasure to listen to speak.

In 2010, Christophe decided that it was time to return to Halifax where he continued on his Toastmasters journey by joining Sears-Halifax Toastmasters. He enjoys the Sears-Halifax club's great atmosphere, diverse age group and the meetings are always a great time. The members of Sears-Halifax Toastmasters club have a great sense of humor. It is almost guaranteed when attending a club meeting that you will enjoy yourself.

Christophe enjoys reading, basketball and obviously attending Toastmasters. Christophe is presently seeking a position in marketing. With the knowledge and skills that Christophe has gained from Toastmasters, he will be very successful in this career path. Having Christophe choose Sears-Halifax Toastmasters as his new club is both an honour and pleasure.

Advice Corner



How Not to be Late for Your Next Appointment

Colette Robicheau, TM

Running into a meeting just in time to hear the speaker's final thought for the day? Showing up at the basketball game as the final buzzer sounds? Made it to your favourite store's sale of the century to find one shirt left and it's not even in your size? If this sounds like you, read my suggestions on how to get ahead of the game (or at least be on time for it).

Begin by acknowledging what happens to make you late and what triggers you to get off track. If you see a pattern, break these triggers by coming up with an individualized plan to combat each of them. If you never have enough time in the morning, figure out things you can do the night before to save time. For example, have your lunch packed and ready to grab, clothes selected and have a head start on breakfast and coffee.

When you know you have a work or social commitment fast approaching on your calendar, get mentally prepared. Plan ahead and think about any extra details you need to deal with so when the day arrives everything runs smoothly. For instance, know how to get there by familiarizing yourself with directions and parking options ahead of time. Don't start any new projects that you know you will not easily be able to stop right before another appointment.

Leave yourself plenty of time to get to your destination. Stop trying to squeeze everything in at once and focus on one project at a time for better results. Decrease time spent on non-priority items. Never underestimate traffic time or that quick stop you need to make at the gas station, bank machine or drycleaner. Unexpected obstacles can occur, so give yourself more than an adequate amount of time to arrive.

Consider other people's feelings. Don't count on simply squeaking in at the last minute. This looks unprofessional and insensitive as though you don't care about the meeting or event. If someone else can take the time to make sure they are there to see you, you should show them the same courtesy. If something unexpected does arise, call immediately to let your party know you are running late.

Start and end appointments, meetings, phone conversations and social activities on time. If you have an inability to say "no", practice with family and friends first. Begin by stating exactly what your purpose is and how long it will take. For example, if you are calling someone to ask a quick five minute question tell them in the beginning so they do not go off topic. When appointments are kept within their allotted time, your next appointment will not be interrupted.

Write down all appointments and meetings. Don't just rely on mental notes. Set clear objectives of what you want to get accomplished. Keep your list of things to do separate from your day or work planner so you can clearly see your priorities for the day. Check them off once completed so you can move on to the new task and to motivate you to continue.

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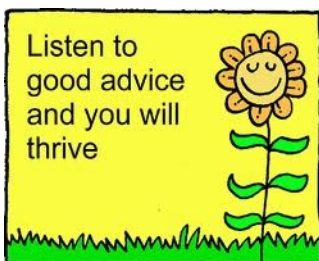
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Colette Robicheau at Angkor Watt Temple in Cambodia

Pictures of "The Painting of Our Meeting Room"

Craig Rupert, CC



With rollers in hand, new paint on the wall, we brightened the place up, made it cheery for all. The old paint was dirty, dreary and gray, we made the room better, in a Toastmasters way. So we got down to business, we even had fun, but there is one thing for sure, we would get the job done. We washed down the walls, applied some tape too, rolled on the paint, was the next thing to do. So come by our club, we have plenty of seats, admire the room, as you hear a great speech.

Reconsidering a Motion

Rick Joseph DTM

Sometimes an assembly might make a wrong decision based on incorrect information available at the time or there is a need to take a second look at the decision. Robert's Rules of Order provides a way to take a second look at the decisions that are made. The motion to "**Reconsider**" or "**Rescind**" are designed to meet those needs and provide the assembly with a way to make a change.

To "**Reconsider**" provides a way for correcting hasty, mistaken or ill-advised decisions, and a way to take into account new information that may affect the decision that was made.

There is always a danger that someone may attempt to use this motion to get something they are passionate about. To protect against the misuse of this motion there are restrictions on how the motion may be used.

1. The motion to reconsider can only be made by a member who voted on the prevailing (winning) side, aye if the motion was adopted or nay if the motion was defeated.

