



Humor - Theory - Configurational Theory.

Humor is experienced when elements originally perceived as unrelated fall into place.

Similar to the incongruity theory but the main difference lies in the point at which the humor emerges.

Incongruity - a dis-jointedness which amuses.

Configurational - "falling into place"
- a sudden insight.
- Gestalt psychology.

"Doc, you're the one drawing those dirty pictures."

The unexpected configuration is the surprise

Schiller(1938)'dynamic duality' theory is an extension of this...he proposed that jokes are a variety of problem-solving.

Jokes are ambiguous - can be seen in two different way.

"The comic feeling is a logical joy aroused by a sudden change in the configuration of a thought pattern of unstable structure."(duality)

"I've got it!"

"Oh, I see it."

"Now I've got it!"

Superiority over the poor oaf who does not see that same configuration:

"You can't see that?!"(What's wrong?)

"You don't get it?!"(you stupid clod!)

(over)

Slides: "Paris in the the Spring."

"Number of 'f's'"

"PRESCRIPTION FOR THE HAPPY LIFE"

GREATEST COUNTRY - DON'T APOLOGIZE...

EXISTING, MUDDLING THROUGH...

ENJOYING POOR HEALTH - 80% NOT SICK -- 10% - 10%

DIFFICULT FOR PHYSICIANS: 4 COUSINS AND BRO-IN-LAW

"SOUND AS A DOLLAR." " ... ANOTHER 1/4" ...

" ... PERSONAL HYGIENE ... "

* SOAP OPERAS -- BUSY -- MEDICARE IN DETAIL.

RECEPTION ROOM - COUGHING, SNEEZING...

* EAR AGAINST THE WALL - LISTENING

* STETHOSCOPE - "COUGH..."

ATTITUDE OF PEOPLE TOWARD HEALTH:

ENJOYING POOR HEALTH.

WELL-INFORMED: "... DENTURES (PLATES) .. TOOTH PASTE?"

HOW SICK THEY'VE BEEN - RUGGED INDIVIDUALIST -

MILLIONS OF SLEEPING TABLETS

TONS OF ASPIRIN

FIGHTING FOR EVERY INCH OF YOUR INTEREST, TRACT.

"PAIN, HEADACHE..."

"FAST, FAST, FAST RELIEF."

"HOW YOU SPELL RELIEF?" "O-F-F" (THE T.V.)

* "WORSE" "EVERYTHING THAT IS SUPPOSED TO BE OPEN

FULLER BRUSH - "WHAT'S WRONG...?"

KEEP ONE FINGER IN THEIR MOUTH.

* SCAR - GALL STONES - APPENDECTOMY

GUESS YOU THOUGHT YOU'D LOST ME?

MOST, BIGGEST, BLACKEST

PRETENTIOUS: BUSY EXEC. - LADDER OF SUCCESS

"MOMMA SAYS SHE WANTS TO BE CREMATED."

JONES - HARD ON THE JONES, LIVING EXPENSIVELY

TO KEEP UP WITH THE NEIGHBORS...

* MAGAZINES (MY PRACTICE) -- "... JUST HERE TO INSTALL THAT PHONE."

(OVER)

* COMPLICATED HAPPINESS -- WIFE WHO LOVES YOU --
HUSBAND -- DIVORCE -- STATISTICS -- FIGHT IT
OUT TO THE BITTER END.

* 50/50 - HOUSTON CLUB - ...DID HE NUDGE HER!

SELF-CENTERED: WHAT'S IN IT FOR ME?
EYE TROUBLE: I, I -- "ME FOREVER"

* MONEY: "NOT DEAD, BUT SLEEPING."
CONFEDERATE MONEY -- "I LOVE THE SIMPLE THINGS
OF LIFE..." LAST FIVE MINUTES OF YOUR LIFE...

ANY LINE OF ENDEAVOR -- A DENTIST?

* "I HATE DENTISTS!?"
"YOU DENTIST YOU!"
130,000 DENTISTS 168,000
MOVING TARGET
HAPPY PERSON - STRIKE ME MUTE
PITIFUL WORK!

Dental * SENSE OF HUMOR APPLIED DIRECTLY TO THE PATIENT:
"I HATE TO COME DOWN HERE."
RIVETER
SHOCK TREATMENTS
REAL NUTS - KOOKS - "...STERILIZE YOUR INSTS?"
GNASHING - ECHO - SUNSHINE TREATMENT
"...GUM MY WAY THROUGH LIFE."
EDUCATE MY PEOPLE
BLESSED IS THE PERSON WHO CAN LAUGH--AT HIMSELF.
"HE SENT ME TO YOU."

PRESCRIPTION: REMEDY.

FIRST INGREDIENT: ENJOY THIS MOMENT. AWARENESS.
NO GUARANTEE, NO CONTRACT--\$100 BILL

SECOND: QUIT LOOKING FOR A KNOCK IN YOUR MOTOR.
"IF IT AIN'T BROKE, DON'T FIX IT."
WAY YOU WAKE UP: "WHERE DO I HURT?"
"GOOD MORNING, LORD."
TWO TO ONE CHANCE IT'S NOT CANCER.
"THANK YOU, LORD, FOR THIS MOMENT."

* *Dental* SMILE AWHILE: EVERYONE LOOKS BETTER...DENTURE
PATIENTS...DON'T LET THEM SMILE...LITTLE GRIN
JUST WAVE (CAN'T MAKE FALSE TEETH--DON'T MESH)

HUMOR - TALKS - PERSONAL - FORMATS OF.

"PRESCRIPTION FOR THE HAPPY LIFE"

RESPONSE TO INTRODUCTION:

DO BUILD BRIDGES, YOU KNOW. (EMCEE HAD REMARKED ABOUT MY HAVING A DEGREE IN ENGINEERING AND DENTISTRY, WONDERING ALOUD TO THE AUDIENCE "WHY?")

ADDITIONAL REMARK ABOUT INTRODUCTION:

(VERY NICE OF YOU, ETC.)

COLLEGE GIRL - MAXINE - LEGS: "THAT'S WHAT I WAS THINKING."

REMARKS TO THE AUDIENCE - GENERAL AUDIENCE:

THIS HOTEL - "...DEPOT,"

*cowboy
Depot*

"GLAD TO SEE YOU"

AIRPLANE - ANYWHERE.

COMPASS AND MIRROR

REMARKS TO THE LADIES PRESENT:

SENSE OF HUMOR OF THE LADIES: LOVE US MEN INSTEAD OF LAUGHING AT US.

ENTHUSIASM: NATIONAL PILOTS' ASS'N. (WHOLE AIRPLANE)

OKLA. CATTLEMEN'S ASSOCIATION

BLOUSE

APPEARANCE:

LOOK NICE - SURPRISES ME - SOAP OPERAS.

RED ROUGH HANDS, ETC.

(OVER)

THEN, I WENT INTO THE TALK. THIS HAS BEEN EDITED OF COURSE. DURING THE ACTUAL APPEARANCE, I WENT ON AND GOT THEM IN AN "IN FUN" MOOD BY TELLING SUCH STORIES AS:

THE FARM STORIES.

CREDIT STORIES, ETC.

MOVED TO FAM JANTLE W
MOVED TO LAAD CBF

THIS GOT THEM IN A MORE RECEPTIVE MOOD.

THEN, I WENT INTO THE ACTUAL OUTLINE OF "PRESCRIPTION FOR THE HAPPY LIFE"

(FOLLOWS)

(KEY WORDS AND PHRASES IN YELLOW HIGHLIGHTS.)

(USED NOTES FOR YEARS WITH THIS TALK, LOOKING AT THE NOTES ONLY WHEN THEY, THE AUDIENCE, LAUGHED. THEN, LATER, I HAD THE NOTES IN MY MIND, IN OUTLINE FORM, IN KEY WORDS AS NOTED HERE.)

speaking

memory pegs

Ray Mont salvage

George Bailey -

100 people

\$5

Musical glasses

100 telephone call

Travel: Private airplane: "...never get through checking it."

"You won't go to sleep."

Seating: Glad this is not one of those "Exhibit Halls." I've talked for my last time in one of those.

They spend world's of money on those things, where they should only show cattle and furniture, and then decide to have a speaking in it. They say, "Isn't this nice?" And you (cupping your ear) say, "What's that?"

Seat in the back: Low budget seats.

If you can't hear me, you got the best seat in the house.

Attitude: "In fun" - Austin Venetian Blind Dealers Exec. V.P. from Washington, telling the delegates how hopeless the situation is (course, that was during the Carter years) "Go get 'em, Doc."

San Angelo Coop: "This man is stealing you blind."

Las Vegas: Fired the Exec. V.P. before I talked.

Distractions:

"Fire" - Tyler

Woman fell dead - Roy Hatten

Cheyenne Lady - "If that don't bring rain..."

Hearing aid - Kennedy, TX

Head table left me.

Drunk: Elevator: I have forgotten why I called this meeting

Invocation: Rat Story - M. Murray O'Hair - WWII veterans, laugh bag.

Small Town:

Whose husband isn't (check is good)

Pamela: "What-in-the-world did you and Mother do here." Hair cuts, crickets die each Sept.; mercury lights on the bridge, watched our hands turn green;

"Fastest Legs in Town" - Six day bicycle race.

Circus tent - a revival.

Sally Rand's nude review - "Any of you fellows know the score?"

General Remarks to the Audience(cont)

"Roots"

American Wildlife Society

Friendly: Confucius said it is nice to be among friends,
even if they aren't yours.

"My name's Jarvis."

"The Friendly Bank"

Can't shake hands over a phone.

Enthusiasm stories: See "ENTHUSIAM"^S

One yellow rose
Smuggler's Inn

Last time: What did I talk on? Keep notes of each talk.

Cities: Which city and what is local incident in city?

San Francisco: Not one soul propositioned me, not
even Maxine. Got to where I was feeling a great
deal of rejection. Jogging slow on the wharf area.
One fellow, practicing opening his knife; I ran past
him pretty fast.

San Antonio - beautiful city - Santa Anna's revenge -
Kaopectate - Mexico City, monster, kaopectate factory.

Since last time: What has happened?

Locally - State - Nationally

Local newspaper or news station: "...take two
alkaseltzers and read the _____, you will go
to bed with nothing on your stomach or your mind."

Topical material: News items(local newspaper) - politics -
Sports - Inside material(group)

High Class: Yellow teeth - Compared to San Marcos -
"This here's the county seat!"(atomic bomb attack)
Dog show - False teeth, teller.

Vocation of the group. A. W. O. L.

Cattlemen: Ham Wilson, Cattle brands(blouse),
Breeders, not created equal.

Aviation: whole airplane on her head, then went to
the Cattlemen's association meeting.

Prepared:

"...not really prepared."

"...shouldn't really be here."

One award - someone who really deserved it.

Speakers:

Last year.

How many?

It's never so bleak, that it couldn't be bleaker,
After all, there could be another speaker, but
there ain't.

"...work on his teeth."

"Dr. Jarvis, are you any good?"

Hate to follow me -- and here I am doing it.

(repeat engagement)

Who did you have last year? (way to tell effectiveness)

Food: Quality - Love to hear him eat! - Cafeteria, dishes,
thought the music had started.

Dancing: "...they'd worm us."

State: "...where the men are men and the women know it."

Cigarette, rolling his own, "...getting that filter
in there's the hard part."

Place of meeting: Camelback Inn - Dillinger - napkins
Boca Raton - sass the help.

Camelback Inn - Bob Murphey
- "...done bought this here hotel."

Travel: Private airplane, "You won't go to sleep."

Sports: "...you were yellow."

Bear Bryant stories

Leo Durocher: "My Congressman appointed me."

General Remarks to the Audience(cont)

Again: 100 ft. dive

Remarks last time(notes)

Not that you would remember anything I said.

"...you didn't tell that nightgown story; tell it now

"You never give your best talk first."

Travel: p. 37; Watch the folks passing by, they are the show; two dogs fighting in a towsack.

Private airplane: No license; "away we go." (Helen Van Gundy, with cigarette) - "We are going to get some new ones." (wing falls off)

"One crash can ruin your whole day."

Radar - it behooves the situation for one of us to know where I am at all times.

Like to fly when the weather has socked in, can't see anything, the way I fly I don't like to see where I'm going.

Burbank - Toothpast

"Bail out"

Awards: Texas Hospital Assn - asked them to stand up.

Speakers - so many.

11:00 that night. "hallelujah!"

Butte, Montana: ^{Planning} "...six minutes." (hand came down snappily)

Studied the limitations of the body cavities.

Paul Harvey - bathroom.

*most important
Go to the bathroom*

Dear Abby - trying to keep you from biting off more than you can chew.

Change: difficult to adapt to change. One of the biggest stress factors.

Some of you have changed.

"Dr. Jarvis, you haven't changed a bit."

"...look just as good as you did last time."

"How old are you?" "78."

Take that two ways.

"It was even better than I thought it would be."

Ugly early. Quit laughing.

Anno Domini - heavy hand.

Dr. Henry Johnson - he is going to change.

Hair - head is smooth, ridges on it, all that wavy hair is gone.

Eyes - now have glasses, two pairs, one to find the other with.

Teeth - false, usually in the bureau drawer.

Shoulders - strong once, now have fallen to somewhere around his waist.

He has changed, and when you see him, in the winter of your lives, and he is standing there in front of the fire, silhouetted there, his body looking like an Idaho potato...legs little, skinny legs sticking out of this potato, you must realize that this man has changed.

"Is this man your husband?"

We won't talk about the other side of this coin; you ladies must know that you have changed a considerable bit yourselves.

Speakers: Number of them - 21st speaker; I was the 21st. had 1600 people when we started; when I got on, we had 400.

Sales: Bud Gober - Hanes - "Mr. Hanes, I've been wearing those new shorts for a week now, and I have more cotton in my ass than Macy's has in its basement." (George Blum(Bloom))

GENERAL REMARKS TO THE AUDIENCE.

Some of you are probably wondering from whom I get my speaking ability. One man said, "Dr. Jarvis come by it natural. He don't blame anybody."

Mother My mother heard my *doesn't* first word. I said, distinctly, "Periodonticlasia." She shouted, "Wonderful! He's going to be a foot doctor."

5 times My brother is a weird person. Eccentric. He didn't like my mother. She never understood that. Worried about it all the time. Pined for him to come to see her. He only came five times in thirty-something years. I tried to help her with this, show her the truth of their relationship. I told her, "Quit hurting yourself. Face the truth. If he wanted to come, he could come; the jets don't just go to California and stay there; they turn around and come back this way. He just doesn't want to see us."

"You mean he doesn't love me."

"Oh, no, Mother, not that. He loves you--he just doesn't like you." *like*

That helped her.

I told her and finally got it across to her, with this point, "If he had ten thousand people to a party, you wouldn't be invited."

That did it. That convinced her.

Pel General He is weird. Told me about his dog, Snoopy...record.. leaf to contemplate...couldn't find one...found a frog... contemplating the frog...and thought Snoopy was also... lifted his leg...wet all over the frog...dastardly act! Quite a compliment...doesn't waste this semi-precious fluid...deposits carefully a few drops here, a few drops there. Come to think about it, it was probably the nicest thing to happen to him all day.

I asked about humor. He said it is like apples and apple sauce. About the same, but one's a little looser.

Wire coathangers--larva stage of the wire coat-hanger (beer openers)

Paul Harvey - bathroom

Who did you have last time?

"Let me see...hmmmm." (Really must have been great.)

"Let me think. Who did we have?"

"Oh, yes, we had that dentist."

We had Paul Harvey - great!

What did he say?

What did he say?

That we were going to Hell.

But didn't he say it great?

Gosh yes! Great!

Bill Buckley.

What did he say?

We don't know yet.

We're having it translated, going to have it read at our next banquet.

learn → "ineffable" "ebullient" "irascible"
"indefatigable" "sycophant"

Course you know those words, but I had to explain them to _____.

140 speeches -
a year
Beak-TV
bathroom

*Speaking
format*

***Pocket Manual
Of Tested
Speech Openers
And Closers***

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ELOQUENCE IN PUBLIC SPEAKING
by

Kenneth McFarland

"I'm really not prepared..."
(Get him down.)
"I'm not the one who should be up here."
(Get him down, & go get the one he's thinking about.)

Cite the closers.
openers of Dr. Mead uses mine to
then those.

The importance of a speaker's introductory and closing remarks can not be over-emphasized. Conversely, these parts of a speech are the most difficult to compose. In this booklet, you will find the necessary help to make your openings and closings not only highly effective, but also easier to create and execute.

THE INTRODUCTION

labor for
THERE is no agreement among speakers and "authorities" concerning the *form* the introductory phase of a speech should take. There is wide divergence of opinion upon how the thing should be done, but there is complete agreement that it is extremely important that it be done *well*.

This writer believes the first thing the introductory part of the speech should do is to get the speaker and the audience favorably acquainted. This might be called the Preliminary part of the Introduction.

Before an audience is ready to plunge into the main Body of a speech the hearers like to "size up" the speaker. Maybe they know in advance they like him personally, or at least they are favorably inclined. Maybe most of them are already prejudiced against him, or the theme he is going to champion. Most often the audience will be open-minded, with little or no preconceived opinion either way. The crowd is usually willing to be "sold" if the speaker can deliver, but the people want to make up their minds about *him* before they start buying his wares. Thus, the first purpose of the introductory part of the speech is to favorably condition the audience. The writer has come to refer to this part of the speech as the "softening up exercises."

W. D. Knowlton
"I do know you"
"Familiar name"
(People)

self-deprecation

Eminence

**A Flattering Introduction Won't Hurt You
If You Don't Inhale**

To become favorably acquainted with his audience the speaker must let the folks know right off that he does not think he is some kind of a supreme being.

Therefore, it is especially important that the speaker make some deflationary remarks if the introduction of him has been too flowery, or excessive in its praise. The speaker can quickly stick a pin in this kind of a balloon, but he should do it in a way that will not embarrass his introducer. After all, the chairman was simply trying to do his job. Maybe he did not believe the "blurb sheet" either.

After an introduction that contains a lengthy enumeration of his various titles and accomplishments, the writer has found it advantageous to respond in this manner.

"Thank you, Chairman Charley. That was a *good* introduction. However, you did forget to mention that I am a Notary Public."

There is something so utterly modest about the title of Notary Public that the crowd gets a good laugh and immediately relaxes. The natural psychological reaction to such a response is,

"This guy is all right. He doesn't think he is the oracle from which all important truth must flow."

Dr. Andrew Holt, President of the University of Tennessee, uses a most successful response of another type. He will say, "I was really *impressed* with that introduction. I believe you actually are fortunate to have me here."

Sometimes an introduction is obviously too long. The chairman forgets his job and becomes the "first speaker." In such cases the audience wants the chairman deflated in a nice way. Such a device relieves the tension and makes everyone happy again. For example, after a very long introduction I have successfully used this story:

When I was a young school superintendent in Kansas, the great William Allen White was scheduled for an address in our town. I was given the honor of introducing him. I worked on my introduction for two weeks. When Mr. White came to town, I went down to his hotel to confer with him. He looked over all the introductory material I had prepared and said, "I'll

Different
version
of way
this
has
happened
to
me.
eminent

Dr. Joe
Robert

"It's never so bleak.."

tell you what. You just tell the folks I'm here, boy, and I'll make the speech."

A. H. "Red" Motley has a special device for responding to introductions when the program has been too long and the hour is late. He will look at his watch and say, "My schedule said I was to address this meeting on October 16. (Or whatever is the date of *that* day.) I believe if I hurry I can still make it."

Sometimes a speaker can make a ten-strike by using something from the preceding program as a springboard from which he plunges directly into the main objective of his speech. A brilliant example of this was demonstrated by Congressman Adam Clayton Powell in a speech in Chicago in the Presidential campaign of 1956. Although a Democrat, Powell was opposing Stevenson and supporting Eisenhower. The huge crowd in Chicago was predominately colored. On the program preceding Powell's speech a colored chorus sang, "All God's Chillun Got Shoes."

"I didn't take the bus."

When Powell was introduced he "brought the house down" by starting out this way:

"That singing did my heart good. It was wonderful to hear that choir sing 'Everybody talkin' about Heaven ain't goin' there.' Friends, I got *news* for you this evening! *Everybody talkin' about that White House ain't goin' there either!*"

Mayer Vandergrift
"hit with his course"

Humor Is Not the Only Device for Warming Up An Audience

There are many devices in addition to humor for "getting with" your audience. One the most effective is the technique of finding the common denominators. Early in the speech you can touch on points, experiences, background, or beliefs that you share with your hearers. A guest speaker for a Civic Club made an immediate hit with a western city by starting this way:

When I got off the plane this morning I asked the cab driver to take me to 1212 Charleston Street. On the way in from the airport I told the driver I wanted to see the house at that address, since that is the one my grand daddy built for himself after he surveyed and laid out this town in 1872.

When Josh Lee was stumping Oklahoma in his first campaign for the United States Senate he started every speech the same way:

"I first saw Oklahoma from the back end of a covered wagon, and the team was headed west."

Oklahoma is a young state. Thousands of Lee's hearers had first seen Oklahoma the same way, and most of the others had heard their folks tell them about it. Josh was elected.

