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31 May 2001



# The Edge



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**BNL Toastmasters, Club 8069, District 46**

**Meetings are held the 1<sup>st</sup> and 3<sup>rd</sup> Tuesday at 5:30 PM and the 4<sup>th</sup> Tuesday at 12:05  
Biology Building 463, Brookhaven National Laboratory, Upton, NY 11973**

<http://www.bnl.gov/bera/activities/toastmstrs/default.htm>

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## Upcoming Events

Tues, May 22 Noon Meeting

Theme : Final Exams

Tues, June 5 5:30 Meeting

Theme : Who Wants to be a Millionaire?

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### Officers 2000-2001

**President:**  
Ronnie Evans

**VP Education:**  
Nancy Manning

**VP Membership:**  
Frank MacKay

**VP Public Relations:**  
Nand Narain

**Secretary:**  
Amy Halsted

**Treasurer:**  
Claire Heil

**Sergeant at Arms:**  
Beth Lin

**Newsletter Editors:**  
Amy Halsted  
Beth Lin  
Nancy Manning

**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-confidence and personal growth.**

### May 15 Charter Anniversary

WOW! What a great celebration and what a great club! Our May 15 meeting was a joyous and well-organized celebration of the BNL Toastmasters 10<sup>th</sup> anniversary. We were honored by the presence of a number of officers and dignitaries from the local clubs and the district: Rose Martino-Gerhard, Neal Gerhard, Rick Holtmeier, Peg Adams, Shelia Spencer, Nick LoBue, Don Clarke, and William Gomez. We even had two visitors, Bill Dunn and Margaret Schlossky, at the meeting who may join our club. Ronnie was the presiding officer and Margaret Foster, our founder, was Toastmaster of the Day. Margaret had prepared an attractive and detailed agenda for this meeting, which had all the elements of a regular meeting and a whole lot more.

After a social half hour, and a chance to sample the buffet provided by Amy Halsted, the meeting got underway. Ronnie began by welcoming all guests and members and then presented the thought for the day, to the effect that we are often more frightened by our strengths and talents than our weaknesses. Margaret then took the podium and described how she got the club started ten years ago. An eye catching poster of Cary Grant and Ingrid Bergman distributed around BNL drew a group of new Toastmasters together and the club was born. Margaret invited Jane Koropsak and Mona Rowe of BNL's Community Involvement, Government and Public Affairs Department to say a few words. Jane spoke about the challenges she faces in responding to external inquiries, and Mona described a reporter who used an underhanded method to get the quote he wanted. Kay Dellimore of BNL's Human Resources Department had sent

her written congratulations to the club, and Ronnie read her letter aloud for members and guests.

Ronnie asked District Governor Rose Martino-Gerhard to address the group. Rose described her own introduction to Toastmasters and how her initial scepticism gave way to deep enthusiasm. Peg Adams was Jokemaster. Most people present knew the experience of sitting in class listening to a professor, and that what (s)he says is not always what (s)he means. Peg had a list of these phrases and their hidden meanings. Next Margaret asked Beth Lin, one of the three charter members at the meeting, to present Table Topics. Beth's questions were related to the Toastmasters experience and how we have been enriched and changed by it.

After a break for more conversation, another trip to the dinner buffet and a piece of birthday cake, the speech portion of the meeting began. Cathy Schwartz went first with "How I Overcame the Fear of Cold Calling for New Business." Cathy described how she conquered her resistance to making these essential and often productive calls by breaking down the factors involved and taking countermeasures. Her steps to success in cold calling are: be thoroughly prepared; know your script and be ready to respond to objections; speak from a position of integrity; and remember that the exchange is of mutual benefit. If you are disappointed in the end, Cathy said, be detached, don't take it personally, and remember all the other opportunities the phone book holds.

Margaret Conover was next with "Down with Uptalk," a masterful execution of the Vocal Variety project in the basic manual. First, she

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# 15 May Charter Celebration Meeting, Continued

asked us to imagine that we were an audience of teenage girls hearing a talk about effective verbal communication. She went on to exercise terrific vocal variety in her demonstrations of some of the pitfalls and foibles that young women are prone to in their verbal communication: a voice too highly pitched, too breathy, with too much variation in pitch or not enough, or a falling of volume at the end of a phrase or sentence, or "sentence swallowing" as she called it. The last example was "uptalk" wherein each sentence ends with a rising pitch, as if the speaker were questioning her own words. All of these can act to reduce a young woman's authority and conviction as well as the confidence others will have in her. Margaret's examples were expertly delivered and very funny too.

The last speaker was Nancy Manning, with "Unraveling the Mystery of Life." This talk, about the decoding of the human genome, was especially appropriate given our BNL location. Nancy gave some background and history of the genome project, and the parallel public and private efforts that converged last year when the decoding was completed. She had some fascinating facts to offer. Each cell in the human body contains a full set of DNA, which if it were stretched out in a line would be six feet long. The genome project revealed that only a small portion of that six feet is the genetic information that makes us look and/or act as we do. The rest is the genetic equivalent of an archive of junk mail, but has clues and artifacts that may help clarify human evolution and migration. We learned that some very simple organisms have many more genes in their DNA than do humans. Decoding the genome will permit individually customized drug therapies and early diagnosis, treatment and correction of disorders and diseases. With her overhead slides and explanations, Nancy successfully conveyed the enormity and great significance of the project.