2. The motion can be made only on the same day the vote to be reconsidered was taken – or in a business session that lasts longer than one day.

3. The motion to Reconsider can be made and seconded at any time within a meeting, but can not be debated or voted on right then if there is other business before the assembly. When the motion is made while other business is pending, the secretary is instructed to make a note that the motion has been made. When no other business is before the assembly the motion can be "called up" by the member who made the motion or any other member, during the session.

Making of the motion suspends all action that might be taken as a result of the vote that is now under reconsideration. The suspension remains in effect until the assembly calls up the motion to reconsider and it is adopted.

If the assembly fails to call up the motion before the session ends, the situation becomes the same as if the motion had never been made.

The motion to "**Reconsider**" requires a second, cannot be amended, is debatable (if the motion under consideration was debatable) and requires only a majority vote.

Source: Pointer on Parliamentary Procedure – Louise E. Bereskin PRP

The above information is presented for information and educational purposes only. The information presented in bold italics is provided by the source material)



Curse of Knowledge

Ralph Smith, ACS/CL



My last speech was about something I live with every day. I forgot that most people DON'T live with my topic every day. As a matter of fact they don't want to even think about it. It was titled the Harsh New Reality and it was about planning for retirement.

I used expressions like O.A.S. and Guaranteed Income Supplement. Most people under 40 don't know and don't care what these things are or how they work. I didn't when I was that age. To take it a step further, remember when you were a kid, 40 was really, really old. The bottom line here is to know your audience.

During my second evaluation following the meeting, fellow Toastmaster, Christophe Lorenz referred me to a couple of web pages covering a subject called "The Curse of Knowledge". The problem goes something like this:

As you get older, you will soon get to the stage where you believe that what you know is very simple for the other person to understand.

In 1990, a Stanford University graduate student in psychology named Elizabeth Newton illustrated the curse of knowledge by studying a simple game in which she assigned people to one of two roles: "tapper" or "listener." Each tapper was asked to pick a well-known song, such as "Happy Birthday" and tap out the rhythm on a table. The listener's job was to guess the song.

Over the course of Newton's experiment, 120 songs were tapped out. Listeners guessed only three of the songs correctly: a success ratio of 2.5%. But before they guessed, Newton asked the tappers to predict the probability that listeners would guess correctly. They predicted 50%. The tappers got their message across one time in 40, but they thought they would get it across one time in two. Why?

When a tapper taps, it is impossible for her to avoid hearing the tune playing along to her taps. Meanwhile, all the listener can hear is a kind of bizarre Morse code. Yet the tappers were flabbergasted by how hard the listeners had to work to pick up the tune.

The problem is that once we know something - say, the melody of a song - we find it hard to imagine not knowing it. Our knowledge has "cursed" us. We have difficulty sharing it with others, because we can't readily re-create their state of mind.

One of the cures for the curse is to provide real life examples to your audience. This can be something from your own personal experience or from someone else. Of course the example should be something your audience can relate to. In the area of financial planning, I recall a book titled "The Wealthy Barber" written by David Chilton over 30 years ago. The reason it was so successful was that the characters were people the audience could relate to. The concepts were brought to a level that everyone could understand.

Whether you're talking about garlic, asphalt or financial planning just remember to present your material as if you were talking to a bunch of people at a barber shop ...or beauty salon? Know your audience and avoid the curse of knowledge.

Authentic Communication

Stephen Hall, DTM

Have you ever been to an event where lots of people are mingling around, chatting about any topic under the sun? Of course you have. We all have. It seems that plenty of communication is going on, right? Maybe less than you would think.



There is a difference between superficial talk and authentic communication. An example can illustrate this. Suppose two guys are talking – Glib Guy (GG) and Authentic Al (AA):

GG: “Hey Al, how’re doin’?”

AA: “I’m worried about my surgery next week.”

GG: “Nonsense, worry never helped anyone. Why my Aunt Rose had surgery just last month. She came through a quadruple bypass and is already planning to enter a marathon this summer. Speaking of summer, do you think this winter will ever end?”

In the above conversation, Glib Guy likes to hear himself talk. He does not want to engage in meaningful, authentic communication. Over the course of the evening he will talk to dozens of people, but may not get beyond a superficial level.

Al wants a deeper level of communication. He does not expect anyone at the party to take away his need for surgery. He is not looking for sympathy. He just wants a meaningful conversation.