The speaker should never over-stretch himself in an effort to create common denominators where none exist. There is a classic example of this mistake in the case of the politician who said to a farm gathering:

"I love you people because you are *my* people. I always say the Morgan County farmers are the salt of the earth. It was right here in this county that I was born and raised between two corn rows."

At that point a farmer out in the fringe of the crowd yelled. "A punkin, By Gad!"

Many effective speakers do not believe in any kind of softening up exercises. They contend that the minute you are introduced is the minute you have everyone's attention. You should make hay while the sun shines. This school of thought contends the speaker should immediately nail the attention of the audience onto the big idea of his speech. A speaker who was introduced to a national convention of women's clubs started out in this manner:

*Arouse
emotions
pathos*
I have just returned from France. I was there when the Gold Star mothers came over as guests of our government to visit the graves of their sons. I saw those mothers get down on their knees beside the graves and clasp the grass and soil in their hands in a pathetic effort to get closer to their boys. I resolved right then that I'm going to dedicate the rest of my life to preaching *peace*. I am going to do my level best to help make this world a place where there won't be any more Gold Star mothers.

I think what I have to say today is so terribly important that I am going to start telling you about it right now. I am going to talk as fast as I can be followed, and I am going to keep firing away right up to the final gong. I didn't come here to entertain you or paint you a pretty picture. I came here to help prevent a pretty Gold Star from hanging in *your* window.

The above shows the objective of a speech may be stated dramatically and immediately. It is a first-class attention getter. However, in this case the speech started off like a rocket but it got weaker and weaker. The speaker maintained his terrific pace

"THIS WON'T HURT--MUCH!" (AS RECORDED)

INTRODUCTION: "...WITTIEST DENTIST I HAVE EVER KNOWN."

SOME ONE TO SHARE THE BLAME,

"WE" - MARK TWAIN

"ROOTS"

AGAIN - 1977 - 100 FT. DIVE

Computer Notes - Disk (3.5")

IT'S HARD TO GET ALONG WITH FOLKS:

MOTHER-SERVICE STATION- TWO BOYS - HE'S IN CALIF. - BIRDS! ANTI-AUDUBON SOCIETY

SODA SKEET - FULLER BRUSHES - HOW I GOT STARTED

NOT EASY TO GET ALONG WITH PEOPLE:

DR. MCFARLAND - "...GET ALONG WITH."

"...SENTENCE STRUCTURE...ARE OF."

"...AFTER SUPPER"

"...UP HERE FOR?"

"... come over after."

DON'T TELL 'EM IT IS EASY - I HAVE TO TELL THE DENTAL STUDENTS -

MOTHER'S LINE - "...BETTER YOU LIKE DOGS."

MOTHER - PROBLEM - GRANDPARENTS - IMPOSSIBLE SITUATION - GRANDPARENTS OVERLOOK THE CHILDREN'S FAULTS - INNOVATIVE AND CREATIV SAWING A DOG IN HALF.

HARD TO GET ALONG WITH PEOPLE:

ANY CATEGORY

HUSBAND:

SAD-EYED WOMAN

NO PERFECT MAN

GROUCH - GRUMPY

"...LIVING IN SIN WITH A MAN LIKE THAT?!"

WEDDING BAND - HANG-DOG LOOK ENOUGH?

Seconia! Sodium Take R

"Does my it ring your bell?"

WIFE:

Pick

WOMEN AND THE BAPTISTS
MY WIFE'S ONE

- handicaps

CHILDREN:

"I'M ALBERT!"

old story

BOSS, CUSTOMERS, PATIENTS

Stories - Gary Job Corps

MY DEFECTS - DEMPSEY - LORD'S HANDIWORK - COVER PART OF IT UP - WOMEN - TALL ENOUGH - STILTS - MADE YOUR HEELS THAT TALL - CEMETERY PLOT - SHE'S DISAPPEARING - BATTLE OF THE SEXES - SIGNAL BLOW FOR YOU MEN: DON'T HAVE ONE THING THAT ZIPS UP THE BACK

HAIR - JUST PUT SOME MORE HAIR ON - FULL WIG - EAR TO EAR CARPETS - ANIMAL CRAWLED UP HIM AND DIED

HOLD 'EM IN THE RIGHT PLACES, NOT TO MENTION THE OTHERS.

SMOTHER THEIR PORES - "WHY DOESN'T MAXINE TRAVEL WITH YOU?" "COME OUT FROM THERE, WHOEVER YOU ARE!" WOULDN'T BE SATISFIED WITH MAXINE.

HARD TO GET ALONG WITH PEOPLE:

TELLER - "...TWO \$7'S AND A \$6?!" (BANANAS FOR HIS 'WAMPI-WAMPIS' - THREE CHILDREN, ONE KING IN HER BANK...

SPACE AGE - "THE FARTHER MAN GETS OUT INTO SPACE.."

"IN SPITE OF ALL THE TECHNICAL LOGICAL..."

COMMON SENSE:

FIVE YOU'VE GOT AND TWO MORE: HORSE AND COMMON.

AMEN ON THAT. SMARTER GROUP

SENSE OF HUMOR:

GRANT ME A SENSE OF HUMOR LORD.

Grant me the grace to see a joke pass it off on other folk

Profession:

Las Vegas....looked at their teeth

Ten years...no, ~~but~~ but then you'll be used to it.

Just be yourself

DAAAA

Problems....TV antenna fell, etc.

Held x-rays....three finger Paul

Proud of dental profession....

119,000 dental colleagues....who don't have to speak for a living.

Dr. Story....^{95 yrs old.} "By Gad, Son, with a mouth like that, you don't have to clean no teeth!"

Working on a moving target

Geo. Washington's teeth....3¢ stamp...
not smiling....teeth hurt him...
dental cripple...

Martha home...~~st~~ making candy...
Geo. out sleeping everywhere.

Pitiful work....

← Transplants....some things I could use.

Casey Stengel...Edgar Buchanan...Cary
Middlecoff....Dr. Glen Reed (Kiwanis)
Dr. Walter Campbell (Rotary)

Frank Sinatra....flew his dentist out to Las Vegas from New York...

Barber...had to learn all that and the hair too (cadaver)

*How many
"Call My Hand"
"Three Fingered Paul"*

L.V.

Stewardess - San Diego

Profession: (cont)

Washington....some politician will be
delighted to solve them for you....

Fluridation...problems

Cleaning teeth....some of the dogs I
used to date.

I pressed a kiss to her lips...

Ruined my love life

Seguin needs one

Two groups....hated each other

Specialist....guy who learns more and
more about less and less until he knows
practically everything about practically
nothing.

Real doctor like the rest of us

Dr Hook

How much do you get for inlays?

Stories of other professions.

The Tavern

The reasons you got into dentistry in
the first place....

Things the schools should teach:

PR...Business...Comm...Salesmanship..
Human relations...Psychology Applied

Mistakes I have made.

Walt Lackorn....retired...

Father hated me.

Profession: (cont)

Used to frustration....

Turned out to be a revival....

Fasted legs in town

Sally Rand's Nude Review...badminton.

Any of you fellows know the score

Death benefits...

ADA Journal....sleeping tabless.

Shame lies not in making mistakes...but
in not letting others learn from our
mistakes.

Conventions....two classes of dentists...
both pretending....

\$30 inlay

Sex maniac, but couldn't pass the physical

Proctologist.....Aubrey Cox.....

Admiral in the Texas Navy...only

Rear Admiral.....

Never heard anyone gripe about that
fee.....figured it was sure worth it

Full time practice..

Lots of people I'd still like to work on
Rap Brown....Stokeley Carmichael..
Gus Hall.

Butcher....baby...."Thirteen and one-half
pounds with the bones."

Old Navy man....."Music to Drill By"

Mistakes--Longfellow said, "Sometimes we
learn more from a man's errors than we
do from his virtues." (Here's to Dean
Martin's mistakes)

junkle mud (3)

Vietnam

Bob Muphey

chaw - write it down!

Luke warm -

Enthusiasm -

Chicken House - Chicken

Truck Driver

Marriage:

Yawn

"I aint moved!"

Salesman

Govt job?

Bud Goker

Enthusiam

You dog you!

Hanes, Fruit o' loom

Kiss mirror good bye

\$20 - 2 7's and a 6?

money

④ No perfect man

"Albert" (I'm)

High School

Laughing -

Slam
Book

Elizabeth

Pimples

Better?

Bald

~~Shucked~~ shucked corn

Best

Lean

Old looking

Mother:

Love people

Guitar

Fox

"HOW MANY TALKS DO YOU HAVE?"
 "FOUR." (ALWAYS LOOK UP TOWARD CEILING)
 "WHY DON'T YOU GET ONE SOMEONE WANTS
 TO HEAR?" -

BROCHURE

NORMAN VINCENT PEALE

"IS YOUR BUSINESS FALLING OFF?"

TURNING DOWN ABOUT 200 INVITATIONS A WK.

MAXINE AND I - HUG ON THE WEEKENDS.

ENJOY IT - ENTHUSIASTICALLY

600, 000 MEETINGS A YEAR

CHAIRPERSONS WANT SPEAKERS *ex ex*

SPEAKERS WANT INVITATIONS

FIVE TIMES - ALABAMA AUTO DEALERS

"DO YOU HAVE A SECOND TALK?"

"YOU HAVE MADE ME DIVULGE... YOU

NEVER GIVE YOUR BEST TALK FIRST."

* PEOPLE WANT TO GO BACK TO THE 'GOOD OLD DAYS'
 T.A.S.J. - BACK IN THE MISTY PAST...
 MOTHER - 34 - WIDOW - NO LIFE INSURANCE,
 NO MONEY, DAD DIED SIX DAYS BEFORE
 CHRISTMAS... NOT THE GOOD OLD DAYS,
ULCERATED STOMACH - CUT HIS STOMACH OUT

* SPOILED: THUMBSUCKER

BASICS:

CAUSE AND EFFECT
 SUPPLY AND DEMAND
 "...NORTHEAST."

* BENEFITS:

YOU ARE GOING TO SUCCEED ACCORDING TO THE
 WAY YOU BENEFIT OTHERS.

COMMENCEMENT EXERCISES - DENTAL SCHOOL
 IF YOU LOOK IN THE MOUTH...

* BIRD STORY

CONCLUSION:

YOU'VE BEEN GREAT.

I WON'T WISH YOU LUCK.

LUCK: *Never got past the Grand Jury*

BOB MURPHEY: "GOOD LUCK TO YA'."

LUCK IS A WORD USED TO EXPLAIN THE SUCCESS
OF PEOPLE YOU DON'T LIKE.

Bob - urinal

(START: 2-21-84)

Key words

"LIFE AS A DENTIST CAN BE FILLING"

EVERYONE THINKS THEIR BUSINESS IS THE MOST DIFFICULT, THE MOST TRYING.

conv. worse! focusing their problems.

TUNNEL VISION

A. W. O. L.

21,743 OTHERS

GUITAR - MOTHER - WESTERN BAND.

SPEAKER:

"IN FUN" - GREAT GROUP TODAY

AUSTIN - VENETIAN BLIND DEALERS

"GO GET 'EM, DOC!"

SCARED:

DANIEL AND THE LIONS

P. A. SYSTEMS:

HELL FULL OF P. A. SYSTEMS THAT DON'T WORK.

DISTRACTIONS:

CHEYENNE LADY

HEARING AID

TERMINOLOGY:

BILL BUCKLEY

"KIDNEYS?"

"PERIODONTICLASIA"

"DECIDUOUS"

"SPITTEROUT"

material: Repeat engagements Notes. Jokes vs stories

People react not to what they hear, but to what they understand.

People Forget etc
"Ambivalent"
"Stolid" - "Salacious"
"Propensity to vengery"

Sodom and Gomorrah
Epistles and Apostles
Deuteronomy
Story of Ruth

*Benben/Conn
VAR's (fine
Cousinants)*

(CONT)

GRAMMAR: "...COME OVER AFTER."
"...BOOK...READ TO..." RET. ENG. TEACHERS

HUMOR:

I. B. M. - BAND - CHURCH GROUPS.

"N-A-V-E-L"

"No, BUT HE WHISTLES 'EM."

"A jest's prosperity lies in the ear of him that hears it."
never in tapes clean & never in material
Favorite change of him that makes it act. ~~it~~, love's labor

MINISTER:

"...THUMP THE PLATE."

IGNORANCE OF THE BIBLE:

SODOM AND GOMORRAH

EPISTLES: WIVES OF THE APOSTLES.

"...DONE BEEN CALLED TO THE MINISTRY."

Jackie Gleason: "Drama is a cinch... comedy is tough"
as soon as you do a bit, the laughs have

BUSINESSMAN:

DEF. OF "BUSINESS" - ANCIENT ACTIVITY THAT USED TO BE RUN BY THE PEOPLE WHO OWNED IT.

BASICS - DEFICIT: WHAT YOU GOT WHEN YOU AIN'T GOT AS MUCH AS YOU USED TO HAVE WHEN YOU HAD NOTHING.

BALANCE OF PAYMENTS: IF YOUR INCOME DOES NOT EXCEED YOUR OUTGO, YOUR UPKEEP BECOMES YOUR DOWNFALL.

CREDIT - WASHING MACHINE - "WHO TOLD YOU ABOUT US?"

to come or you begin to bomb?
"Bomb"?
Doc
NSA

FARMER:

DEF. OF A FARM - A PIECE OF LAND WHERE IF YOU GET UP EARLY ENOUGH ON, AND WORK HARD ENOUGH ON, YOU CAN GET RICH ON--IF YOU STRIKE OIL ON.

SMOKING, DRINKING, CUSSING

H. Sneaker: Lights Seen and heard Lyndon (Lights went out)

"You've met my wife, haven't you?"
Paul said

Joe Griffith: Fed 85,000!
Coach: "Fem-bear" - boos "Lord... put Dye - Alumni Houston"

Life ins. 3.
portfolio
"dead"
"...die 1st?"

H. E. W.

RUSSIAN POTATO CROP

PHYSICIAN:

THREE COUSINS AND A BROTHER-IN-LAW

THREE OF THEM FAT AND ONE SMOKES.

M. DIETIES - THE GOD COMPLEX.

R. D.'s

DR. DUKE

DR. HOOK

FRUSTRATIONS:

"...MAJOR COMPLAINT?"

"WHEN DO YOU WANT ME BACK?"

TOO BUSY - MEDICARE IN DETAIL.

YOU'VE GOTTEN THE POINT BY NOW...IT COULD BE WORSE.

DENTIST:

"Keep with a knife."

HAPPY BEING A DENTIST, IN SPITE OF THE PATIENTS.

MORBID ATTITUDE.

COMEDY ACTS - HIDING BEHIND THE PALM.

"YOU DENTIST YOU!"

Attention: Not listening

"I JUST HATE DENTISTS."

"...eat a live mouse..."

"Ummmm"

"...got a will?"

"...QUIT BITCHING AND LET'S GET AT IT."

PITIFUL WORK

Riveter
Shack
treatments. *laugh-joke, sing*
"HE DOESN'T HAVE TO--HE'S A GOOD DENTIST."

CHINESE WATER TORTURE: DRIP AFTER DRIP.

CIGAR - CLEAN HIS TEETH.

"DO YOU STERILIZE YOUR INSTRUMENTS?"

TSP. OF DIRT ON YOUR GRAVE.

#1 IN SUICIDES.

KEEP MY S. OF HUMOR.

"UMMM."

"YOU GOT A WILL?"

HAIRY HARRY - "WHERE IS YOUR MOUTH?"

RUINED MY LOVE LIFE:

Barber: Trim it a bit around the hips.

POOL - FLOWERS GROWING IN THERE.

"LOVER LIPS JARVIS"

I PRESSED A KISS TO HER LIPS,
AND COULD NOT HELP BUT LINGER,
THEN, I RAN MY HAND THROUGH HER HAIR,
AND A COOTIE BIT MY FINGER.

GOSSIP

(TWH-M!)?

DOBERMAN

SCARED:

BILL COSBY: "...WALK ON MY BEHIND."

G. ALLIE TEAGUE: "...JUST SEEMS TO HELP ME."

CHILDREN:

mother's line.

"...GRIND ALL YOUR TEETH OUT."

"HOW ABOUT A NICE RUG?"

*G. Allie
"your work in
your kitchen,
is quickie,
is it you?"*

"HE'S SIX."

"SHE GOES TO ST. EDWARDS."

SECONAL SODIUM

RESENT US:

1955 DESOTO

"...ALL THE CHROME ON THIS SIDE."

DON'T WANT WHAT WE PRODUCE:

HUB CAPS - SOMETHING WHICH SHOWS.

DOG FOOD STORY (BILL GOVE)

SIX TEETH

ONE TOOTH

X-RAY (SPORTING PROPOSITION)

TROUBLE COLLECTING - CREDIT:

CHARITY WORK - UNINTENTIONALLY.

"DO NOT BE SURPRISED--WE AIN'T SENT NOTHING."

"...TELLING YOU WITH YOUR TEETH."

DENTURES:

Dear Abby - hiding teeth.

LOOSE LOWER DENTURE.

6 DISSATISFIED DENTURE PATIENTS.

BUMBLEBEE

*False teeth -
Teller.*

TOGETHERNESS

RIN TIN TIN (MARILYN MONROE--CLARK GABLE)

"SMOOTHMOUTH"

FISH HOOK

*Due to your
lenient credit
policy... New
Orleans.*

\$8.20

DOING SOMETHING I WOULD DO FREE IF I HAD TO, BUT DON'T GET THAT AROUND!

"IF YOU GIVE UP ONE OR THE OTHER...GIVE UP DENTISTRY."

"YOU'RE RENDERING A BETTER SERVICE BY MAKING PEOPLE LAUGH."

A HEALTH SERVICE -- YOU NEED TO LAUGH.

PROUD OF YOUR VOCATION.

MARTIN CAIDIN:

"THERE IS PRECIOUS LITTLE IN THE BUSINESS WORLD ONE CAN DO AND HONESTLY SAY HE OR SHE ENJOYS DOING IT. THOSE OF US IN THIS CATEGORY ARE EXTREMELY FORTUNATE AND THE LEVEL OF INCOME DOES NOT MEAN ~~THE SAME~~ *A THING.*"

OWN BOSS - GOOD INCOME - TALENT ~~NOT EASILY~~ TAKEN AWAY - SPIRITUAL REWARD BESIDES THE OTHER COMPENSATIONS.

ONE MAIN PROBLEM: TO INSURE AN ENVIRONMENT WHERE WE CAN DO OUR JOBS TO THEIR BEST BENEFIT.

Greatest country - even people who hate it live here.
"LIBERTY CAN BE LOST IN THE TWINKLING OF AN EYE AND NOT REALIZED FOR CENTURIES."

LONG, EXTENDED PERIOD OF TIME BY AN UN-THINKING PUBLIC NOT DEDICATED TO KEEPING ITSELF FREE.

ORANGE - ROTTEN - ON THE BOTTOM.

ONE HAIR LEFT.

STORY OF THE LARK.

GOD GRANT THAT YOU AND I NEVER SEE THE DAY IN THIS MOST BLESSED COUNTRY THAT ITS PEOPLE CANNOT SOAR AND SING.

GOODNIGHT (GOOD DAY)

APRIL 2, 1987
UNIVERSITY OF TEXAS DENTAL BRANCH - SENIORS

MIT SORRELS - CAMEL RUPTURED.

DELIGHTED.

UTDSSA - SAN ANTONIO.

ASSOCIATE DEAN FOR STUDENT AFFAIRS (PLENTY OF THOSE)

SHARE MISTAKES OF THE 12 YEARS OF PRACTICE.

COMMUNICATION:

L. D. Parkey

SPEAKER/LISTENER

SOME WOULD NOT LISTEN. *15 sec. attention span.*

THEY HAVE TOLD ME SINCE THEN THAT THEY WISH THEY HAD LISTENED.

CHAMBERS OF COMMERCE, ETC.

Ph C. Sensate's Flying Doctors

NO ONE INTRODUCED ME - DEAN.

HE DIDN'T HAVE MUCH COMMON SENSE - FIRED. *Jack Lyons*

LOT OF COMMON SENSE REALLY--HE HADN'T USED ANY.

"WHY DON'T YOU GO BACK TO RESEARCH WHERE YOU WERE HAPPY?"

*Dr. Ross
Dr. Harris
"white"*

FRUSTRATING:

"I DON'T."

accident reports (weather)

KNOW IT ALLS. ENCYCLOPEDIA FOR SALE.

ELEPHANT - SCULPTOR

CLASS IV

CUSP OF CARABELLA - FIRST MOLAR.

"... make enough to buy things which might kill them!"

(OVER)

Emerson & his bastards.

MAXINE:

FRUSTRATED - GOING TO MAKE THEM LISTEN.

STORIES:

CLEAN

JACK

SHORTSTOP/COACH

COMMENCEMENT EXERCISE:

THEY HAD NO IDEA HOW FRUSTRATED I WAS.

SITTING IN THE BACK OF THE ROOM READING
NEWSPAPERS.

12 YEARS OF PUBLIC SCHOOL, 4 YEARS OF COLLEGE, NOW IN DENTAL SCHOOL.

16 yrs public school

EVERYTHING THEY LEARN WILL HELP THEM

THEY WILL COMPLAIN LATER ABOUT THE
SCHOOL NOT TEACHING THEM ENOUGH.