Margaret Foster gave the podium to General Evaluator Ronnie Evans. Bill Gomez gave the timer's report and Susan Carlsen gave the Ah Counter's report. Susan's report was itself sprinkled with ahs and ums, to her own chagrin and our amusement.

The evaluations were a special treat at this meeting--each one being a mini-talk on speech craft as well as an expert critique. Evaluating Cathy, Peg Adams suggested that she could have made the talk more concrete and less theoretical by bringing along samples of the products she sells or relating stories or anecdotes about the cold calling she's done. Shelia Spencer evaluated Margaret Conover. Building on some of the points Margaret had made, Shelia demonstrated that the source of the breath (from the diaphragm, ideally, or the chest, throat or head) contributes greatly to the emotional content and interpretation of the words a speaker produces. Experience in singing can be helpful in effective public speaking too, she said. She also pointed up the dual value of a momentary pause: to draw breath and to draw the audience's attention.

Rick Holtmeier, in his evaluation of Nancy, suggested that the initial ten seconds of a speech are crucial, and the first sentence should grab the audience's attention. He also had some good points about the use of an overhead projector. Projector location and room configuration are sometimes less than ideal but may be improved. Pointing to the slide on the projector, with a pen placed on the slide itself, is more effective than pointing at the screen. Keeping the transparency high on the screen helps those in the back of the room to see the whole projected image, he said.

The final portion of the meeting consisted of a series of awards and certificates presented to BNL Toastmasters members. Amy and Pat Astre received their CTM pins, Nancy and Beth received their Competent Leader pins and Ronnie received her DTM. Each member present received a certificate of appreciation from the club, listing the attributes and strengths other members saw in him or her. Margaret F. gave Ronnie and Beth, the two other charter members, two of the original mugs that members received when the club was formed. Ronnie gave gifts to Beth, Nancy, Margaret and Amy, in appreciation of their work organizing the meeting. After some happy photographs, a lot of smiling and shaking of hands, Ronnie closed the meeting.

In response to several requests, here is the recipe for the middle eastern style salad from the buffet:

### **Tabouli Salad with Chick Peas and Feta**

1 1/2 cups boiling water  
1 cup medium grain bulgur wheat, also known as tabouli or tabbouleh\*  
1/4 cup olive oil  
1/3 cup lemon juice  
3/4 teaspoon salt  
ground black pepper  
1/2 cup chopped parsley  
1 can chick peas, drained  
4 oz feta cheese, crumbled  
Green part of 4 green onions, sliced  
1/2 cup Kalamata or oil cured olives, pitted  
2 or 3 medium tomatoes, chopped

A few hours in advance, or the night before, put the bulgur in a large bowl and pour the boiling water over it. Stir occasionally until most of the water is absorbed. Add the oil, lemon juice, salt and pepper. Mix well, and refrigerate for several hours or overnight. Add the rest of the ingredients and mix well. This recipe is delicious, easy, quick, inexpensive, colorful, exotic and nutritious. It is also sturdy, travels well to parties, and is a good main dish for vegetarians. Double the recipe for a party size amount.

\*Available at health food stores. Shiloh Farms is a good brand. Don't get the "Near East" product. It's a mix that has other ingredients.



***BNL Toastmasters Regular Meeting Schedule***

Date	June 5	June 19	June 26 NOON
Theme	Who Wants to be a Millionaire?	Trip Around the World- <b>Speechcraft</b>	The Internet
TMOD	Amy	Beth	
Joke			
Word			
Timer	Nancy	Kim	
Ah counter			
Grammarian			
Table Topics			
Speech #1	Nand	Kim	Kim
#2	Leyla		
#3	Margaret F.		
#4			
#5			
#6			
General Eval.			
Evaluator #1			
#2			
#3			
#4			
#5			
#6			
Quiz Master	Beth		
Absent	Margaret C.		

**Speechcrafters Workshops** are being planned by Beth Lin to offer the Toastmaster's experience to summer students working at BNL. The four meetings will be June 12, June 19, July 10, and July 17. Note that two of these, June 19 and July 17, are also regular BNL Toastmasters Meetings. Please offer your help to Beth as she will need us to give presentations, mentor students, and serve in other roles.

**How to Conduct Successful Meetings**

Nand Narain is presenting a special workshop on How to Conduct Successful Meetings at the June 5 meeting. This will be a 40 minute presentation from the Success/Leadership series.

***Members' Progress Report***

Member	Speeches completed	Achievements
Pat A.	5	CTM
Susan C.	5	
Margaret C.	5	
Ronnie E.	1	DTM
Margaret F.		DTM
Amy H.	10	CTM
Beth L.	2	ATM-G + 5 CTMs
Patty L.	5	
Nancy M.	5	CL, ATM-B
Nand N.	4	ATM-S
Kimberly P.	8	
Leyla P.		
Cathy S.	3	