What sets authentic conversation apart from superficial communication is not the topic. In my opinion authentic communication has consistency between the message, the intention behind the message, and the emotional or energetic packaging around the message. If your intention is just to pass the time, then the words you use in the message will not be sincere. The inconsistency can sometimes get one in trouble

Wife: “Does this outfit make me look fat?”

Husband (watching football): “Sure Honey, whatever you say.”

If there is a disconnect or inconsistency between the message and the emotion or energy behind it, then again, there is a lack of sincerity, or a lack of authenticity. If Al was being glib instead of authentic, then his comment might have sounded the set up for a joke. Comedians use this to their advantage.

GG being sincere: “Surgery?”

Al being glib: “Ya, they’ve threatened to give me a personality transplant”

There are times when being superficial is OK, but deep down many people need more opportunities for authentic communication. So next time someone asks how you are doing, look for the intention behind the question and the emotional or energetic packaging before responding.



“What is it, boy? Want to go outside?”



Smiles & Chuckles



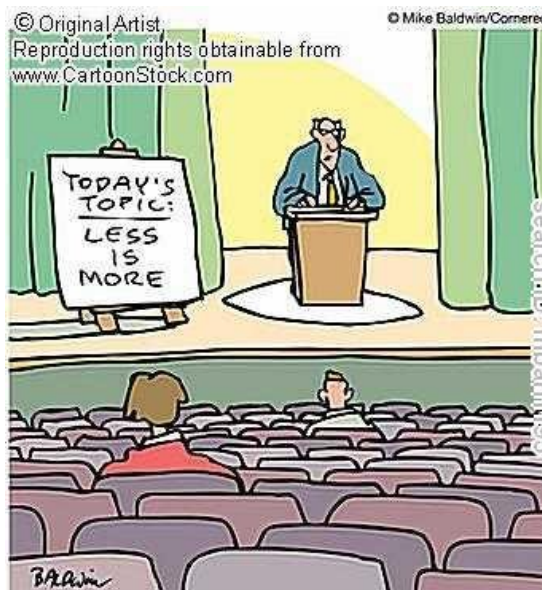
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Gerald sensed that more than just his reputation was riding on the success of the presentation.

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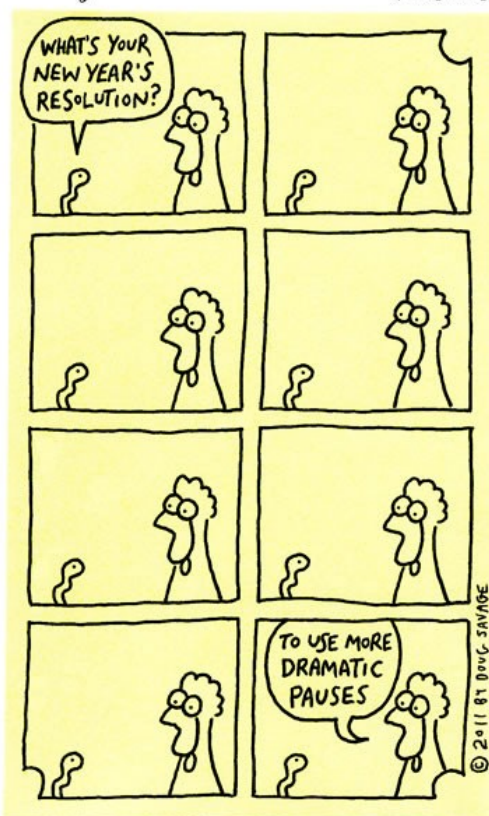


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"Wow, excellent turnout."

Savage Chickens

by Doug Savage



www.savagechickens.com

Electricity can be dangerous. My nephew tried to stick a penny into a plug. Whoever said a penny doesn't go far didn't see him shoot across that floor. I told him he was grounded.

-Tim Allen

"Why doesn't the fellow who says, 'I'm not a good speech-maker,' let it go at that instead of giving a demonstration?"

- Kin Hubbard

Never try to teach a pig to sing; it wastes your time and it annoys the pig.

-Paul Dickson

I do not object to people looking at their watches when I am speaking. But I do strongly object when they start shaking them to make sure they are still going.

-Lord Birkett


Toastmasters Double Puzzle *by Craig Rupert, CC*

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Unscramble each of the clue words.

Take the letters that appear in  boxes and unscramble them for the final message



Final phrase: I love toastmaster
Puzzle Original words: project, table topic, mentor, contest, evaluator, newsletter, motivating, leadership, manuals, welcome guests