YET, NOT LISTENING.

L. D. PANKEY:

HOW MANY KNOW OF DR. PANKEY, OF MIAMI?

ADVANCED DENTISTRY AND PHILOSOPHY OF
PRACTICE AND ADMINISTRATION, MANAGEMENT.

HINMAN CLINIC:

PANKEY RECEIVED THE SERVICE AWARD --
OUTSTANDING SERVICE TO THE DENTAL
PROFESSION.

HE AND BETTY - THERE AT HEAD TABLE.

WHAT HE TOLD ME:

"VERY ADMIRABLE GOAL, BUT YOU WILL
WASTE YOUR TIME TALKING TO PEOPLE SO
IMMATURE THAT THEY WILL NOT LISTEN...."

HAD I STAYED, WOULD HAVE MADE A REAL GOOD
ASSOCIATE DEAN OF STUDENT AFFAIRS.

HUMOROUS SPEAKER:

SEES THE FOIBLES OF THE AMERICAN PEOPLE,
TURN THEM AROUND, GIVE THEM A TWIST AND THEY
COME OUT FUNNY.

SOMETIMES THEY ARE NOT FUNNY.

THE BEST HUMOR IS PAINFUL.

IN ANY SITUATION PAINFUL IN NATURE THERE IS
AN ELEMENT WHEN VIEWED "IN FUN" ~~IS~~ HUMOROUS.

IN EVERY SITUATION WHICH IS HUMOROUS, THERE
IS AN ELEMENT, WHEN THE PERSON IS NOT "IN FUN"
WHICH ~~IS~~ PAINFUL.

"SAYING SOMETHING IS SO...." (OLD RABBI)

1. THE AMERICAN PEOPLE DO NOT TAKE CARE OF
THEMSELVES.

INSTANT CURE.

WANT IT NOW, FOR NOTHING, WITHOUT
PAYING FOR IT.

WANT A PILL TO TAKE CARE OF WHATEVER
THEY HAVE.

WANT THE GOVERNMENT TO DO IT FOR THEM.

ARE NOT ~~USUALLY~~ SELF-MOTIVATORS.

(NOT TALKING "DOWN" TO YOU; YOU HAVE SUFFERED
ENOUGH FROM THAT. THIS IS ADULT STUFF,
STUFF YOU WILL FACE VERY, VERY SOON, AND OF
WHICH YOU KNOW VERY LITTLE)

DENTAL SCHOOL AND MEDICAL SCHOOL:

HOW SELECTED.

GPA AND DAT, MCAT

BOOKISH, INTROVERTED

2. THE AMERICAN PEOPLE HAVE A LOT OF COMMON SENSE.

CAUSE THEY AIN'T USED ANY.

HUMOROUS:

SANTA GERTRUDIS BANQUET

PRIZED-BULL SPERM.

made me tired.

MARRIAGE - PICK THEIR MATE:

FAT/SHORT/FAT-SHORT/UGLY

"UGLY EARLY" QUIT LAUGHING.

BEAUTY IS SKIN DEEP.

ACROSS FROM YOU.

DEFECTS - MAXINE

REDD FOXX - "SING SOMPEN!"

HAIR:

HORMONES/BARBER/ITCHED

MOTHER: CROSS DUMPY, UGLY...

GRANDFATHER JARVIS

"PART IT IN THE MIDDLE"

12 HAIRS

"BUCK"

FACT:

YOU HAVE NOT BEEN TAUGHT TO MANAGE YOUR SELF, OR YOUR OFFICE, OR PERSONNEL.

YOU HAVE NOT HAD ENOUGH EDUCATION ABOUT THE "PEOPLE BUSINESS."

LABORATORY TEETH. "TO EVERY TOOTH,...."

God-look older

Mitt's course

Profession: (cont)

83 year old dentist

Yeah, you got a light

Drinking...well, you ain't about to start now.

Ely, Nevada.....250 miles to Salt Lake City to the nearest dentist.....

Gambling.....

Farmer....Blackjack

baby

First word was "Periodontiaclasia"....
"John, did you hear that? He's gonna be a foot doctor."

Radiation....let my dental ass't hold them....Poor Mrs. Fox....lost her ring finger.

Ran a survey once....haven't liked statistics since....found that 80% of my patients ~~left me~~ who left me went to other dentists.

Statistics....96% correct 4% of the time.

Dentistry is like religion--too many people practicing it and not good at it.

"Hopalong Cavity"...oriented.

Airline agent.....wouldnt have your job.

Medical men....medicare in detail...
sound as a dollar.....
Sthethoscope....

Keen with a knife.....

~~Selling~~... Four cavities...
Machines.
Dr. McFarland

Profession:

Farmer.....HEW.....smoking, drinking...
Russian potato crop.....

Businessman.....credit....Maxine....
washing machine....

Match? Lighter. How can I pick my
teeth with a lighter?

Jack Woods at Kiwanis.....suit...get
teeth fixed.

I am so proud of you I want to help you
and I am now working on a toothpaste that
will start cavities.

Texas Aggie Dentist ..undertaker hate you!
Texas Stories....

"Undertaker....convention..
Convention Motto....
"We'll Be Seeing You"

Put ^{money} mouth where your mouth is.

Bob Jones....like altered cat...now
only a consultant.

Everyone has problems.....Australian
who bought himself a new boomerang and
went crazy trying to throw the old one
away.

Fan dancer who's ticklish.

Happy dentist...move every four years.

Preacher seat: "My, your
equipment is heavenly."
Grant Canyon visit there.

HUMOR - TALKS (CONT)

"THIS WON'T HURT -- MUCH!"

RESPONSE TO THE INTRODUCTION: emcee

SOME ONE TO SHARE THE BLAME,

"WE"

"ROOTS"

"... real doctor

Dr. Cross "... real doctor

REMARKS TO THE AUDIENCE: better dogs

AGAIN

dog show

WHAT DATE? 1977.

100' Tower

Dr. Calhoun

STORY: "... 100 FT. TOWER."

GETTING INTO SUBJECT:

Better dogs.

IT IS NOT EASY TO GET ALONG WITH FOLKS. (THIS IS THE GENERAL THEME OF THE TALK: THAT IT IS NOT EASY TO GET ALONG WITH PEOPLE, THAT YOU HAVE TO HAVE A LOT OF SENSE TO DO THAT, THE FIVE YOU ALREADY HAVE AND LOTS MORE. THEN, I GO ON TO ILLUSTRATE EACH OF THESE. ONE ESTABLISHES HIS OR HER CREDENTIALS AT THIS POINT: WHAT BACKGROUND DO YOU HAVE THAT YOU ARE ABLE TO TALK ON THIS SUBJECT? WHAT IS YOUR PAST EXPERIENCE?)

(THE TALK FOLLOWS -- IN OUTLINE FORM, WITH THE KEY WORDS AND PHRASES HIGHLIGHTED.)

2nd time

Maxine's brother, G.R. House calls in a

volks wagon Dr. Cross Austin

HUMOR - General Remarks to the Audience - Key Words(cont)

Order of speakers:

How many?

Who?

"...work on his teeth!"

"Dr. Jarvis, are you any good?"

Hate to follow me -- and now here I am doing it.

Who did you have last year?

Way to tell effectiveness

Food:

Quality

Love to hear him eat!

Cafeteria - tray of dishes - music had started

"...they'd worm us."

Dr. Mc's story - "Nice change of scenery..."(city)

Audience: Size - Groucho - enemy's funeral - "Give the audience what they want..."

State or City: "Where men are men and the women know it."

Cigarette - rolling his own

Audience: Anatomy - how tired it gets

Hallelujah!

Place: Camelback Inn - Boca Raton

Bob Bale(Dillinger)

Bob Murphey(mattresses)

Speakers: Dr. Brinkley - goat(glands)

Travel: Flying - Bill Soyars - "...go to sleep."

Sports:

"...you were yellow."

4 years to one school

Bear Bryant stories

Leo Durocher

Again: 100 ft. dive

Remarks made last time(notes)

"...never give your best talk first."

Travel:

"Airport"

p. 37

Watch the folks -- they are the show!

Own airplane:

Compass and mirror

No license(have enough trouble not having a license)

"We" - Helen Van Gundy

"..wing falls off."

"You won't go to sleep."

Radar - behooves the situation for one of us to know where I am.

The way I fly I don't like to see where I am going(nap)

Burbank - toothpaste

Fire - "Bail out!"

Awards - not many of them - congratulations - ought to be done at business sessions-..

Texas Hospital Association - stood them up - asked for applause.

21st speaker - had 400 left out of 1600

Butte, Montana:

Exec. V.P.

7:43 to 7:47 -- real optimist.

It's never so bleak that it couldn't be bleaker,
After all, there could be another speaker,
But there ain't.

"Hallalujah!"

"I am a dentist, have studied anatomy, know the limitations of the body cavities, know that pain originates when an organ reaches its stretchability limits...go to restroom...won't bother me."

"I've already gone."

It's important...don't mean to be scatological.. it is strictly medical...and good common sense...

Nothing more difficult than laughing when you need to go to the bathroom...except trying to make folks laugh when they need to go...

Paul Harvey - Regency Hyatt House

Dear Abby - "...trying to help you. Trying to keep you from biting off more than you can chew."

Bob Murphey: telling NSA about typical speech to the chamber of commerce in a basement of the local Baptist Church..."them little old fat girls...led by a wonderful woman who had give up a Hollywood career to teach them wonderful children."

Delighted that the children are not here...love children...bird's nest...etc.

Shake hands over a phone(Tennyson Guyer)

Background:

Small town - revival - hands turn green
"Fastest legs in town"(six day bicycle race)

Whose check is good and whose husband isn't.

My age group:

Depression:

Guilty about not going through the Depression
(applause)...audience about thirty-five.

My age is _____.

40th reunion: Most Handsome Boy

Annual...picture...beside my face.

They started laughing.

"Anno Domini has laid a heavy
hand on this boy."

All that wavy hair is gone...and you see
him standing there in front of the fireplace,
the light of the fireplace silhouetting his
little, frail body...it's lumpy and looks like
an Idaho potato..with toothpicks stuck in it...
his little thin legs--.

Teeth in the bureau drawer...

Shoulders have fallen and now are somewhere
around his waist...

You will realize that this husband of
yours has changed...

We won't go into how you've changed...for I
love women and don't want to put them down...
they suffer enough just being married to their
husbands...

"Is this man your husband?"

Enth. stories:

Bumper stickers

Wholesale grocers

Truck - "...back up fifty feet for a redhead."

Minister:

"...fired, with enth."

Jonah - spewed him out(the whale)("big fish")

Golfing and fishing

"...called to the ministry."

"Stand Up, STand UP for Jesus"

"Standing on the Promises"

Marriage:

Def. of a happy marriage

"Of course I love you--I'm your husband--that's
my job."

Smuggler's Inn

One yellow rose

Sales: Bud Gober - Hanes

- George Blum(Bloom) "Mr. Hanes,
I've got more cotton in my ass than
Macy's has in its basement."

YOUR WIFE, YOUR DOG, ETC.

PEOPLE TOO SENSITIVE:

"HE...SHE...GOD..."

mail man

ORSON BEAN: "...PORTUGUESE-PERSON-OF-WAR."

PAT AND MIKE, CHIN AND CHAN, ABIE AND IKIE,
RASTUS AND MANDY, FRITO BANDITO, SPEECY
SPICY MEAT BALLS...

FOOTBALL HUDDLE - LADY IN SAN MARCOS

BAPTISTS:

9 TO 1 IN TEXAS

BAPTISTS AND THE JOHNSON GRASS.

BAPTISTS AND THE LADIES

METHODISTS:

AUNT - POOR CHRISTIAN

CHURCH OF CHRIST - MY GROUP SWINGS!

KENNEDYS - CULT

PRESBYTERIANS - WEIRD GROUP

PRE-DESTINED - KNOW WHERE IN THE HELL
THEY'RE GOING.

EPISCOPALIANS - WHAT SAY BAD? WHY HE JOINED.

CATHOLICS:

HOW MANY? SOME NOT TOO PROUD.

STRICT RELIGION - PRIESTS - 630 OF THEM!
"LORDY MASSY" - LA GUARDIA A/P - POPE
"...POPE'S GOT IT." (ARTHRITIS)

DID YOU LAUGH WHEN I MENTIONED YOUR RELIGION?

95% OF THE HUMOR IS BASED UPON LAUGHING AT
THE OTHER PERSON....(OVER)

else

Put in

s. of h.
folk.

use
only

Mrs. Harris
Husband
smoking
Dr. Harris

HATCHET-FACED OLD BIDDY,

(4)

WHAT'S WRONG?

WE ARE SPOILED!

Good ol' Days

TOLD THE SAME LIE OVER AND OVER:

CAN'T BE HAPPY, CAN'T BE SUCCESSFUL...

"...GOOD OLD DAYS..."

then Deuteronomy

* 4 YR. OLD.

WHEN WERE THOSE?

* KLEENEX

* PREPARATION H.

"...IRENE IF SHE'D LIKE TO GO."

* PILGRIM FATHERS - MOTHERS

1/3 OF THEM DIED.

I turn right

PEOPLE DON'T THINK:

COMMON SENSE...GOD WAITING FOR US TO USE IT.

"PEOPLE HAVE A LOT OF C.S. -- 'CAUSE THEY THEY AIN'T USED ANY!"

DRINK, DRIVE -- RIGHT-OF-WAY

* MARRY RIGHT - ONE EXAMPLE: BIG MAN/LITTLE WOMAN.

- "BEAVER" ETC.

* FAT/SHORT/ -- "...CREATED EQUAL."

"MOTHER, DO YOU THINK I WANTED TO LOOK LIKE THIS?"

"GOOD OLD DAYS"

* DEUTERONOMY

HUMOR - Getting into the subject.

Flaherty's hogs

A.W.O.L.

Squirrel hunter

Saying something is so

"So, it's not like a river."

Earl

Not going to talk about...

Race - "Your generation's gotta die."

Four bears

Do you know what hell is?

37th - 1156 - first $\frac{1}{2}$

Pueblo - Alan - reunion

Vietnam(Induction Center)

write it down

James and John - Peter - "Dadgum them nets!"

"Rub, don't blot" - 1040 Form

After supper - Dr. Mc - "...up here for?"

"Give me liberty or give me death..."

2 microbes - switch - right out on the ground.

Could be worse - Governor

"Have you heard our Governor?"

Example: "No written word..."

Dear Abby

hiding my teeth

"Little Things"

What I said last time

Six motsa balls

(over)

Talk about anything I wish:

Political joke contest

"Where is Labanovich?"

KNow what hell is? Come in and hear our preacher.

Prognosis of osseous implants in the ascending border
of the ramus of the mandible.

Invocation - Rat story -- "...till the good Lord
sent him home."

DIDN'T SASS THEIR MOMMIES MUCH - ABOUT ONE TIME DID IT.

DENTAL OFFICE:

(5)

PIG AND A BOY.

CHILDREN DEMAND DISCIPLINE...POLICE.

BALLOON - "BLOW IT UP!"

BIRD NEST - "WE DON'T LIKE KIDS!"

WE ARE SPOILED -- TO DEATH!

ALL OF US - YOUTH, CHILDREN, ADULTS --

A/L - 550 MPH

* PILGRIM FATHERS - INDOOR PLUMBING, ETC.

* PAM - DRIVE!

* INDOOR PLUMBING - WE COOK OUTSIDE!

YOUTH:

WHEN ARE THEY GOING TO BE HAPPY?

SEND A BOY TO HIS ROOM:

HAS IT BETTER 'N YOU HAD IT ON YOUR HONEYMOON.

* JAGUAR STORY (APPLAUSE)

Red light

DADDY TO BUY ME ANYMORE TIRES.

"...WHAT YOU AIN'T GOT." - RETIRED ENG. TEACH'S

SCARLET FEVER, ETC.

GO BACK TO MY GENERATION?

53 - LOOK OLDER...

5/11

"...AND HE QUIT LAUGHING."

MARGE LAWLER.

GOT IT PRETTY GOOD.

TURN THE THERMOSTATS DOWN TO 65 - WE GRIPE.

THE PILGRIMS WISHED THEY HAD HAD ONE!

* I HAVE BEEN REPLACED BY A HEATING PAD.

CALOMEL AND CASTOR OIL.

WOMEN:

* DON'T GET SO SENSITIVE THAT WE CAN'T LAUGH AT OURSELVES... CAN'T WE LAUGH AT YOU - I LAUGH AT ME, DON'T I?

* WOMAN LIBBER (JACKSON LAKE LODGE)

ANTI-MEN
VERITABLE DIATRIBE AGAINST MEN.
"MS"

EQUALITY - WHEN IS THAT?

WOMEN DYING SEVEN YEARS AFTER HUSBANDS.

INSANE ASYLUMS

MORE COMMON SENSE? ZIP UP THE BACK.

1 IN 4 - CANCER

1 TO 4 - HEART ATTACKS

STRESS DISEASES

WHO AM I TO STAND IN THE WAY OF
YOUR HAPPINESS?

YOU WON'T HAVE PROSTATE, BUT I HOPE
YOU'LL BE HAPPY WITHOUT IT.

* 87%, ETC. 24% ON WOMEN! LINCOLN'S B. DAY.

* SUPERIOR - MAXINE - SLAVE - OPEN DOORS.

* REINCARNATION - MAXINE - CANARY

* ELEVATOR - 6 WOMEN - LITTLE, THIN BIDDY
ELBOWS - COLD UMBRELLA.

* HARRY WEBSTER.

MEN:

PRO FOOTBALL - HOWARD COSELL.

* "...BETTER 'N BASKETBALL."

"Tiger, Don't you ever die!"

ENTHUSIASM:

HAVE TO TELL YOU THIS: "HAVE A LITTLE HAPPINESS IN YOUR LIFE."

RIDING BRANIFF.

"..GOD WITHIN."

LOOK FOR SOMETHING CHEERFUL IN LIFE.

BUMPERSTICKERS:

"I'm out of estrogen & I've got a gun!"

* **"BUMPERSTICKER"**

...THAT KIND OF SENSE OF HUMOR...

* **"THIS TRUCK...BLONDES, BRUNETTES...BACK UP ...FOR REDHEAD."**

* **LA. WHOLESALE GROCERS** - "SACK IT TO EM"

* **MINISTERS** - **JONAH** - **LUKEWARM**

- **GOLFING** AND **FISHING**

* **CONGREGATION** - "...MAKE YOU A **CHICKEN.**"

MARRIAGE:

HAVE A HAPPY MARRIAGE.

DO YOU KNOW WHAT ONE IS?

* **DEF.** - TWO PEOPLE FALLING IN LOVE ALL OVER AGAIN EVERY DAY WITH THE SAME TWO PEOPLE.

(OVER)

(8)

* "OF COURSE, I LOVE YOU, I'M YOUR HUSBAND,
THAT'S MY JOB."

* IF THEY TOUCH, THEY BREAK OUT IN A RASH!

* ONE YELLOW ROSE.

* "MA, I AIN'T MOVED." (CREDITED DR. MC)

IF I HAVE TALKED TOO LONG, IT'S BEEN YOUR FAULT.

* THE THREE WAYS TO BE HAPPY:

FOR THE BENEFIT OF ALL YOU WRITING THIS
DOWN, THIS IS #1.

NO ONE WRITING IT DOWN - DISCOURAGING.

WRITE THIS DOWN, SIR -- SEND THEM ALL
A COPY.

#1 -- BE COMPLETELY IGNORANT.

-- BEER, BELCH, AND GO TO BED!

-- THEY DON'T KNOW ANYTHING.

-- "IGNORANCE IS BLISS."

-- "BAD NEWS IS GOOD NEWS AND GOOD NEWS
IS BAD NEWS..."

-- ...THEY WILL CREATE SOME.

-- ISN'T IT STRANGE: JUST ENOUGH NEWS
HAPPENS EVERY DAY TO FILL THE
NEWSPAPERS.

-- DOES THE NEWS MAKE YOU FEEL BETTER?

MEAL - 6 O'CLOCK NEWS.

COLON CLAMPS DOWN!

- WORRY ABOUT WEATHER THE WORLD OVER.
- FARMERS - NOAH'S DAY...

-- "TORNADO!"

-- IGNORANT DOES NOT MEAN STUPID, IT MEANS "UNINFORMED"

HOPE TO BE IGNORANT THE REST OF MY LIFE.

#2 -- HAVE ONLY ONE SET OF FACTS.

- DON'T LISTEN TO ANYBODY ELSE!
- READ THE BAPTIST STANDARD.

METHODIST DOCTRINE

CATHOLICS LUCKY -- DON'T HAVE TO READ -- PRIESTS WILL KEEP ON TELLING YOU WHAT TO THINK.

-- VOTE THE WAY YOUR DADDY DID.

SOUTH: "...LET HIM TWIRL!"

#3 -- CONDITION YOURSELF TO THE NEWS.

-- TOBE SCRUTCHINS

EDUCATED MAN WITH NO SCHOOLING

EDUCATION IS WHAT YOU HAVE LEFT WHEN YOU REMOVE YOUR SCHOOLING.

MENTALLY BANKRUPT, MORALLY BANKRUPT

-- "IT AIN'T ALL BAD -- JUST WHAT YOU'RE READING'S BAD, JUST WHAT YOU'RE HEARING'S BAD -- BUT IT AIN'T ALL BAD..."

SOMEWHERE THERE IS A MARRIAGE THAT'S GOING TO LAST IN SPITE OF DIVERSITY. (OVER)

(10)

LATE NIGHT CELEBRITIES, RUNNING DOWN
THE INSTITUTION OF MARRIAGE...

RIGHT DOWN THERE IN SAN MARCOS, TX
ONE IS GOING TO LAST--

MAXINE AND CHARLES JARVIS ARE
GONNA FIGHT IT OUT TO THE BITTER END.

IN SPITE OF THE FACT THAT WE WERE NOT
MEANT TO LIVE TOGETHER, WE ARE GOING
TO MAKE IT!

31 YRS JAN. 26TH.

"GROW OLD WITH ME..."

"...AGE SPOTS...IRREGULARITY..."

GLAD YOU INVITED ME ON A WEEKDAY...

TURN DOWN LOTS OF ENGAGEMENTS FOR I
DON'T SPEAK ON THE WEEKENDS.

Roman
* MAXINE AND I HUG ON THE WEEKENDS -- THAT'S
ABOUT IT -- BUT WE ENJOY IT -- AND DO IT
ENTHUSIASTICALLY (APPLAUSE)

THE LORD PUT US HERE TO LIVE ENTHUSIASTICALLY.

YOU HAVE YOUR RELIGION AND I'VE GOT MINE,
BUT I HAVE GOT THE PODIUM --

CREATED US IN HIS IMAGE.

"ABUNDANTLY"

BOB MURPHEY: "GOOD LUCK TO YA'"

Pride in my ~~perffex~~ profession:

Proud of my profession...and all my colleagues...
119,000 of them....doing such a fine g job...
that they don't have to speak for a living.

And what a job!

Artistically functional, cosmetically
beautiful, accurate within ten-one thousand
ths of an inchand all the time
working on a moving target!

21,741 other occupations.....and I'm in this one

You know why? My father pushed me into it!
He hated me!

Dr. Duke

Dr. Hook

"Keen with a knife."

Dr. Cross.....teache~~r~~s....

The Dental Profession:

The "Chosen" Profession
It Does Have Its Problems and Frustrations
So Do Other Professions

It Has Advantages:

Own Boss

Good Hours

Adequate Income--"adequate"

Service--heart of any profession

Spiritual Reward

Count your blessings
 "...meet some better dogs."

- 0740 - Hair: trim it a little around the hips.
 Couldn't tell where he started.
 Hairy Harry - where is your mouth?
- 0761 - Bumblebee (good reaction/applause)
- 0822 - "He sent me to you." (laugh at self)
 Starving children of Bangladesh
 Some idiot has stolen some of your stationery.
- 0854 - laugh and then tackle the problems.
- 0853 - Sensitive/be able to laugh/no time in history
 harder to be a h. speaker/waiting to be offend-
 ed/He-She-God/football huddle/your grandson,
 your dog/Baptist: Johnson grass/mean/vindictive
 vote you in or out/go to Heaven/present your
 card/tube - Methodist: poor Christian - C. of
 Christ/swings/drink milk out of churn - Kennedy
 /happened just that way/credibility gap -
 Catholics/630 of them/breeze my way/"Lawdy
 massy! What a majority!" Seen the Pope/carried
 him/beat us 10 minutes/whip/arthritis.

GENERAL REMARKS TO THE AUDIENCE:

"Saying something is so does not mean it is so -- it means you said it is so."

Introducer - just trying to do a good job.

He doesn't know if that stuff is true or not.

He said it 'cause that is what my office sent him. He hopes I am halfway good.

At least he didn't put a disclaimer on me. "I've been asked to introduce the speaker, and I don't know him. Whether he is good or not, I honestly don't know...and if he is not, don't blame me."

Now, he knows that I am going to leave, and if I am not any good, you will blame him, and the Program Chairperson, and anyone else who has to share the blame.

Now, if I am good, tomorrow they will be cock-of-the-walk, they will go to the coffee shop early even, anxious to accept the plaudits and share in the glory. "Yeah, when it came to the speaker, I suggested Jarvis right away."

But, if I fail, he is going to get sick fast, and spend a lot of time in his room. He doesn't want to hear all that stuff, "Where did you get that turkey?!" "Man, I going to tell you straight out, Brother--you stink up the place with another speaker like that one last night and you gonna kil this meeting fast, here me, Turkey?"

Couple of times:

"...so I am gonna tell a few jokes, just so the evening won't be wasted."

"Dr. Jarvis, I didn't know you, and nearly told them so, then wanted to tell a couple of jokes, in case you weren't any good."

"MOTHER'S HOME COOKING"

"Clean Rest Rooms"

(over)

Lots of bumperstickers announcing the sexual prowess of the driver...or his group: "Cowboys stay on longer." ".....does it better?" What better? I can't say stuff like that. I can, but I won't be speaking long.

Double entendre...they can tell you that you have a dirty mind, it doesn't mean that at all, right?

I like Bumperstickers and some of them serve a worthwhile purpose saying things that the rest of us are hesitant to say.

"I love New York." (Heart shape represents the word 'love.')

Answering bumpersticker: "If you love New York, go home."

Conditioned to honk: By that first sticker, "If you love Jesus, honk."

You are at a red light, and see that bumpersticker on the car ahead of you, you honk. That ugly, hairy nerd sticks his head out, madder'n hell, and shouts, "The light's still red, Mother!"

The old Rabbi - dying: "Life is like a river."

Teller Co
S.B. & T.
"overcharges"

WE HAS MET THE ENEMY AND THEY IS US."
- POGO.

"...2ND STEP IN PROBLEM-SOLVING?"

GENE MILLIKEN: SAN MARCOS

"...DON'T EVEN KNOW HOW TO STERILIZE MY INSTRUMENTS!"

PEOPLE BUSINESS:

"ONE AND ONE-HALF"

SAN MARCOS:

"YOU AND I WILL TAKE THE CREAM AND THEY CAN HAVE THE CRUD."

Dentist:
Dian't call on
one for advice.
Teller told me
his
feelings.

NOW, WORSE, DUE TO SHORTAGE OF PATIENTS AND ADVERTISING.

NOW, SEEING PEER REVIEW BOARDS, COMING DOWN HARD...

what if
I

SEEM TO SINGLE OUT RURAL PHYSICIANS.

ARTICLES IN PAPERS; ON THE TALK SHOWS.

PEOPLE BUSINESS:

BIG CORPORATIONS - IBM - DUPONT, OTHERS.

TREAT THEM BETTER, SERVE THEM BETTER.

"SERVICE STATION"

TRYING DESPERATELY TO GET THEIR EMPLOYEES TO TREAT PEOPLE RESPECTFULLY, TO GIVE THEM SERVICE, TO MAKE THEM FEEL IMPORTANT.

"I WANT TO BE IMPORTANT"

OLD, OLD FACTS:

SLIDES - THREE - USC - TY BOYD

H. L. HUNT

EARL NIGHTINGALE

ARISTOTLE - 300 YRS BEFORE CHRIST.(BC)

THINKING - ARISTOTLE, A THINKING MAN.

FUNCTION OF A KNIFE IS TO CUT.

FUNCTION OF A MAN(GENERIC) IS TO THINK.

MOST PEOPLE DO NOT THINK--THEY THINK THEY THINK.

PEOPLE DO NOT LIKE TO THINK--THINKING CAN
BE PAINFUL.

IF YOU MAKE PEOPLE THINK, YOU HAD BETTER BE
CAREFUL. THEY, THE PEOPLE, HAVE KILLED
AND MAIMED PEOPLE WHO HAVE MADE THEM THINK.

SOCRATES, BRUNO, TYNDALE, JESUS,
PETER, PAUL, ALL THE APOSTLES.

APOSTLES/EPISTLES

I AM NOT READY TO GO!

List. PEOPLE DO NOT THINK IN GROUPS. THEY TALK IN
GROUPS, THEY EXCHANGE INFORMATION, THEY MAKE
COMPROMISES, THEY DO NOT THINK, THEY DO NOT
CREATE.

A COMMITTEE DOES NOT FUNCTION WELL.

WHY DID YOU PICK DR. BOYNE?

KETTERING - LINDBERG'S FLIGHT

"GOD SO LOVED THE WORLD HE DID NOT
SEND A COMMITTEE."

"DIDN'T WE GET A LOT DONE?"

"HOW FEW THINK--AND OF THE THINKING FEW,
HOW FEW THINK WHO THINK THEY DO?"

HERE'S THE "SKINNY," FOLKS:

WHAT I HAVE BEEN TELLING YOU, RIGHT NOW,
YOU MAY NOT COMPREHEND, BUT LATER, YOU WILL.

IF YOU START NOW, YOU WILL BE AHEAD OF THE
REST, THE GROUP.

IF YOU MAKE PEOPLE THINK, -- AND YOU MUST, IF
YOU ARE TO BE SUCCESSFUL AS I WANT YOU TO BE--
YOU MUST MAKE THEM THINK--WITHOUT MAKING THEM
MAD.

CAVETT/ROBERT:

1. PEOPLE LOVE TO BUY, BUT THEY HATE TO BE SOLD.
2. IF YOU ARE TO SELL SOMEONE SOMETHING, FIRST,
YOU MUST SELL YOURSELF.
3. PEOPLE ARE PERSUADED, NOT BY WHAT YOU SAY,
BUT BY WHAT THEY UNDERSTAND.
4. PEOPLE ARE INTERESTED IN HOW YOUR SERVICE
BENEFITS THEM--NOT YOU.
5. WANTS, NOT NEEDS, CAUSE PEOPLE TO ACT.
6. EMOTION OPENS THE DOOR, BUT LOGIC LOCKS
IT TIGHTLY.

1. PUSHY CLERKS.

BAD CARS - A LEMON - SET IT AFIRE.

REMEMBER, WILL NOT BLAME THEMSELVES.

CARL WILSON

2. GREATEST MOTIVATOR - TRUST.

NO ONE YET HAS DEVISED A METHOD TO GET A
SECOND CHANCE AT A FIRST IMPRESSION.

SNAPSHOT/MOTION PICTURE.

3.

A REPUTATION:

8.

EASY TO GAIN, EASY TO KEEP, EASY TO LOSE--NEARLY IMPOSSIBLE TO REGAIN.

JIM BAKKER, EVANGELIST.

4. OBLIGATION OF THE DENTIST.

"...FOR THE PATIENT, NOT THE DENTIST."

"...PURSUIT OF HAPPINESS."

HAPPINESS IS IN THE PURSUIT.

BIRD

YOU MUST BENEFIT THE PEOPLE, NOT YOU.

STORY

YOU WILL GREATLY BENEFIT YOURSELF, BY BENEFITTING OTHERS.

FIND A NEED AND FILL IT.

"LIFE AS A DENTIST CAN BE FILLING"

OLD CLICHES? TRUER TODAY THAN EVER.

... up, growed, married.

3. KIDNEYS, PERIODONICLASIA

"SPITTEROUT!"

"PLAQUE"

BILL BUCKLEY - "INEFFIBLE" "IRASCIBLE"

YOU HAVE TO PICTURE THE BENEFITS IN THEIR MINDS...WITH WORDS...PAINT A WORD PICTURE.

5. PEOPLE DO NOT THINK--THEY FEEL.

THEY EMOTE. MARRIAGE.

"I DESERVE IT." (COSTLY PERFUMES, ETC.)

HEROES: SPORTS FIGURES, ACTORS, ETC.

6. GIVE THEM THE LOGIC TO TAKE HOME WITH THEM.

"HELL, YOU COULD HAVE HAD YOUR HOUSE PAINTED FOR THAT!"

COVER THEMSELVES WITH DIAMONDS.

EVEN THE FAT ONES.

ONE IN HER NOSE.

I LOVE PEOPLE.

NOT TOO HARD ON THEM.

WANT THEM TO THINK...TO HELP THEMSELVES.

FAT PEOPLE:

EAT HALVES...NO DIET WORKS, FOR IF IT DID, WE'D ONLY HAVE ONE.

MIRROR - SACK OVER HEAD, ETC.

BUDDHA - MAXINE - DEFECTS - BETTER WIFE.

TEETH:

"I HATE DENTISTS!"

"YOU DENTIST, YOU!"

CRUMMY ORAL CONDITIONS:

"I AM VERY PARTICULAR ABOUT MY MOUTH."

COOTIE

A CONDITION WHICH GUARANTEES SHE WILL HAVE TO GO TO THE DENTIST, SOME DENTIST.

FOUR CAVITIES.

6 TEETH, 1 TOOTH, X-RAY(SPORTING PROP)

I USED HUMOR IN MY OFFICE, TO HELP ME HELP THEM TO KNOW THEY MUST HELP THEMSELVES.

IT WORKED...FOR ME.

18.

FOR YOU? I DON'T KNOW.

STUDENT AT UTDSSA - "...WORKS FOR YOU..."

DENTURES:

PANACEA - "...ALL MY TEETH TOOK OUT,"

SMOOTHMOUTH

TOGETHERNESS

FISH HOOK

BASICS OF SUCCESS:

YOU WILL BE COMPENSATED IN DIRECT RATIO
TO YOUR ABILITY TO PERSUADE PEOPLE TO YOUR
WAY OF THINKING.

YOU MUST THINK FOR THEM.

THEY DO NOT THINK--MUCH.

DR. SWENSON - 400 STOMACH BYPASSES.

LAST RESORT - NEEDED? TWO.

"THINK AND GROW RICH" - NAPOLEON HILL.

"THINK - AND GROW RICH"

YOU ARE GOING TO HAVE TO LEARN A GREAT DEAL
ABOUT PEOPLE.

DR. BROOKS GOLDSMITH - HUMAN RESOURCES CONG.

SELF-MOTIVATORS?

OVER 50% OF THE PEOPLE WHO SUFFER FROM ARTERIO
SCLEROSIS--THEIR FIRST SYMPTOM IS VIOLENT DEATH.

EKG - IF YOU DON'T MOVE.

STRESS EKG

"I GET MY EXERCISE BY ACTING AS PALLBEARERS FOR MY FRIENDS WHO EXERCISE."

"HE SHOULD--HELL, HE'S BEEN JOGGING FOR YEARS"

YOU MUST TAKE CARE OF YOURSELVES...SO YOU CAN FUNCTION.

YOU INHERITED...GENETICS MAY HAVE PLAYED AN AWFUL TRICK ON YOU.

YOU OWE IT TO YOURSELVES TO BE THE BEST YOU CAN BE.

WELL, NOT ENOUGH TIME.

BASICS:

YOU WILL BE COMPENSATED IN LIFE IN ACCORDANCE:

1. WHAT YOU DO.
2. THE ABILITY WITH WHICH YOU DO IT.
3. THE DIFFICULTY OF REPLACING YOU.

HOW I BECAME A SPEAKER:

I DID IT ONCE, AND SOMEONE WANTED ME TO DO IT AGAIN. *whatever you do...*

I STUDIED, GOT UP AT 3 TO 4 O'CLOCK EVERY MORNING FOR FIVE YEARS...

POSTAL WORKER: "...TEACH ME TO DO IT."

DENTIST, SAN ANTONIO: "...GOT 4TH PLACE..."

21,743 OTHERS

YOU CHOSE THIS ONE.

Earl - "They" buy anything. (Dentists)

HUMAN RESOURCES CONGRESS - CHICAGO, 1972.

DR. WILLIAM GLASSER - HIS BOOKS.

Dental Student

"YOU MUST LOVE...AND BE LOVED."

"YOU MUST DO SOMETHING WORTHWHILE...NOT ONLY TO YOURSELF, BUT TO SOMEONE ELSE."

HIT ME RIGHT BETWEEN THE EYES - MADE ME THIN!

WE ARE LOVED, BUT STILL THEY TELL US THEY HATE TO COME SEE US.

BUILD YOURSELF A CLASS CLIENTELE

YELLOW TEETH - BROWN TIE.

WORTHWHILE, BUT YOU MUST BE ABLE TO PERSUADE THEM THAT IT IS...

PEOPLE COURSES...SEMINARS...

COMMUNICATION, MOTIVATION

BOOKS, BOOKLIST.

TAPES - EASIEST WAY TO LEARN.

BEEN A PLEASURE.

IF ONLY ONE HAS LEARNED A LITTLE BIT...

INTROSPECT:

"DARE TO TAKE THE TIME TO BE ALONE,
SALUTE THYSELF--SEE WHAT THY SOUL DOTH WEAR,
DARE TO LOOK INTO THINE OWN CHEST,
AND TUMBLE UP AND DOWN WHAT THOU FINDEST
THERE."

"LITTLE THINGS" - "THE REASON PEOPLE PASS ONE DOOR..."

MARTIN CAIDIN: "THERE IS PRECIOUS LITTLE IN THE BUSINESS WORLD..."

DOING SOMETHING I WOULD DO FREE, IF I HAD TO.

LUCK: BOB MURPHEY - ESAR'S COMIC DICTIONARY.

"THIS WON'T HURT--MUCH!"

* "JUST BE YOURSELF."

*used 2/10/83
Amer. Dehydrator.*

* MOTHER - SERVICE STATION - 1932 - BIRDS!
SODA SKEET - FULLER BRUSH - HOW GOT STARTED.

DR. MCFARLAND: "...GET ALONG WITH."

eminent speaker.

"...ARE OF," "...AFTER SUPPER,"

* "...OUT OF UP HERE FOR?"

sentence

& a prepositional

ANY CATEGORY: HUSBAND, WIFE, CHILDREN

"...have to marry"

* HUSBAND: SAD-EYED WOMAN -- NO PERFECT MAN--GROUCH

* WIFE: LIVING IN SIN -- WEDDING BAND

* CHILDREN: "...I'M ALBERT."

* LOOK AT THIS! DEFECTS - DEMPSEY - HEELS - HAIR
FOUNDATION GARMENTS - COSMETICS.

SPACE AGE: "...FARTHER MAN GETS OUT INTO SPACE..."

"... TECHNOLOGICAL AND SCIENTIFIC ADVANCES..."

COMMON SENSE: FIVE YOU'VE GOT AND TWO MORE.

SENSE OF HUMOR: GRANT ME A S. OF H., LORD
SHARE A JOKE; PROBLEMS SHARED ARE HALVED...

* SENSE OF FRIENDLINESS: "THE FRIENDLY BANK"
"...NEVER MET A MAN I DIDN'T LIKE."

SENSE OF FAIRNESS: GOLDREN RULE -- HANS SELYE

"...EARN YOUR NEIGHBORS' LOVE."

"NEVER DO TO ANOTHER PERSON WHAT YOU WOULD HATE
DONE UNTO YOURSELF."

* SENSE OF EMPATHY: PROJECT YOUR PERSONALITY INTO
THAT OF ANOTHER -- "EASY" DENTIST -- ANESTHETIC
LIGHT FIXTURE - KIDNEY STONES.

* SENSE OF KINDNESS: "CAST THY BREAD UPON THE WATERS"
"...PREACHING TO ME." "AS YE SOW..." "...EGGS."

* SENSE OF HUMILITY: EGOTIST (DOLT) -- BRAGGART WHO
CAN PRODUCE -- "HI, JIM."

(OVER)

* RALPH NADER - "...SAFE ONE, HUH?"

SENSE OF HUMILITY: IKE'S GRIN - \$81 G.I. CASKET.
GENERAL ROMULO - "...BAMBOO..."

* SENSE OF CONGENIALITY: WHINERS - X-RAYS - FEMALE
HYPOCHONDRIAC - MALE - SHOULDN'T FEAR HELL...

* SENSE OF TOLERANCE: OMNIPOTENT - ALL PERFECT
EYEBROWS - SHIRT COLLARS - MUMBLY LIPS

NEW GIRDLE? SUIT - PIMPLES - HAIR - CUT ALL 12!

REPEAT THE SUB-TOPICS.

SENSE OF PURPOSE:

MAKE EVERYONE YOU MEET FEEL BETTER FOR HAVING
BEEN AROUND YOU A LITTLE WHILE.

* GOSSIP (WORK AT IT)

MINISTER -- LAREDO: "WHAT ON EARTH...?"

TOMORROW:

THERE'S SOMETHING ABOUT THAT FELLOW...

HE WILL FORGIVE ME MY FAULTS...

TWO WISHES FOR YOU:

1. MAY THE GOOD LORD BLESS AND KEEP YOU--
2. MAY YOUR HOUSE, YOUR BUSINESS, AND YOUR
HEART ALWAYS BE TOO SMALL FOR ALL YOUR FRIENDS

HUMOR - General Remarks to the Audience - Key words.

Work on their teeth!

Political jokes - get elected

Political season - political stories

Topical remarks - inside jokes

talk

37th - 1156 - first $\frac{1}{2}$

Pueblo

Vietnam(Induction Center)

3 critical letters

Billy Sol Estes witness

Humorist - def.

"Rub, don't blot" - 1040 Form

James and John - Peter - "Dadgum them nets!"

"It's never so bleak..."

"Anyone not introduced?"

"Anyone here who has not received an award?"

Comments on election of officers.

Mode of travel: Flying

Burbank - toothpaste

Compass and mirror

"Airport"

Airtrans

Burro and prospector

"In fun"

(over)

P. A. system:

Screw loose

Hell full of

N.E.A. - T.E.A. (Teachers)

Travel: Airline captain - Bismarck

Audiences:

Seating - back - best seat in house

Attitude:

San Angelo - "...stealing us blind."

Austin - Venetian Blinds Drapes

Las Vegas

Hazards:

"Fire!"

Woman fell dead (Roy Hatten)

Cheyenne lady

Head table left me - Slayton

Travel: Private airplane - "...checking it."

Drunk - elevator Chicago - aint got
no commercial

Invocation: Rat story

WWI veterans (laugh bag)

Sermon/invocation

Benediction - "...live better, electrically."

How mad Madilyn Murray O'Hair would have been!!

(casket - no place to go)

Small town - "...whose husband isn't."

Pamela - hair cuts - crickets - mercury lights

"Fastest legs in town" - Sally Rand's Nude Review

This talk has a general theme: human relations, interpersonal relations. This goes in conjunction with my goal: to have a central theme for each of my talks, and after the introductory remarks, the talk should be about this one theme, the stories illustrating and highlighting the subtopics of that theme.

The subtopics concern the theme, the sense one must have to get along with his or her fellowman and woman. Of course, there are a lot of other 'senses' one must have, but this is enough to illustrate the theme.

The talk has some other features which will benefit the student of speech, if they study the talk:

1. Defect humor - my defects and Maxine's:

- a. The way I cite my defects, then throw in the trainwreck--"...cuddly, lovable."
- b. The manner in which I list the truth of the women covering up their defects.
- c. When I say, "...this is the Lord's handiwork." I am being truthful. I can do nothing about the defects except make fun of them. But I truthfully did not want to look as I do; I wanted to be 6'-2" and have hair.

*Donald Stewart
"Duck tip"*

- c. The pain of having pimples and of getting bald. One is different from the other in that the pimples were transitional; they would pass in time. The being bald is permanent and one must get used to it, start the teasing before someone else does, then turn it, the humor, on them. One can do that, if first they make fun of themselves.

2. Softeners - I changed the subtopics when the feminist movement came along, for the feminists are so sensitive that they will walk out on a speaker if they hear anything they consider derogatory about women. At the same time, they will laugh uproariously about any derogatory item concerning men. I have proven this in my speeches.

Can you
teach at
yourself?

* I used to make fun of women and then men. That is now reversed. Also, I make fun of me before I do anyone. Then, I will make fun of Maxine, my wife.

I soften the emotion by making fun of me first, then, my wife, then men in general, then women.

This is to me, 'softening' and can be used by any speaker and should be used in these sensitive times. See my bit about St. Paul how he should have written Ephesians, the 5th chapter with that in mind.

* One lady, upon hearing a former edition of this talk, wrote: "No one should listen to you as you are definitely against women." She went on to point out the "girdle-snapping" jokes. Her letter was signed by a man also. I found out later that the man was forced to sign the letter, forced by her, for she was his boss. Now, that is not fair and is discriminatory in itself. However, it, her criticism, helped me. I changed the format to the position now, the men being kidded first, e.g., "It is hard to get along with a husband," prior to the part about "It is hard to get along with a wife."

3. The part I quote about Dempsey Serur is true; he and I were talking about the defects of mine, and he did say I should not be ashamed of them, that I was a good-looking man in spite of them, etc.

* This gave me the idea of the portion of the talk about women covering up their defects. Women can get away with a lot of things that men cannot. This theme can enter a lot of talks. For instance, I was speaking to Maxine the other day and talking about equality, the sexes, the difference, etc I asked Maxine, "Do you think anything's wrong with women dancing together, close dancing?" She said, "No, I don't see anything wrong with that, where there are not enough men to dance with." "How about if two men are dancing together, not the Greek kind of dancing, but just dancing, one man leading the other, to a tune like, "Help Me Make It Through the Night." She admitted that she would think them a bit strange, if not queer.

Tape 10054 - Montana Bankers - Billings.

0040 - Never act embarrassed
Soaked it in.
Other states
Most boring- Texas Marine who graduated from
Harvard.
Not the only state
Going to hear from Texas stories
"... 'cain't."
2nd largest state in the Union
God's frozen people
Texas third / cocktails - ice
Run out of somewhere
Mexican pausing
Back door to the Alamo
Gov. Maddox - most and biggest, but they ain't
Broiler chickens/eggs
Tail gunner on a school bus.

0124 - Texas aggie dentist
Polish stories
SMU if they'd known where it was
Aggie-Pollack story/ransom note/sent her back
with the money.

0148 Dentists:
"...great pain..."
"...grind on you."
"...great expecorations."
"... 'Damn Yanker.'"

0161 - Greeley - smelled Greeley

0169 - Look at his teeth/Soc. Dentistry/ask me about
their teeth

\$50 - \$2 - S. M. - four thousand deadbeats.

0198 - Seconal sodium/children

0208 - False teeth/Teller/False identification

0248 - Go to A. and M, I 'm gonna help you.

0251 - Different kind of parents today/Gene/Rusty
"Everybody's taking their car."

0274 - Ladies:

Reason I started speaking in 1st place.
Cleaning up the house/ashtrays/yawn/bathroom
Old and grey?(Write to you)
Insurance: Die first - "dead"
Go back to first...Old English
Photo - you're not there

(over)

Sausage
7 times

- Gone to glory - Bed of roses
 "Die first?"(good reaction!)
 Maxine - good wife
 Pamela/child/waited until they got married
 Understand women
- 0388 - Bank/Teller #1 ambassador
 Chasing away business
 "How do you want it?"/ Two 7's and a 6.
- 0422 - Rebellious: 37th/1156/first half/half of the
 class that made the upper half possible.
 Foundation element holding the rest of us up.
 6 the first two years.
 Need rebellious people
 My reunion - Admirals - Carrier pilot
 Hierarchy - been there - if you made
 Admiral, what could I have been, kept
 my nose clean, used it a lot, Pueblo.
 Moshe Dayan/"Remember the Alamo"
 Give it to Israel.
 53yrs old/old as you look/quit laughing
 "Rub, don't blot"/missed a plane blotting
 Folds, mutilates, and spindles
 Cut on the dotted line
 "Do not write in this space."
 Come and get me/ going to.
 Filthiest movies in the world
 Old Navy man/come a long way just using
 'damn' and 'hell.'
 James and John/Sons of Thunder
 Peter: "Dadgum them nets!"
- 0595 - Feel happier, feel better
 Invite who could make you feel worse.
 What a bad nation we have/sick of those folks
- 0611 - Records - want you to buy them/order forms
 favorite charity.
- 0629 - Seven of us left
 Never take it for granted
 Human body/dissected/dermis/epidermis
 gift from God/magnificent pump/2 bill
 Hospital/little toe/can do this/hurts!
- 0633 - Greatest country/even people who hate it live
 here/"Murderer!" Gus Hall. Yugoslavia, Spain,
 Russia/first prize:twenty years.
 M. Murray O'Hair/pain-wracked death/no where
 to go.

"THE ABOMINABLE SNOW JOB"

RECORDED IN MINNEAPOLIS, MN -- AUDIENCE COMPOSED OF THE PEOPLE ATTENDING THE MINNESOTA SCHOOL BOARDS ASSOCIATION.

1976?
what date?

* PAUL HARVEY - BATHROOM, *

VERN - EMCEE - ONE OF THE BEST

* TEXAS AGGIE DENTIST

* TEXAS STORIES:

"...RUN OUT OF SOMEWHERE."
"...MEXICAN PAUSING..."
"...BACK DOOR TO THE ALAMO..." (APPLAUSE)
"...CAIN'T?" (ESKIMO LADY) (APPLAUSE)
MADDOX - TAIL GUNNER. (APPLAUSE)

DENTISTRY:

* PUNSTERS:

"...GREAT PAIN..."
"...GRIND ON YOU..."
"...GREAT EXPECTORATIONS..."
"...DAMNED YANKER." (APPLAUSE)

* FALSE TEETH - TELLER (APPLAUSE)

DELIGHTED TO BE HERE:

HERE TO MAKE YOU FEEL BETTER.

HERE TO MAKE YOU LAUGH.

7 HAPPY PEOPLE

* DRISTAN ADS, WEANED ON PICKLE, ROOM BRIGHTENS UP, MILK OUT OF A CHURN

"...FOR BEING BACK..."

LIFE A GIFT.

DAY YOU HAVE BEEN GIVEN..

COUNT YOUR BLESSINGS

(OVER)

①

MENTIONED PFTHL - AND ORDER BLANKS.

* "...FAVORITE CHARITY..."

"GOOD LORD, MORNING!"

ARTERY, VEIN, NERVE, HEART...

BRAIN - ~~A FINE GIFT~~ - Computer

10% - MARGARET MEAD

CADAVER - CONVOLUTIONS

Thinking

* "...HEADS YOU WIN..."

THIS COUNTRY:

EVEN PEOPLE WHO HATE IT LIVE HERE.

Speaking

ELDRIDGE CLEAVER

1 hr 20 min. - Bob Mc Nabbs.

WE ALL TEACH - "NO WRITTEN WORD..."

LEARN TO LAUGH - ESPECIALLY AT THEMSELVES.

ERMA BOMBECK - LAUGHTER DEPRESSION

WILL ROGERS - "GOD BLESSED AMERICA..."

3 CLEAN JOKES...

WHAT CAN YOU TALK ABOUT - HUMOROUS SPEAKER?

*

GOD GIVEN TALENT - "FARM ...WHEN THE LORD HAD IT BY HIMSELF." (APPLAUSE)

LAUGH AT YOURSELF:

"HE SENT ME TO YOU."

CAN YOU?

SPECIFIC REMARKS - to the individual members of the audience, or about them.

"Rommel Captured"

Airplane: Compass and mirror - "lost"

Cough -- killed him.

Enthusiasm:

Hear him eat!

Bud Gober - Hanes

Romantic:

Broke out in a rash!

Spoiled - have to get married to make it to the funeral on time.

Service: "...truss upside down for four years can dang sure ride a Camel."

"...including that one I taxied into."(two airplanes to my credit.)

"...ammunition dump, hospital, two office buildings...and then they sent me overseas."

4A -- that's single man with children.

8F - "Don't come--even if we're invaded."

Healthy: Dr. Brinkley...took his own goat...knew what he could do.

WOMEN - REMARKS TO THE LADIES PRESENT IN THE
AUDIENCE.

ADD A LOT.

"YOU'RE WRONG!"

"...THERE'S HIS WIFE."

N. P. A. - CRITTER - BLOUSE.

LOVE US MEN INSTEAD OF LAUGHING AT US.

RED, ROUGH HANDS...RIGHT GUARD -- HAIR SPRAY

DR. WHITE - MIDWESTERN UNIVERSITY

"I CLEARLY RECALL THAT OATH I TOOK..."

MAXINE - IMMATURE:

MINI SKIRT - VARICOSE VEINS.

SANK ALL MY BOATS!

MOMMY - CREMATED.

LOOK SO NICE - COMMERCIALS

GREATEST WEAPON IS MAN'S IMAGINATION...

"...MY WEAKNESS IS LIQUOR."

TOPLESS

"...LIKE MY MONEY IN THE BANK..."

"GOING TO BE WOMEN THERE?" (MAXINE) (OVER)

"...GOING TO BE A MIXED AUDIENCE."

"...GOING TO HAVE LADIES PRESENT."

RED VALENTINE

TWO DOGS - TOESACK

MINISKIRTS - MAGNA LEGS

SACK DRESS

TOO WELL-REARED

WELL UPHOLSTERED

TIED TO THE DOCK

YOU LOOK PRETTIER TONGIHT...MAY THE LORD
FORGIVE ME...

DON'T UNDERSTAND WOMEN...AND DON'T WANT TO...
...THEY DON'T LIKE THEM!

SALESMAN...STEAM PIT...

SOAP OPERAS

PEARL NECKLACE

DR. ZHIVAGO

"...UNFAITHFUL...LIZ TAYLOR?"
"WAIT A MINUTE. I'M THINKING."

ANY EXCUSE TO GET OUT OF THE HOUSE.

"MIDDLE AGE IS WHEN YOU DON'T CARE WHERE
YOUR WIFE GOES AS LONG AS YOU DON'T HAVE TO
GO WITH HER." (REMARKS TO MEN)

"...women there?"
"...brass plates"

HUMOR - Remarks to the Ladies present.

"He - she - God..."

Portuguese persons-of-war
Personhole covers
Ed Foreperson

See "LADIES" and "WOMEN" and "WOMEN'S LIBERATION"

Any story about your wife(my wife: Maxine)

Sense of humor - God grant

Soap operas - defects

Old and grey?

Wife's section of "THIS WON'T HURT -- MUCH!"

"Behind every good man..."

"...wife saying, 'You're wrong!'"

"...very surprised mother-in-law."

"I clearly recall that oath I took..."

Sank all my boats

Wife not here:- pretend - good time without her!

Ashtrays - bed's made up

Look nice

Cattlemen's Association - Cattle brands/blouse

Girdle and scratch

Fashions:

Miniskirts - Maxine - varicose veins

Toreador trousers - Red valentine

Dr. Travis White - "...next to his heart, to love him."
(cont)

My wife: 35 years married.

"Is this man your husband?"

Wedding band

Hang-dog look

Wife - like money in the bank: don't have to see it all the time to know it's all in there.

Don't understand women

Pearl necklace

One yellow rose

Ma, I ain't moved

I love you, Mary (Chuck Irwin)

Enth. - Bear Bryant - "...someone to hug." (one white)

Bring greetings to you from my wife, Maxine:

Not able to be with me

Chore: without her

"...women there?" Bran flakes

Age spots

Irregularity

Fight it out to the bitter end

Insurance stories - protecting Maxine:

Portfolio

"dead"

"...die first?"

Glenda

Special
~~GENERAL~~ REMARKS - to the audience.

Ladies:

"...surprised mother-in-law."
"...saying 'You're wrong!'"
I clearly recall..."(poem)
Ashtrays - yawn in living room - bed's made up.
Sank all my boats.
Commercials - red, rough hands - Maxine's hair spray.
Pearl Necklace
"He" "She" "God"
Elevator - Superior
Portuguese-persons-of-war, Person-hole covers,
Ed Foreperson, pregnant person, person-person.
Old and grey?
Good time without her....terrible time without her.
N.P.A. - Okla. Cattlemen's Association - blouse
Girdle and scratch
Dr. Travis White - next to his heart, to love him.
Fashions: Miniskirts - varicose veins, fat knees.
Toreador trousers - Red Valentine
"My wife is like my money in the bank..."
"Is this man your husband?"(living in sin...)
Don't understand women
Hang-dog look
One yellow rose
Smuggler's Inn
I love you, Mary
You don't love me, do you?
"..women there?" Be sure and eat your bran flakes.
Love him when you get older...change:
Hair - teeth - shoulders - body(Idaho potato)
Well-upholstered, pleasantly plump
Took dancing lessons, lost weight...
Grow old with me, the best of life is yet to be,
the last of life, for which the first was made.
Age spots harden
Enjoy irregularity together
Fight it out to the bitter end.
Portfolio - "dead" - "...die first?" - Glenda
"Going to be women there?" (Maxine)
"We are going to have some ladies there."(advising
me that so I won't tell any risque stories)
"Mommy wants to be cremated."(get her purse...)
Greatest weapon has always been man's imagination.
"My weakness is liquor."
Two dogs fighting in a toesack.
Too-well reared.
Tied to the dock. (over)

Salesman - steam pit - burning fire... "You act like you own this place." "I do. My wife gave it to me 'fore I got down here."

"...not even with Liz Taylor?" "...I'm thinking."

Middle age is when you don't care where your wife goes as long as you don't have to go with her.

Look for four-letter words in alphabet soup!

Mrs. Brogden:

Pajamas - gown; Head of the bed - don't put heads at same end; warm chair where a man has just gotten up; Patent leather shoes.

"No, but he whistles them."

Hair spray - my lungs are lacquered!

I want to congratulate you women who have nagged your husband to be the success your daddy was.

"...and she was just terrible. But we chickened out and told her she was good. What would you have said?"

"...better'n I thought she would be."

You have no trouble with me. What you have to do is convince the other 99% who are not with you.

President's wife, Automobile Dealers: "...I can stay in my robe till noon if I want to...or in bed. Now, who would want to change that? I'm afraid some day I'll wake up from this dream and have to go to work."

"Not everyone has a Charlie Jarvis."

Her biggest fear is that I'll die and she'll have to go to work.

Marriage is based upon thinking of the other person.

"We have talked enough about me...let's talk about you. What do you think of me?"

Lunch money in apron pocket.

Wants a little freedom. Not real freedom. He wouldn't leave.

Feel sorry for the woman who has a spoiled husband, three children and one's thirty-five.

There's only one perfect man who has ever lived--my wife's first husband.

*spoiled husband - have to marry
get to get
to my funeral on time.*

Men: Born - married -
dies.

Getting into the Subject.

*Special
Section*

"Saying something is so does not mean it is so; it means you said it is so."

"Mother's home cooking."

"Clean Rest Rooms"

"We have not yet begun to fight." (didn't get the word) Bumperstickers, with all their sexual innuendos, advertising their prowess. Just saying so.

"If you like New York, go home."

"You gotta have the goods." (Rabbit and the Lion)

Old Rabbi - dying. (Earl Nightingale - "...never did get a ripple of laughter.")

"Earl says" - Demosthenes, etc. - Lyndon Johnson.

Bumperstickers, announcing how that driver feels about life, sex, vocations, etc.

Signs: Asphalt - "...laid." "...good lay."
"Honk if you love Jesus."

Flaherty's hogs.

A. W. O. L.

*"I'm out of estrogen
& I do have a gin!"*

Squirrel hunter - boy, throwing rocks - "I find if I use my right hand, I mangles 'em pretty bad."

Not going to talk about _____ (Why?)

Like to talk to you about the problems of Osseous Implants in the Ascending Border of the Ramus of the Mandible.

Racial Question: "Mother, your generation's gotta die."
"Mixed marriages."

Four bears - Mama Bear, Daddy Bear, Sister Bear, and Baby Bear... Momma Bear: "Bitch, bitch, bitch--hell, I ain't even poured it yet."

Grammar: Retired English teachers.

"...after supper."

"...Dr. McFarland... 'proudest thing you are of.'"

"Why did you bring me that book I didn't want to be read to out of up here for?"

(cont)

"Give me liberty or give me death."

Danger in a change: 2 microbes in the bloodstream...

"Let me lead." ...and there they were--right out on the ground.

"You ever heard our Governor?" "Well, don't."

Example: "The best contribution one human being can make for another is to furnish a good example."

No written word, nor mortal plea

Dear Abby

"Little Things"

What I used last time (then tell things that relate to that talk not used last time)

Philosophy:

California - do what feels good to you.

- Six frozen motsa balls.

- Kinky and funky

America, the United States of America:

Best country in the world--even the people who hate this country live here.

"Where is Labanovich?"

Political joke contest. First prize was 20 years.

136th meeting this year, not counting the one with the I.R.S.

Times of confusion:

Bumpersticker: "Don't follow me, Buddy, I'm lost."

Baby porcupine, at night, bumped into the cactus:

"Is that you, Mother?"

"...look in that coffin. I think we done attended the wrong funeral."

Getting into the Subject.

Wacky type: doing his imitation of Spanish Moss.

Redd Foxx: "Thanks for that round of looks."

"You're not worried at all, are you?" (way you eat)

Subject that is not sensitive, or too provocative:

Farmer - boy - dog - educated - teach the dog to talk: "...and he right out started talking about you and that widow down the road." "Boy, you sure he's dead?"

Religion:

Nearly had to, once. Took Norman Vincent Peale's place...Tucson..."What did he say, Sister?" "Oh no!"

Tom Sealy: "...open mind and not just an open mouth."

Have trouble with lawyers...not like Shakespeare. He said that we ought to kill them all. I don't believe in going that far...just draw and quarter the worst ones; that'd keep the others in line.

"Wonder why they buried them in the same hole?"
("HERE LIES A LAWYER AND AN HONEST MAN")

Prospector and the burro: "No, but I've always wanted to."

Jimmy Gross and Peggy: First number, banjo exploded.

Redd Foxx: window, looking down at the swimming pool

HUMOR - Humorous Talks - Subjects.

(The following are my talk titles and the major theme of each. If you notice the continuity, these seven talks make up my philosophy for the happy, balanced life which I wish for everyone. It cannot be done always, but I would like to give the talks in this order if invited to any one group seven times.)

1. "PRESCRIPTION FOR THE HAPPY LIFE"

General happiness - how a person is responsible for his own happiness - ingredients of the prescription - how people enjoy poor health. The way to equanimity.

2. "THIS WON'T HURT--MUCH!"

Human relations - the way to get along with our fellow human beings - the sense one needs to get along with people.

3. "OPEN WIDE, PLEASE--and LAUGH"

The sense of humor and its value to a person. The use of that sense of humor.

4. "LIFE AS A DENTIST CAN BE FILLING"

The problems of any vocation. It could be worse: you could be a dentist. The problem of thinking your profession or occupation is the only one with problems.

5. "THE ABOMINABLE SNOW JOB"

The fallacy of believing that we would like to go back to "Those Good Old Days." When were those? I am nearly sixty years old and don't remember them. These can be the "Good Old Days"!

6. "THINGS ARE MORE LIKE THEY ARE NOW THAN THEY EVER WERE"

The basics of success are still the same. Supply and Demand. Cause and Effect. The 2nd step in problem-solving. Two Great Gifts. Luck - its definition. (over)

7. "PRESCRIPTION FOR THE HAPPY LIFE--REFILLED"

(this should not be given before the first listed talk, "PRESCRIPTION FOR THE HAPPY LIFE")

Why the doctor gives you so many pills.

The relapse.

Remotivation.

The ingredients--again, with new twists.

"Old wine in new bottles."

Learning and unlearning - forgetting.

The healthy life.

The zestful life, the exuberant life, the
"abundant life."

The next three presentations deal with entertainment only, no message. Here I just tell stories, with the small amount of patter in between to "blend" the stories together (like the Las Vegas stand-up comedian, except only clean humor is used.)

"THE BEST OF CHARLIE JARVIS--Vol. I"

"THE BEST OF CHARLIE JARVIS--Vol. II"

"THE BEST OF CHARLIE JARVIS--Vol. III"

The last three presentations are entertainment only; the others are eighty-five percent humor and fifteen percent message.

Each of the presentations is forty-five minutes to one hour in length.

"Sit down Tom"

Clean -
"The Jones"

"You get to leave"

Conclusions:

The humorous speaker, to be effective, can change his/her direction and become very serious at the end of the talk. This I do, with good effect, with some of the following stories.

Minnie Haskins poem("borrowed" from Dr. Johnson)

I said to the Man who stood at the Gate of the
Years,
'Give me a light that I may tread into the unknown.
And he replied to me, "You go out/and put your ^{into the darkness}
hand in the hand of God,
That shall be better to you than a light...and
safer than a known way."

Three ways to be happy.

1. Be completely ignorant.
 - a. "Ignorance is bliss."
 - b. Hot dog(what is in one.)
 - c. "Bad news is good news, good news is bad news, and the only thing worse than this is no news. Don't worry about that day, for that day they will create some.
 - d. "Tornado!"
2. Have only one set of facts:
 - a. Baptist Standard
 - b. Methodist Doctrine
 - c. Catholics - lucky--you don't have to read.
3. "Condition yourself to the news."

"It ain't all bad." - Tobe Scrutchins
Educated man - not much schooling.
"Somewhere there is a bird singing, somewhere there is a rainbow, somewhere there is a marriage that is going to last inspite of diversity."
"Maxine and I are here to witness to that--we have been married now _____ years, and are going to fight it out to the bitter end."

We are still hugging...that's about it, but we enjoy it, and we do it enthusiastically.

It's going to get better all the time. The poet promised us that, didn't he?

"Grow old with me,
The best of life is yet to be,
The last of life,
For which the first was made."

Maxine and I are going to sit on the couch together, hug each other...watch our age spots turn brown...watch each other wrinkle...it is going to be wonderful!

We are not getting old--that's a state of mind. We are getting better, more tolerant, more lovable, more enthusiastic.

Not like this couple:

"Is this man your husband?"
"Of course, he's my husband. You think I'd be living in sin with a man like that?"

The author said that we should have life... "abundantly" -- and we can have it just that way --

And we are going to.

You can, too.

It is just a state of mind.

Well, it has been great! You've been great!
I hope you'll have me back. Remember, I never give my best talk first. (Point to head) Have me back. We need the money.

I leave you with two wishes. First, may the good Lord bless and keep each one of you, and second, may your heart, your house, and your business always be too small--for all your friends.

Not all the witty men are on the circuit.

Ray Baldrige --(tell about Ray - Razor)

"It's a gay, old world when you're gay,
And a glad old world when you're glad,
But, whether at play, or toiling away,
This can be a sad, old world when your sad."

Conclusions(cont)

The Lord meant for us to be happy.
And to live life at its fullest.
And if you are not, don't delude yourselves, please,
Don't look to blame others.
This is your responsibility.
Goodnight.

Martin Caidin is a pilot. He flies around this beautiful country and then writes about it. He feels very blessed to be doing this for a living. He said, "There is precious little in the business world one can do and honestly say he or she enjoys doing it. Those of us in this category are extremely fortunate and the level of income does not mean a thing."

Amen, Brother. You're right.
I feel fortunate.

I'm doing something I'd do free if I had to, but don't get that around. I have a good thing going here.

Goodnight.

You can never be truly happy unless you forget yourself and spend your life for others.

It's a favorite of mine, and a favorite of Ol' Erns, Tennessee Ernie Ford's:

Others, yes, Lord, others,
Let this my motto be,
When we live for others,
Lord, we live for thee.

Lord, help me live from day to day,
In Thy most self-forgetful way,
That even when I kneel to pray,
My prayer may be for others.

And then, we'll be happy.

I am not going to wish you luck.
A friend of mine, Bob Murphey, a speaker from Nacogdoches,

Texas, over in East Texas, in the Piney Woods, says the same hopeful message to his wife, Nada, every time she goes to the beauty parlor:

"Good luck to ya'."

I don't say that to my audiences. I found out a long time ago, that what is in Esar's Comic Dictionary as a definition of luck is true. Funny, but true; "Luck is a word used to explain the success of people you don't like." And I love you folks.

Goodnight.

*3rd Psalm
Poem about Lord's Prayer*

HUMOR - Format of a humorous talk.

The humorous talk, in my opinion, at this time, is like the following format. "In my opinion at this time" is a good phrase constantly used by my good late friend, Jack Davis. "In fun" most of the time, Jack said that he might change his mind tomorrow on any subject on which he was speaking at the moment. I agree. I might, too, but this format has served me well the last twenty-five years as a speaker.

Introductory remarks - this might be the response to the introducer's remarks, but regardless of that would be the very first remarks by the speaker so as to gain attention of the audience.

General Remarks to the audience

Specific Remarks to the audience - about a specific topical subject pertinent to the audience or some jokes or remarks to specific or about specific individuals present.

Subject

Conclusion

#2 Intro

Soak it in!

Not in so good at home
college town - Maxine -
legs - "... what I was thinking"

Great introduction:

Didn't expect it of _____
Asked me to look at
his teeth.

Doing own work!

Glad to see you again:

last time _____
Keep notes.

100 ft. dive

Ladies:

"... there's his wife."

"... you're wrong."

look nice!

Surprises me

Daytime T.V.

Rough red hands,

R.O. - M.O.

(over) Certs Guard Hair Spray.
Wasn't worth it.

~~Get into~~

men:

glad to see you, too.
Women ~~to~~ will
turn out.

~~Go into sub~~

last time:

subject: _____

(use now the material
not used in 1st
talk body)

(use as a reminder
that they still
need more of
that one!)

#3 Intro.

me?
How many have heard
new program
committee
"God so loved the
world ..."

Successful groups:
I like you!
Friendly, etc.

No one has asked
me to look at his
or her teeth!

Specialized Dentistry
San Marcos:

Small Town

"... whose husband..."

18,000 - 8,000

\$50 - \$2

seasonal sodium

False teeth - head

table - Teller - identifi-
cation.

(over)

ladies:

Asked me about the
Machine (if there
is one)

Immature —
Sank all my
boats.

Glad to see the
ladies:

Add a lot.
Enthusiastic
R.P.A.
cattle brands.

E
First time :

"

"

#4 Intro:

"Eminence"

54 min.!

2nd speaker!

Drunk M.D.

Purpose of sense

Delighted - 4th time
your fault.

Reutish - "taped your
talk ..."

"Get one they
want to hear?"

~~etc~~

~~utter~~

ladies..

Pearl Necklace
Paris understand
women.

Others:

Humor - dissection

Golf - "at the top"

(Bowling - extra approach)

Humorist

Humorous speaker.

Vehicle
Illustrates message

my brother - larva stage

Buckley

Harvey

Peale

Charles

First appearance:

Land of famous men:

Lyndon Johnson

Billie Solf...

"Wish ol' Liz Taylor would start something
up again!"

*Ala.
Automobile
Dealers'
Ass'n.*

Do you know what hell is?

_____ ~~talkxxxxxxxmeeting~~ meeting not counting
the one I had with the IRS....

Glad to see you:

Airplane....anywhere

Ladies:

"You're wrong!"

Look so nice...Daytime TV....Rough red hands
Right Guard....

Int'l

Invocation: Rat Story

No problems:

Two groundskeepers...

Viet Nam....

1040 Form

Rub, don't blot

Dear Abby.....

Second Appearance:

Introvert

Examine his teeth:

Socialized Dentistry
San Marcos, small town
14,000...8,000
\$50...\$2



"Do not be surprised; we ain't sent nothing"

Seconal sodium

False teeth

Glad to see you again:

100 ft. dive

Here last _____

Ladies:

Look nice....woman watch....
...stand in the way of their happiness...

Miniskirts....magna legs...

Boreador trousers....~~naked~~xxx

No rear view mirror

2 dogs fighting in a toe sack

Big red Valentine

Dr. Travis White..."When God made Man..."

Last time: _____

This time?

Third appearance:

Paul Harvey

Texas....Butte....Alamo....Mex pausing....Maddox

Dentistry...

Great pain
Grind on ya
Great expectorations
Damned Yanker...

Third appearance....new program committee

Ladies:

"...there's his wife."

Pearl necklace
Maxine....ashtrays, etc...bed's made up..

Women's lib....Maxine superior....

~~Hippixxxx~~

Hippie type

Bumble bee

Hair in patient's mouth....



Pony tail

*My purpose
to enlighten - a flo*

straight through to the final gong, just as he had predicted, but his audience tired. He would have had a standing ovation had he quit at the end of ten minutes. But at the end of fifty minutes the applause was scattered and unenthusiastic. It is the contention of this writer that the total effect of the speech would have been better if the speaker had started a little slower and finished stronger. There are dashes and there are distance runs. In this case the speaker dashed a mile, but the audience was not conditioned for it, and dropped by the wayside from sheer exhaustion. This type is sometimes known as a "ginger ale" speaker—he goes flat a few minutes after being uncorked. ✓

Another good example of the fast start was made by a college president who was addressing a state convention of civic clubs. Here is his opening statement.

"I condemn progressive education. I charge it with everything that is evil. I credit it with nothing that is good." *startling state meet.*

When Should the Objective of the Speech Be Stated?

It is not contended that the Preliminary part of the introduction should answer Dr. Pelsma's question and tell the audience what the speech is going to do. Stating the objective of the speech in a clear and interesting manner is still the main purpose of the Introduction, regardless of how it is achieved. How quickly the speaker gets to the statement of his objective must be determined in the light of the following factors:

1. The nature of the speech.

Stories should never be deliberately and awkwardly *dragged* in. The softening up exercises should be compatible with what follows:

2. The nature of the occasion.

Some speaking occasions demand the strictest dignity. To violate the spirit of the occasion would not be in good taste. Remember anything that is bad taste cannot be good speech technique.

3. The nature of the speaker.

Never attempt stories or humorous illustrations unless you enjoy telling them, and can tell them well. Do not try to change

your character to fit a speech technique. Make the technique fit you.

San Antonio / *Birmingham*

4. The nature of the circumstances that exist at the time.

If the hour is late, or the time is short, one should forego most preliminaries and get to the point. Perhaps the chairman or previous speakers have related a number of stories prior to the introduction of the speaker. This is good and sufficient reason for reducing the number of warm-up items. Maybe group singing, or some other "crowd unifying" technique, has already welded the audience together before the speech starts. Such conditions leave less spade work for the speaker to do. On the other hand, there may be reasons for prolonging the preliminary comments beyond what may have been planned. Perhaps the meeting is in an auditorium, and late comers are still being seated in considerable numbers. Perhaps the banquet hall has not been completely cleared of waiters, or other distractions at the moment a speaker is introduced. There are numerous other types of circumstances which a speaker must assess before he can best judge when to set up his main objective.

earnival atmosphere

How Should the Objective Be Stated?

Regardless of whether the objective is stated earlier, or later, it should be *unmistakably clear*. Some speakers like to state their objectives affirmatively. Others will state them in problem form, or as a question. Sometimes it is deliberately provocative to increase interest. Witness this opening by a speaker before a state teachers meeting:

"Did it ever occur to you that a boy sometimes shows remarkably good judgment when he *quits school*?"

Note the way a sales manager started his sales meeting:

It is proverbial in sales work that "thin soles mean fat order books." But I say thin soles coupled with fat heads will still result in thin order books. The guy who wants to work solely with his feet should take up tap dancing. I don't want you to just *walk*—I want you to *think*. I don't want you to just work *hard*. I want you to work *smart*.

One of the poorest salesmen I ever had was always telling me how he "worked like a dog"—and he *did*. He *ran* all over the place with his nose to the ground, just like a dog works ahead of the guns. He never looked up. He never looked around. He would point the pros-

Thinking

pects and flush them out—but some smart guy always came along behind him, made the shots, and bagged the game. He actually did “work like a dog.”

Today I want to tell you how you can quit working like a dog and start working like a man—and come in with a lot more game. I want to tell you how to make a complete shift in the emphasis—from the feet to the head.

With the above objective clearly stated the speaker can now set up several major points, place a few effective sub-topics and illustrations under each one, insert some change-of-pace items at the proper spots, come along at the close with a conclusion that clinches, and he has a good speech.

Don't Bust Out With the Bromides def.

An important word of caution is in order here. Start your speech with some interest catching remarks or an attractive statement of your objective. Never start with a beaten up bromide or an accentuation of the obvious. Do not break the news to your crowd that “it is a fascinating age in which we live.” The people know that. Or, at least they were finding life fascinating up until you started your talk.

When the late Dr. George Frasier was president of Colorado College of Education, he taught a summer session course in speech. The class was composed principally of school executives. In each session Dr. Frasier would emphasize some particular phase of speech making, and those who delivered practice speeches that day were supposed to lay particular stress on the feature point of the day.

One morning Dr. Frasier opened the class by discussing the deadly practice of starting discourses with hackneyed phrases, calloused clichés, and other warmed-over observations of various kinds. When he had finished his lecture, he called for the first student speaker. This turned out to be a midwestern school superintendent who opened his speech by saying,

“The child of today is the adult of tomorrow.”

Frasier leaped to his feet and interrupted the speaker by exclaiming,

“You don't say! Now, there is a remarkable observation! I presume the way I just leaped to my feet would be the spontane-

ous reaction of most any audience that had just heard such an amazing revelation.”

Last Christmas the writer received thirty-one Christmas letters which started like this:

“Another year has passed . . .”

“The Yule Season is with us again . . .”

“The Old Year is nearly gone . . .”

“Another New Year will soon be upon us . . .”

The Objective Should Be One with Which the Audience Can Identify Itself

It should be clear by now that the introductory part of the speech *may* contain two elements, but *must* contain one. It may include some softening-up materials to establish an easy working relationship between the speaker and his audience. But it *must* contain a clearly stated *objective*. This objective should be one in which the audience has an obvious interest. The hearers should readily recognize the problem involved as *their* problem, and realize that any contribution the speech makes toward solving that problem is a *service to them*.

A prominent evangelist always said it takes about four weeks to put on a good evangelistic campaign. His formula was expressed this way,

✓ “I spend the first two weeks preaching ’em *into* Hell, and the next two getting ’em *out*. After I get through showing the people the mess they’re in, and where they are headed, they are mighty grateful for some help.”

THE CONCLUSION

Having discussed the Introduction let us now focus on the Conclusion. This is the part where you *nail down your objective and clinch it*. If the speech is designed to entertain, then the Conclusion should give the people that big belly laugh that sends them out of the meeting to chuckle indefinitely as they

recall the whole presentation. Or, for quick contrast, an entertaining speech can suddenly become serious for the last minute, and send the hearers away "glowing," and glad to be alive. For example, an expert humorous speaker recently built up the crescendo of a luncheon speech and told a climaxing story that would have shattered a laugh meter. The crowd was literally in the aisles with merriment. This time the speaker did not break through the laughter and hurry on to his next step. He let his audience have its laugh out, and as it died down there was a pause. Then with a quiet voice and a soft, kindly smile the speaker concluded:

God must truly love us or He would never have invented laughter. With that one marvelous stroke of divine genius He lightened all our loads. With that one Heaven-made device He rolls back the clouds and lets His blessed sun shine through. I believe He was with us here today. In this hour we kept every one of His commandments. We have not stolen, killed, nor coveted; we have sinned against neither God nor man. We have wished no one ill. If you leave here with that spirit in your hearts, then surely our hour together was a blessing.

The action speech may end on a high note of optimism, a plea, a promise, or a warning. Or, the action speech may even end on a quiet note that commits the decision entirely to the hearers.

Lincoln ended one of his campaign speeches by telling the voters that if they elected him, he would serve their interests to the best of his ability. But if they elected his opponent, then said Lincoln, "I am too familiar with disappointment to be very much chagrined."

Conclude With Something More Impressive Than a Summary

As a general policy, I do not recommend the summary type of conclusion. You do not flatter yourself nor your audience if you assume your main points and impressions cannot be kept in mind even until you have finished.

Some of the great speech conclusions of history have sounded the note of warning and defiance. In completing the magnetic address that electrified a national convention and nominated him for president, William Jennings Bryan shouted:

If they dare to come out in the open field and defend the gold

standard as a good thing, we will fight them to the uttermost. Having behind us the producing masses of this nation and the world, supported by the commercial interests, the laboring interests and the toilers everywhere, we will answer their demand for a gold standard by saying to them: You shall not press down upon the brow of labor this crown of thorns; you shall not crucify mankind upon a cross of gold.

In finishing his defense at Worms in 1521, Martin Luther uttered his immortal conclusion:

I cannot and will not recant anything, for to go against my conscience is neither right nor safe. Here I stand, God help me. I cannot do otherwise.

Speeches are often combinations of the informative and the inspirational that call for action. In concluding an address to a national conference of his company managers, a corporation president said,

All of us laboring together, and thousands before us, have built this company, and it is truly a house built upon a rock. The Scriptures say, "Unless the Lord buildeth the house, they labor in vain who build it." And it may be said with equal truth that they labor in vain who built our house unless we carry on to even greater honors and greater achievements. Tonight we stand with a proud past at our backs and a bright future before us. Hats off to the past! Coats off to the future!

One of the advantages of beginning your speech on an informal note, as this book advocates, is that you can end your remarks in the same informal, personal vein. Action speeches are usually most effective if they are concluded by a sharp call for the audience to take the desired action, or advocated stand. However, the informative and entertaining type speeches may well end as informally as they open. For example, the writer has found on occasion that such a closing as this is most effective:

You have been lovely to me and I shall long cherish the memory of this day. In closing, I should like to wish you something that is as nice as you are. What can it be?

I might wish you wealth;
Or, I might wish you health;
Or, that good fortune would caress you.
But wealth might bring sorrow,
And health could fail—tomorrow;
So, I'll simply say, *God bless you!*¹

¹ Author unknown to me.

god point!

Here is a conclusion of an action speech made by the general manager to an assemblage of the company's branch managers:

Our competitors are lean and hungry. Then are trimmed for action and in a fighting mood. They are counting on us to do what leaders in nearly all successful businesses eventually do—and that is to grow fat and complacent. We expect you to make sure this never happens to us. Let's show our competitors and our customers that we are the biggest because we are the *best!* And what we are first because we *deserve to be first!*

The writer has some evidence for feeling that he rendered service to thousands of his fellow Americans through a speech entitled *Lamplighters*. That speech was sometimes concluded in this manner.

Sir Harry Lauder loved to tell of the old lamplighter of the village where he lived as a boy. Each evening as dusk came on, the old man would make his rounds with his ladder and his light. He would put the ladder against a light post, climb up and light the lamp, step back down, pick up the ladder, and proceed to the next lamp. "After awhile," said Sir Harry, "he would be out of sight down the street. But I could always tell which way he had gone *from the lamps he had lighted.*"

I believe that is about the greatest tribute any of us can eventually receive from our fellow citizens. With all my heart I hope some of the things I have said today lighted some lamps for you. I hope you will go out of here more resolved that as you go down this street we call Life, the people here in your home community can readily follow your course by the lamps that you have lighted.

An action speech, like an entertaining or informative speech may end with a story. In a kick-off speech for a fund-raising campaign a speaker reviewed all the elements the campaign workers had in their favor as they started their drive, and concluded with this story:

I remember so well as a boy, one of the churches in our little town brought an evangelist from the Deep South to hold a series of meetings. After this evangelist had won a number of converts he announced that on the following Sunday morning the congregation would assemble down at the river bank just as they sometimes do in the old South, and the preacher and the converts would wade right out into the stream and he would baptize them as they did in the days of John.

When Sunday morning came the congregation assembled at the river. In fact, the whole town was there, because word had gotten around that among the converts was old Efen Martin. Ef had been the town's worst reprobate for twenty years. And sure enough, there

in the huddle of converts was old Ef, dressed in his best. He had on a white shirt and a tie, and his blue serge suit. Someone in the crowd said, "Efen, ain't you goin' to be baptized?" And Ef said, "Yep, I shore am. I'm goin' to wade right out there in the best duds I've got."

When the ceremonies started the minister selected Efen first and together they waded out into the stream. When Ef got in as deep as his trouser pockets, the Jack and ten of spades went floating out on the water. That created a slight ripple of laughter through the crowd, and greatly embarrassed Ef's poor old wife who was one of the "witnesses." But the minister and Efen proceeded on into the stream. When they got out to where the water reached Ef's vest pockets, the King and Queen of spades floated lazily out on the water. This brought forth a little stronger reaction from the crowd on the bank. But the minister and Ef were undaunted. When they got in as deep as Ef's inside coat pocket the Ace of spades floated proudly out upon the rippled surface and headed down stream. The assembled hosts on the bank could no longer contain their mirth and let out a great roar of laughter. This was too much for poor old Mrs. Martin, and she shouted out to the minister,

"Parson, there's no use foolin' with Efen! He's lost! Lost, I tell you, *lost!*"

The evangelist turned around in the stream, leveled a look of scorn at Mrs. Martin, and said, "I am ashamed of you, Sister Martin. How in the Hell could he be lost with a hand like that!"

That is my message to you as we open this campaign. We've got good cards in every pocket! We just can't lose with a hand like that!

Churchill Was the Master of the Powerful Closing

Historians of the West will probably be almost unanimous in declaring that the world's greatest man for the first half of the Twentieth Century is Winston Churchill. They will probably be in equal agreement that his greatest single contribution was the speeches that steeled Britain and the world to stand against Hitler. In making this brief survey of how speeches may be effectively concluded, let us look at three of Churchill's classic examples. The first is from his address to Parliament after becoming Prime Minister in the spring of 1940:

... I would say to the House, as I said to those who have joined this Government: "I have nothing to offer but blood, toil, tears, and sweat."

We have before us an ordeal of the most grievous kind. We have before us many, many long months of struggle and suffering. You ask what is our policy? I will say: It is to wage war, by sea, land, and air,

with all our might and with all the strength that God can give us: to wage war against a monstrous tyranny, never surpassed in the dark, lamentable catalogue of human crime. That is our policy. You ask, What is our aim? I can answer in one word: Victory—victory at all costs, victory in spite of terror, victory, however long and hard the road may be; for without victory there is no survival. Let that be realized; no survival for the British Empire; no survival for all that the British Empire has stood for, no survival for the urge and impulse of the ages, that mankind will move forward toward its goal. But I take up my task with buoyancy and hope. I feel sure that our cause will not be suffered to fail among men. At this time I feel entitled to claim the aid of all, and say, "Come then, let us go forward together with our united strength."

For another classic example of Churchillian conclusions let us look at the clarion call with which the Prime Minister girded his people to begin the Battle of Britain:

Let us therefore brace ourselves to our duties, and so bear ourselves that, if the British Empire and its Commonwealth last for a thousand years, men will say, "This was their finest hour."

RESPONSES - to the introduction.

Great! Didn't expect it - visiting with him.

Soaked it in (college girl - legs)

Eminence (flattering intro)

Texas Aggie Dentist:

"
"Roots"
"We"
Mark Twain

"Not particularly proud to introduce a Texan."

"...been run out of somewhere."

"...Mexican pausing on his way to Oklahoma."

"...not first in everything...broiler chickens..."

"...Alaska...divides...Texas third."

"...Alaska...Texas second West of the Mississippi... Georgia first East of the Mississippi." (Gov. Maddox)

Tail gunner on a school bus.

"...always tell a Texan, but you can't tell him much.

"...I cain't?"

Proud of all the Texans we furnish to the Okla. and Arkansas football teams. obnoxious

Dental puns:

"...great pain to introduce a dentist."

"...short...grind on ya'."

"...great expectorations."

"...'Damned Yanker!'"

Aggie Jokes:

Polish stories moved South

Hairy county agent

Lawrence of A. and M. (robe, spear, pig) (cont)

Deerhunters(tail - horns - pickup)

Men to Texas

"Roots" - Mark Twain "We" - Howard Jarvis

Introvert - best intro.

Didn't expect it - visiting with him - showed me his teeth - doing own work.

D - talks with echo!

No derogatory remarks:

Texas Aggie Dentist

Dr. Duke D

Dr. Hook ~~the~~ D

Dr. Cross D

Told me he had a good supply of jokes:

Didn't know they were mine.

Jokes - public domain.

"Are there any questions?"

Bay City:

"...not too good."

Remark's "...not too funny, either."

→ Lady limo driver: "...what there was I've got it, and I'm bringing it in."

Trite: "...just as I wrote it."

Truth is I did not write it--Mother wrote it.

Got me started right:

Get me on...that's his job.

Didn't tell any jokes.

no jokes

Thought I'd tell a few jokes just so we won't waste the whole night. (don't know Dr. Jarvis)

"I've never heard him."

"I ain't never heard of him...so let's just get right with it...and if he's good, we'll enjoy it...and if he's not, well, we'll get it over with sooner."

"The one we had last year, well, the only way he could have been worse was to talk longer."

Introduced by a hairy type: *S. J. H.*

Male hormones

Itched.

"If you got a frog to swaller, it don't pay to look at it too long."

Was up tight knowing that he'll have to share the blame. One thing about speaking: you get to leave town. The one who gets you to speak, the one who introduces you and thus shares the blame -- they have to stay and face the angry crowd the next day.

That's why the speaker should have as his/her goal to make a hero or heroine of the introducer.

In this case it is going to be difficult, for some of your people have already filled me in on your handicaps.

I met one of his friends at the cocktail party and he hit me with his purse.

He asked me, "Are you any good?"

Feminist: "Are you any good?"

Me: "Well, I don't know, but I'd hate like hell to follow me."

She: "You are nearly as good as you think you are."

Me: "Am I really that good? I'm gonna have to raise my fee."

Did ya'll catch that I-don't-know-him-so-don't-blame-me introduction I just got?

They asked me to do this.

Attention - he got your attention.

Did not tell that old saw about hitting the mule in the head.

Page 37 - "Scruples"

Threatening:

"...and this had better be good."

He was the Treasurer.

Like the boss making the recommendation to the sales meeting, with ominous tone: "This is just a suggestion, but let's not forget for one minute who's making it."

Nice - flattering:

I go a long, long way back at this speaking.

Remember one time the introducer said, "I've heard so many things about Truman lately I thought he was dead."

No one yet has told the truth about me and I do appreciate that.

There are lots of people who could but I do thank you for not inviting them.

"...funniest man you have ever heard."

Better be.

"I want to tell you the funniest story you ever heard."

Watch this: "Hello there, Charles." I answered, "Hello." "What's so funny about that?"

"At least do no harm," (and you didn't)

If I fail here, I want to be the blame for it.

That was great! I liked it. Mark Twain said when a fellow compliments you in an introduction, don't try to erase any of them. Just thank him for the accuracy of his statements and go on with it.

Twain said he could live on a good compliment for a couple of months.

He said to sit there, try to look as humble as possible, believing that the introducer is a truthful man, honest in every word.

"You had better be good, for we have had some damned good ones."

Rock and roll group: followed them.

"We will now hear from a dentist."

Flattering - a little overdone - makes them expect too much:

Marriage
"Ain't you got that bar a little higher than you can jump?"

Engineering degree and a D.D.S. - we do build bridges.

The truth is that it is not his doing at all. He did not select me. He has never heard me.

This was the act of a committee.

They could not find one individual who was willing to take all this blame himself or even herself, as courageous as the women are today.

Very good, Sir--and all true. *Texas Marine Harvard*

From all those remarks I can tell you are not a "Born Again" Christian...you are not worried about telling the truth here tonight. Delighted. My background would not bear a very truthful person. We need an exaggerator and by golly, you are a good one!

Embarrassed, they make little faces in the mashed potatoes, they look down, as if they are humble, they move the ashes around in the ash tray--not me, I listened to every word...and enjoyed them, everyone of them.

I thank you...and forgive you...for any inaccuracies. We are not to judge you. That is for Judgement Day...but if I were you, I'd be hoping to live a long, long time...then maybe they will forget...

Selected by a committee: "God so loved the world He did not send a committee."

Old wisecrack: A camel is a horse designed by a committee.

That was not the most enthusiastic introduction I have ever had. Sounded as though your heart was not in it, that you kind of knew what was coming and were not eager to share in the plaudits, if any...

I think we have too honest a man here to make a flattering introduction. You don't know how to lie. _____ is never going to let you introduce him.

Politicians: We need more of 'em like ol' Earl Long -- gone to Glory long time ago, but a great politician, Huey Long's brother...who was also Gov. of Louisiana.

"Boys, I lied." (honest man)

Great! I can't wait to hear this myself!"

Talk shows: "Stand over there by the potted palm."
"We have the most wonderful, interesting guest today."
(I look around, wondering where he is.)

Just right length. Didn't see anyone yawn or stretch, wondering when-in-the-devil you'd be through. Introducers, like speakers, have to know when to sit down.

Mark Twain: "...finall, I stole a dollar out of it."

Rather bland, wasn't it? We need a forceful person to introduce me..someone who can lie, with vigor. You a Church of Christ man?

You weren't too excited about it, were you?

Was talking to his wife. She said the first time they went on a date, she had to slap him three times. I asked, "You mean he got fresh?"
"No. I thought the boy was dead."

Wasn't that an introduction?! Man, I needed that like Carter needs another brother.

Old, old story, about the woman before the Judge, getting a divorce: "Judge, your Honor, that there was the most overly introduced man what I ever seen."

You were cautious and I don't blame you. If I were introducing ~~me~~, I would be cautious about exaggerating your qualities...and your friends here tonight agree with me.

That was some introduction. Just underwhelmed me.

phan As we say in Texas, Sir, you done good. That's better a Navy "Well done."

Wish you had mentioned my war record. Two airplanes to my credit, counting the one I taxied into.

The other night: "Dr. Jarvis is a self-made man. He doesn't blame anybody."

He didn't mention my education. I didn't start with a bang. I flunked sandpile. Only thing I got out of sandpile was pin worms...and my mother didn't even know that till they found me scooting around the yard.

A very truthful man. Honest. He only was punished once, and that was for telling the truth. You can see it cured him.

He asked me, "Shall we introduce you now or let them enjoy themselves a bit more?"

What an introduction! I needed that like Houston needs more crabgrass.

What a salesman! You sold me. And you're good! You could sell crabgrass in Houston.

Some say he is an intellectual giant...and you know how the Giants are doing.

Was it Lyndon Johnson or Socrates who said, "If you are to reap the strawberries of life, you have to lay on a little fertilizer."

Church sign: "Do you know what hell is? Come and hear Dr. Jarvis."

Just right. Short and sweet. In my home town of San Marcos, they will never forget a certain introducer for way back, in 1952, Judge St. John Garwood was the speaker, and the introducer, to present this man to the crowd at that Kiwanis Ladies' Night, took fifty-two minutes!

Some say forty-five. Some say an hour, but a friend of mine, Mo Mauldin, who times all these events, said it was exactly fifty-four minutes.

To this day, at Kiwanis, these many, many years later, if a person takes over one minute to introduce a speaker there, someone will holler, "Sit down, Tom."

After a long introduction, where the introducer poked fun at you: "Well, my, my--isn't it easy to tell the folks who don't get to talk at home?"

N.S.A. - "...and so tonight we have the best speaker in the country for our banquet." And everyone in the audience sat up and thought, "Gosh, I didn't know they were going to call on me tonight."

This is going to be a reflection on you, Sir, since you have shared the blame with me, and I will guarantee you that I will not use any words Redd Foxx wouldn't use.

Johnny Carson has everyone and everything: Doc Severenson with his wonderful trumpet...high notes...Ed McMahon, with his cheerleading and sycophantic adulation, an applause sign...finally Ed says, "Now let's bring him on

with a lot of excitement and love, Folks...Here's Johnny." And all I've got is _____ and half of you know he's a handicap.

I've had worse introductions than that. I have been speaking a long time...I don't remember one right now, but...

"...cleverest introduction I have ever heard from a Mastoid-of-Ceremonies. That's known to non-speakers as "a pain in the ear."

That was great! Joyous. And I enjoyed it. Any dentist would have. They enjoy any session like this where there is no biting, spitting, or cussing.

That was about as thrilling as a mashed potato sandwich.

You warmed the cockles of my heart. That's what you are: a real cockel-warmer.

I could have listened to you all night, and there for awhile I thought I was.

They told me I would speak here on _____, and by golly, we made it!

You can see by the expression on his face that he hopes this is going to be good--now that he's part of this event. Oh yes, they are going to blame you. (Follow this with the Bay City introduction)

Gave a good picture of what is to come. Mark Twain told a story of the little girl who looked at his photograph, then said, "We have a John the Baptist like that, but ours has more trimmings."

You are creative. I like, I admire the way you can twist things around to sound as though I am successful. The truth is that I could have just quit those other pursuits right--the Navy, Dentistry. They could have court-martial-ed me, thrown me out--put me out for malpractice, but this crowd will never know, will they? I thank you, Sir.

You ought to be in politics. Oh, you are?

You told them only the good things. That's efficient. If we were to get into the bad parts, that would take as long as Frank Sinatra going to confession.

Half a horse.

There were no references to family. Just as well for some of them were not too bright.

The first word I ever said was "Periodonticlasia."

No one present understood me.

My mother thought she did. She said, "Isn't that wonderful! He's going to be a foot doctor."

Flabbergasted - honestly, my
flabber was gasted.

RESPONSES TO INTRODUCTIONS - Key Words.

(Key Words -- refers to the way my subconscious remembers the whole joke, story, etc. This key word or these key words will bring up a whole section, a bit, a series)

Paul Harvey - bathroom

GIS
- "He was GREAT!"

Bill Buckley - "How was he?"

GIS
"What did he say?"

~~"Roots" - Jarvis - Howard - "We" - Mark Twain~~

"Great" and not exaggerated.

~~Mother wrote it.~~

Who had last year.
Location
Speaker - Humorous Speaker - Guitar - Mother

~~Got me started off right - that's his job.~~

~~Didn't tell any jokes~~

~~"... in case he's no good..."~~

~~Hair - hormones - thought he might have been mad at me.~~

"Saying something is so..."

G. Remarks

"Mother's Home Cooking"

"Clean Rest Rooms"

"Cowboys Stay On Longer" (sexual connotations - double entendre)

"Some damned fool didn't get the word!" (John Paul Jones)

"So it's not like a river."

~~Texas Stories~~

~~Dental puns~~

(over)

Dr. McFarland - "... 'cause I ain't never heard of him."

"... like when you have to swallow a frog, you better not look at it too long."

Might as well get right to it.

"Think I'll tell a couple of jokes just so the night won't be completely wasted."

He will have to share the blame. "Are you any good?"

Woman - a feminist - and I hate to put it this way, but a feisty one - a rather belligerent one.

"Dr. Jarvis, are you any good?"

Get your attention:

Old 2' X 4' joke... about hitting the mule.
(never use that! Too trite) Earl Cabell - no laughs at all, not a ripple.

p. 37 - "Scruples" - EAL Gate #6B, Atlanta.

Manner of delivery:

"I-don't-know-him-so -don't-blame-me-if-this-
turns-out-to-be-a-bomb type of introduction.

"They-asked-me-to-do-this type of introduction.

Threatening type:

"...and this had better be good."

Boss - "This is just a suggestion, but let's not forget for one second who's making it."

Worried - the speaker:

"You're not worried at all, are you?"

"The way you eat."

@em Remarks

Courageous person - did not try to get someone else to share the blame:

First time he has appeared for us.

The committee decided upon Dr. Jarvis --'course we know how wrong committees can be at times.

"...God so loved the world he did not send a committee."

We could not find an individual who would take all the blame himself or herself even...as courageous as the ladies are today.

I can tell from the introduction you have had some real duds here in the past, right?

I asked one lady about that, "Have you had any duds?" She replied, "Not till tonight." (give me a chance!)

Never get up and say, "Honored guests, Mr. Mayor..."

"...it was exaggerated a bit, we don't know from whence he (she) got the statistics but should not worry about such mundane matters. Just accept him as an honest man, his statistics as true, without criticism, and get on with it."

"Very good, Sir...and true, too."

"No derogatory comment. Difficult to introduce me and have no derogatory comment..difficult to be a Texas Aggie Dentist."

Soaked it in...look down, embarrassed, make little faces in the mashed potatoes, move the ash trays around...

"...glad we did not have a 'Born Again Christian' to introduce me...for they seem to be dedicated to the truth and remarks about my background would not bear the truth too much..."

"...we thank you for those remarks...and forgive you for any inaccuracies...and will leave that to the Judgement Day folks...but if I were you, I'd be hoping to live a long, long life...maybe they'll forget..."

Dreamed I'd died...went to Heaven...mentioned you "Wh-

Spec
An honest man...Rommel Captured - a courageous, honest man, inclined to tell the truth...right out.

That introduction was rather bland, don't you think? At least, Sir, you could have exaggerated the truth and have the audience believe, at least, that they are in for a treat. You weren't too excited about it. But that is your nature. Was talking to your wife about you. "No, I thought the boy was dead."

It is not topical now, but still relevant. I used to say, "I needed that introduction like President Carter needs another brother."

"I don't blame you, Sir, for hedging on me a bit. You are cautious, for you don't know if this is going to be any good, right? If I were introducing you, I would do the same...and several people here would not blame me."

"That was fine, all right. Fair, perhaps, is a better word. And that is all we can expect in the way of an introduction from someone we don't know and concerning someone unknown to us. In fact, one can't tell much from looks...at the bus station this afternoon when I arrived (this is a low budget crowd, Folks) a fellow was blowing off about being a friend of yours...and when I dared to ask if you would do a good job, he hit me with his purse."

My, that was wonderful, and so truthful...and so long. My mother would have enjoyed that...and believed it. What can we say, how can we respond to such a lovely, elaborate, truthful introduction?

~~Eminence~~

Talk shows...interviews..."You stand over there by the potted palm." "...most marvelous guest..."

Old, old joke...about the lady who said, "Judge, your Honor, Sir...that was the most overly introduced man what I ever seen."

"Man, that was GREAT! I can't wait to hear this myself!"

"...screw loose in our speaker." *P.A. Gen.*

Mark Twain - "...finally stole a dollar out of it."

That introduction - prepared:

"I'm really not prepared..."

Gen. Remarks

"I'm really not the one..."

"Go ahead and strike, Big Boy..." (rattlesnake)

"Son, go up and look in that coffin..."

Gen.

"...Harry Truman, I thought he was dead."

I can think of lots of people who would have liked to say a word or two about me here tonight, but I thank you for not inviting them.

Old, old joke...about the dog prized by this farmer... sent to college to learn to talk..."Are you sure he's dead?"

Norman Vincent Peale:

G Remarks

"..not going to be here." (Two sisters)

"...a wonderful speaker, a dentist."

~~Dr. Cross~~

~~Dr. Hooks~~

~~Dr. Duke~~

~~No one has so far really told the truth about me and I am grateful for that.~~

An introduction is like the remarks at a funeral. Seems that anyone who gets up forgets what a really miserable human being he was at times.

Mark Twain said, "I can live on a good compliment for two months."

"You know, that was a good introduction. 'You know' -- that's a couple of words we athletes use all the time when we can't think of what to say and that is a good deal of the time. Get a million dollars a year and they stand there saying, "You know..."

I commend you for your grammar, Sir
Retired English Teachers. (over)

"Why does he have an Engineering degree and a D.D.S.?
(bridges)

"...think you had never seen legs before." (Maxine)

Maddox - second state - tailgunner on school bus.

No Aggie jokes - refreshing

Rock and roll group - followed them:

Principal - "We will now hear from a dentist."

"...funniest man in the world."

"...funniest man you have ever heard."

G.I.S. "...prognosis of osseous implants in the ascending border of the ramus of the mandible."

Would really enjoy doing that...

Don't know anything about that...

"Are there any questions?" (so long)

"At least do no harm."

"You had better be good--'cause we've had some damned good ones."

"Ain't you got that bar a little higher'n you can jump?"

Didn't expect that good an introduction...for I have been visiting with him here tonight...

Asked me to look at his teeth...doing own work.

Lady limo driver - "...bringing it to town."

G.I.S. Dear Abby - "...hiding my teeth..."

Mark Twain said when a person compliments you like that, try to look as humble as possible, even though you do believe he is honest in every word he said, and go from there...believing he is a truthful man.

RESPONSES - Key words - at random.

Paul Harvey(bathroom) - Paul Harvey(his speeches) - Bill Buckley - Eminence - Texas stories - Aggie jokes - Howard Jarvis - "Roots" - Great! Didn't expect it - No reference to family ties - Mother(not too bright - "periodonticlasia" --"...foot doctor.") Class introduction(then use Class material) - Maddox(Tail gunner) - Maddox(truthful - \$3 million mansion) - Maddox("...still first east of the Mississippi) - Any questions? - Anyone not introduced? - Can you hear me? - Soaked it in(college girl - legs) 136th introduction this year(136th meeting, not counting the one with the IRS) - Didn't expect it to be that good (doing own work) (wanted me to look at his teeth) - You touched my heart - Mark Twain(accept the statistics as true) - Mark Twain - live on a compliment for a month. (good one) - Share the blame with me - I am going to leave and you will have to stay - "Do you know what hell is?" Funny - letter from the man who was dreadfully afraid of sharks and dentists - Wonderful - no derogatory remarks - (difficult to do that when introducing a Texas Aggie Dentist) - Most boring person in the world(Texas Aggie Dentist who did graduate work at Harvard, has quit smoking, lost weight, and jogs) - Great, got me started right, and that is precisely what you were to do(you did it a bit long, however) - My mother wrote that - Get attention(p. 37) - Tom Johnson("Sit down, Tom!") - Confused(Baby porcupine: "Is that you, Mother?")(cactus) - \$8.20 - Joe Robert's response - "...really not prepared." - "...really am not the one..." - Like when you have a frog to swaller - "There are so many here more deserving..." - Make the best of it (Prospector and Burro) - "...or let them enjoy themselves a bit longer?" - "...wrong funeral." - (Old joke) "...old bastard."(but he probably knew you better than I do.) "Any dentist appreciates an introduction where there are no grimaces or putdowns - finally get used to it(spitting, cussing, biting) - Enjoyed it(making faces in the mashed potatoes, etc.) - Limo driver(I needed that!) - Wish you had mentioned I have two airplanes to my credit - NSA(... best speaker in the United States." - Hardly wait to hear this myself - Egotistical to enjoy that(braggart who can produce) - "Dr. Jarvis, are you any good?" - Bay City - Dr. Duke - Dr. Cross - Dr. Hook - (Old aphorism: perfume - if you don't inhale.) - Fine man, always tells the truth, only one time he did not, and his mothered punished him severly - you can see it cured him) - live on a good compliment for two months - "...here's Johnny."(applause sign, etc. - all I have is _____ and half of you know he's a handicap." - 92 yr. old man introduced me - not going to

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any words Redd Foxx wouldn't use (reflection on you) - "intellectual giant... and we all know how the giants are doing." - "...crabgrass in Houston!" - I needed that about Jike I need a mashed potato sandwich - "...friend of his, I said something nice about _____, and this fellow hit me with his purse." - "...cleverest from the Mastoid - of - Ceremonies (pain in the ear) (I didn't say that; it came from the consensus) - "Isn't it easy to tell who doesn't get to talk at home?" - better than him doing his imitation of Spanish Moss - Had to slap him three times - Warmed the cockles of my heart (cockle-warmer) - best from an introvert - Had worse, don't remember when, but... - It's never so bleak... - And then they introduced a dentist (Marilyn Vandebler) - Ladies and Gentlemen, the President of the United States" - Could have listened to you all night... - "If he's good, it won't matter - and if he's not, let's find out fast." - (then use the frog story) "it says here he needs no introduction..." - "...finally, I stole a dollar out of it." - Old story: "...most overly-introduced man what I ever seen." - "Saying something is so does not mean it is so." - You can see from the expression on his face that he hopes this is going to be good." "You folks know that I don't know him personally - manner" Danger in being second or subsequent on any program - better be good - "Here lies the body of a man named Zeke, Second-fastest draw in Cripple Creek." - "I have died on the platform many times." - Gave a good picture of what is to come... Mark Twain was introduced... responded by telling of little girl looking at his photograph; "We have a John, the Baptist like that, but ours has more trimmings." - Didn't say why I had quit those other professions and vocations... take it for granted I succeeded in them... could have failed, too... "average" dentist ... pitiful dentures." "...bridges, you know." (DDS and Engineering degree) "We" (Mark Twain) - "...funniest man in the world." - "Dr. Charles..." "Oh, I hope so." - "At least do no harm." - "We will now hear from a dentist." - Tom Ward: "Dr. Jarvis looks funny... attended my funeral, it would be a funny event." (Really) - You were thinking, "This fellow doesn't look too good, really... we might have a dud on our hands here." - "...if you had to cite enough statistics to swear to the veracity of my background, that would take as long as Frank Sinatra going to confession." - "...not a 'Born Again' Christian' for they tell the truth, regardless of the circumstances.. Leave the punishment to the Judgement Day folks." - That introduction, rather bland, don't you think? Kind of like Redd Foxx talking about his reception: "Thanks, Folks, for that great round of looks." - "We have the most marvelous guest." (Talk Shows) - Cavett Robert (Duluth)

5. Remarks
Tom Ward
These 11 We

"I never saw this man before in my life. I don't know if he is any good or not. If he is, let's get to it... and if he's not, let's get it over with."

~~Just overwhelmed me.~~

~~"You done good, as we say in Texas. That's better than a Navy, 'Well Done.'"~~

Tom Sealy: "...open mind, not just an open mouth."
Ben Barnes.

Cavett Robert: "No one yet has devised a method to get a second chance at a first impression."

~~Wish you had mentioned my war record...two airplanes to my credit--including the one I taxied into.~~

~~A very good boy...and man...only punished once...and that was for telling the truth. You can see it cured him.~~

~~"...best introduction I ever heard--from an introvert."~~

~~Wish you had mentioned a bit more about my education.
"He's a self-made man. That's what I like about him: he doesn't blame anyone else."~~

~~Flunked sandpile. All I got out of that was pin worms...and my mother didn't even know that till they found me scooting around the yard.~~

~~"Shall we introduce you now or shall we let them enjoy themselves a bit more?"~~

~~I needed that like they need crabgrass in Houston.~~

~~You, Sir, are a salesman! You could sell crabgrass in Houston(or "He could sell crabgrass in Houston!")~~

~~He is an intellectual giant...and we all know how th Giants are doing.~~

~~"If you are going to reap the strawberries of life, you have to lay on a little fertilizer."~~

~~Do you know what Hell is? Come and here Dr. Jarvis.~~

~~Long...1952...Tom Johnson...Judge St. John Garwood...
"Sit down, Tom!"~~

After very long introduction: "My, my--isn't it easy to tell the folks who don't get to talk at home." (only if he or she has really hit you in the intro)

~~Bay City - Mr. R. D. Williams~~

Joe Robert's introductory remarks - "X academician"

~~Like we have at our country club - X'd out Colonels.~~

GIS
Old, old story...Prospector and the burro..."No, but I've always wanted to."

N.S.A. - "...best speaker in the United States" and everyone in the audience sat up, thinking, "Gosh, I didn't know I was going to be called on tonight."

"...reflection of credit on you...and I am going to make sure of proper conduct here tonight...and am not going to use any words Redd Foxx wouldn't use."

Johnny Carson Show -- Ed, Doc, the band, and all I have is _____ and half you here know he's a handicap.

"...cleverest introduction I have ever heard from a Mastoid-of-Ceremonies. That's known by the laity as a pain-in-the-ear."

~~"I've had worse...I don't remember when, but..."~~

RESPONSES(cont)

Jimmy Gross and Peggy - underwhelmed me - You done good
Backfire: Tom Sealy: "...open mind..." - "...have to put
up with some fertilizer(if we are to reap the strawberries)

Dr. Jarvis, Bob Murphey ①
No Paul Harvey
Air-Licence Bathroom
"Caint" Last-2 wks

Alasa, Texas

Alamo

Gov. Maddox-Chickens

Tail Gunner

Great p

"Damn Yanker"

Nick Carter

San

\$50

Children

Tablets- 2 of them

False teeth

Own "

Airplane

One engine off

8ight

3800 Twin engine

② Enthusi

Paper weight
Automatic Paper wt

Smoke

Baptist
Pneum?

Phil Harris
Man like that

Tied to the dock

Pope's got it

140 a year

Go to bathroom

Hairy Hips

where is it?

Jesus

Vietnam

Farm - Def.

ε "now he's come home drunk!"

"THINGS ARE MORE LIKE THEY ARE NOW THAN THEY EVER WERE"

* GREAT! HOWARD JARVIS - DID NOT LIKE H. JARVIS - HAIR AND MONEY (NO KIN) - "ROOTS" - "WE" - JOHN AND I - FATHER, NARROWED DOWN TO 3 OR 4 PEOPLE - WHY NO MORE BIOGRAPHICAL MATERIAL THAN THERE WAS.

* CLASS: YOU FOLKS - APPEAR TO BE CLASS - DRESSED NICE - YELLOW TEETH, BROWN TIE - THAT'S CLASS LIKE PEOPLE WHO ARE CLASS - PLACES I CAN'T AFFORD: BOCA RATON: SASS THE HELP - "STEP LIVELY WITH THE BAGS..." - CAMELBACK INN: BILL GOVE - NAPKINS - B. MUPHEY - MATTRESSES - HE IS NOT CLASS - DOG SHOW: MEET SOME BETTER DOGS - WAY I FEEL ABOUT THIS GROUP. FALSE TEETH: THREE DAYS OR SO WITHOUT SEEING ANY TEETH - MISSISSIPPI MAN - OVER MY COFFEE - GAG EASILY - FALSE IDENTIFICATION (TELLER)

* AUDIENCE: PUN - CEREBRAL ASTUTENESS HUMORIST - NONSENSICAL - SEES THINGS FUNNY BUT REALLY THEY ARE PAINFUL - MAKES IT FUNNY - PROBLEM: AUDIENCE HAS TO BE AS INTELLIGENT AS THE HUMORIST.

HUMOR: A GREAT VEHICLE - "GOV'T JOB?" EVEN A PAINFUL MESSAGE. CARTER ALIVE - CRONKASE - TRYING, VERY TRYING - BILLY BETTER - PLEASE YOUR MOMMA?

BRESHNEV JOKES - KHOHMEINI JOKES - OFF WITH THE HANDS - NEED YOUR HAND - SCRATCH

3 CRITICAL LETTERS

BILLY SOL ESTES WITNESS

* PROBLEMS: SUCCESSFUL PEOPLE HAVE PROBLEMS SOLVABLE - UNSOLVABLE - "HANDLE" TOTIE FIELDS: SENSE OF HUMOR: LAUGH AT SELF DIABETES - "...TWO LEGS AND ONE SENSE OF HUMOR..."

COULD BE WORSE - GOING FROM HERE TO CHICAGO. DON'T KNOW THE OTHER FELLOW'S PROBLEMS..WHAT KIND OF PROBLEM'S A MAN'S GOT...OR A WOMAN.

KNOW YOU WOMEN ARE HERE - AFRAID OF YOU. HE - SHE - GOD - SUPERIOR - ELEVATOR

ALL HAVE PROBLEMS - FIND SOMEONE WORSE OFF -
 WHY WE COME TO THESE CONVENTIONS - HE FEELS
 WORSE - \$35 FOR AN INLAY - NOT TOUCHING ANY -
 DOESN'T MATTER WHAT YOU CHARGE IF NOT TOUCHING
 ANY OF 'EM.

~~A.W.O.L.~~

~~FARM-ORIENTED GROUP:
 WHAT IS A FARM? DEF.
 SMOKING, DRINKING, CUSSING
 H. E. W.
 RUSSIAN POTATO CROP~~

WE ALL HAVE PROBLEMS:
 BIGGEST PROBLEM: TO BE HAPPY IN SPITE OF
 THE PROBLEMS.

"SOLVE" "HANDLE"

2% WAITING TO BE OFFENDED:

"...PREACHING TO ME."

POLISH GENTLEMAN:

WHAT DO THE POLISH PEOPLE LAUGH AT?

AGGIE JOKES?

SUPERIORITY HUMOR

TRYING TO BE EQUAL TO THE REST OF US

HAVE TO LAUGH IF YOU ARE TO SURVIVE.

PSYCHIATRIST'S COUCH - PSYCHIATRISTS - NEED
 ONE - "...PARANOID..."

enjoyed your sermon.

LAUGH AT SELF:

UGLY EARLY

* REAGAN OLD - SHOULD CARRY ME AROUND WITH HIM
 HOW OLD GOD IS - "YOU'LL LOOK OLDER."

* LOST WEIGHT:

24 LBS

"...EXCEPT FOR YOUR NECK. LOOKS LIKE
 WILTED CABBAGE."

"IT'S CANCER."

"WHAT DIET ARE YOU ON?"

WANT A MIRACLE CURE.

WANT A PILL THEY CAN TAKE.

IF WE HAD ANY COMMON SENSE, WE WOULD
 KNOW THAT NO DIET WORKS; WE ONLY HAVE
 ONE - CALORIES IN, CALORIES OUT.

COMFORT MATE - HELP MATE - MAXINE
 SNICKERS
 DENIS WAITLEY - SACK OVER HEAD
 HOTEL ARCHITECTS - SADISTIC - MIRROR
 WHOLE BATHROOM
 BUDDHA - DEFECTS - BETTER WIFE

* S. OF H. - ANOTHER GREAT GIFT
 KID YOUR SPOUSE
 35 YEARS - MARRIAGE
 HER THINKING OF ME AND ME THINKING OF HER
 BE ABLE TO KID EACH OTHER
 REDD FOXF:
 GRANTED S. OF H. TO STAND THINGS... SOLVE.
 KIDS ALL HIS WIVES
 "SING SOMPEN!"

* LOVE LETTER TO WIFE:
 FIRST 5 MIN.: TELL HER HOW MUCH I LOVE HER
 AND APPRECIATE HER GIVING ALL THOSE YEARS
 TO ME.
 MAN TO HANDLE REAL ESTATE, LIFE INSURANCE,
 PALL BEARERS LISTED... STATE OF SHOCK.
 "...DIE FIRST?"
 SMILE - MISTAKE
 MARRY A GIRL 26 YEARS OLD
 GLENDA

IF I DIDN'T LOVE HER, I WOULDN'T MENTION HER.

* PROBLEMS:
 SOLVE - HANDLE
 LOSE WEIGHT
 CAN'T GROW HAIR
 BLAMING MY MOTHER:
 6'-1"
 "...CAN'T NO MORE GIVE 'EM..."
 SHOULD HAVE CHOSEN BETTER
 HAIR - MOTHER'S SIDE.
 HAD ALL THOSE COURSES, DON'T BELIEVE
 THAT MESS.
 DADDY'S SIDE - BALD AS A GROUND
 GRANDDADDY - BALD AS THE FLOOR OF
 THIS ROOM.
 GO ONLY WITH THOSE WHO HAVE HAIR,
 RUN HAND THROUGH HAIR, IF ANY
 COMES OUT, WIFE THEM OFF THE LIST.
 "PART IT IN THE MIDDLE."

HAIR PART

PROBLEMS YOU CAN'T SOLVE - LAUGH AT THOSE.

* PEOPLE DO NOT THINK; THEY THINK THEY THINK:

DO NOT USE BRAIN
NON-THINKING AMERICANS
55 - MOWING RIGHT OF WAY
EAT-DRINK-DRIVE

MARRY RIGHT:

FAT/SHORT/FAT-SHORT/UGLY
UGLY BOY HOME
BIG MAN/LITTLE WOMAN
HIS TEETH
CORN-ON-THE-COB THROUGH A KNOTHOLE
"BUCK"

NO RESEARCH

BLOCKED OUT BY EMOTION:

"LOVE SICK"
"LOVE BLUR"
"LOVE BLIND"

* DO NOT RECOGNIZE THE FAULTS IN OURSELVES:

"MOTHER'S LINE"
"...MORE YOU WORK ON CHILDREN, THE
BETTER YOU LIKE DOGS."

"SHE'S SIX."
"...ST. EDWARD'S."

LIE TO ADULTS - GET ELECTED.

2ND STEP IN PROBLEM-SOLVING:

CAVETT - "TREE FULL OF OWLS."
"MY FAULT?!"
"MY MOTHER TOLD ME I WAS PERFECT."
"...QUIT TALKING TO HER."
"BE YOURSELF."

* MOTHERS - GRANDMOTHERS:
GRANDMOTHERS - FLAKEY
...SAWING A DOG IN HALF!

WE MAY BE OUR PROBLEM:

* 2ND STEP IS TO FIND OUT HOW MUCH OF
THE PROBLEM IS OUR FAULT.

MAYBE WE ARE OUR PROBLEM.

* 1ST STEP - TO IDENTIFY THE PROBLEM
NSA - "YOU'RE NO GOOD."
"...TRUTH OR A SNOWJOB?"

Stories - judged by
audience reception
of 1-10

Intro
7-10 Below - do not
use 4.
use: "As Is"

Tail Gunner 8
Dental: ^{Nick} Carter
Socialized Dental
Very good
Seccon

Dentures, etc.

Good intro:
Airplane - turn
one engine off

Card: in other suit.

Battery operated
"... knock hell
out of them.

Maxine

"..."

Baptist.

\$8 & 20 cent
mean streak

Pope 'got

Paul Harvey

140 of 'em

Hairy: "where is your
mouth

Jesus-hairy

Vietnam - 10!

Bob Murphey
Grand Jury

Bander

not out there
Not here - we are
anxious to get this
done

Love me?

"... Job

Grand Canyon - 10
million - Gov job?

20 $\frac{11}{7}$ # and a 6#

Farmer:

Definition of a farm.

H. E. W.

Russian potato crop.

*LAADCBF.
one example of each.*

Minister:

Ladies Aid

Little grey-headed ladies

Choir("....bitch.")

".....call more."

"....called to the ministry."

Speaker:

Successful groups....one like this!

Daniel and the Lions.

*Captive audience there in dental chair....

Frustrating, tedious business.

Hearing aid still

Poem: "THE PATIENT"

Frustrations

Tornado!

Frustrations:

Used to frustrations.....

Texas Aggie Dentist

Aggies:

*women
A & M
"Maggies"*

SMU - Men to Texas - Hairy Co. Agent

Lawrence of A & M - Maggie....

Paid employees.....

Jo Stegall Seminar
August 1st and 2nd
Clayton, Ga.

Paul Harvey.....

~~So, it's not a river!~~

~~talk~~
~~talk~~

Go through the paper chapters

~~Texas Aggie Dentist~~

~~Texas....Maddox....etc.~~

~~Aggies.....Auburn.....~~

~~Lawrence of A. and M.~~

~~Hairy Co. Agent~~

~~Kidnapped Pollack girl~~

~~Dentist:~~

~~"...great pain..."~~

~~"...grind on ya"~~

~~"...great expectorations."~~

~~"Darned Yanker"~~

~~Dr. Cross:~~

~~Dr. Duke~~

~~Dr. Hook~~

*Talk about it.
write " "
Do it.*

~~Proud of my profession:~~

~~119,000 dentists...~~

~~Tedious, difficult business~~

~~Cosmetically beautiful....etc.~~

~~Working on a moving target....~~

~~Pitiful work!~~

(over)

Humorous Speaker:

~~Captive audience!~~

~~Chinese water torture!~~

~~"I just hate dentists!"~~

~~"You dentist you!"~~

Children:

~~Balloon~~

~~Bow and arrow~~

~~Nest...hole in it....~~

~~"How about a nice rug?"~~

~~"Vol. 26...Americana Encyclopedia"~~

~~Communication problem...."..beat the hell
outa you!"~~

Kooks:

~~Cigar....cleaning histeeth....~~

~~Dog...."He doesn't like to see me hurt."~~

Don't like us:

~~Image.....Romantic Medicine....~~

~~Romantic Dentistry!~~

~~Physicians: "Keen with a knife"~~

Resent us:

~~Chrome.....on car.....1955 DeSoto...waxed!~~

My background:

Navy deck office....qualified OD...

Prof.

What could I have been?!(Capt of the Pueblo)

Navy Pilot...Capt goes down with the ship?

Bail out!

Electrical fire....

Couldn't get out of the plane....Pensacola

Dentist

Speaker

Bail out!

~~Vocations (four) Mother~~

~~Guitar...~~

Spiritual reward with each....

Vocational instability...not necessarily success.

~~Should have been hunting and fishing and~~

*Kamikazes
Sense of humor
Government work*

*Navy Carter
"...I'll just
"Shove out!"
Butter on their
shoes.*

who'd do that? ⑤

Two women - one man.

Texan:

~~Texas - Marine - Harvard
 Butte
 Mexican pausing
 Back door to Alamo
 Run out of somewhere
 Gov. Maddox - chickens - tail gunner.~~

Dentist:

~~"...great pain..."
 "...grind on ya."
 "...great expectorations."
 "Damned Yanker."~~

~~False teeth - teller - false identification!~~

~~Dr. Duke~~

~~Dr. Hook~~

~~Dr. Cross~~

Atlanta

Frustrating:

~~Sand pile - pin worms - scooting.
 Small town:~~

~~Crickets die.~~

~~Haircuts.~~

~~Cut meat.~~

~~Vapor lights.~~

~~Circus - revival.~~

~~"FASTEST LEGS IN TOWN"~~

~~"SALLY RAND'S NUDE REVIEW"~~

Doctors - Patient Relationships
"The Marcus Shelby
Agreement"

1 ypr. a week!
of course
gets him.
used to be God
kind, considerate
hand.
shed people's
for an bed.

(One the best
thing they
could do.)

Tommy Lou -
"...when my
mamma was
dying..."

God complete
Med. school
Then, patients add
to it.

POEM: "THE TAVERN"

Could be worse:

Prof

*after Flaherty's
hogs.*

"Well, he coulda fell on us."

GOD BLESS THE AMERICAN DENTIST:

He is doing a fine job - inspite of the people.....

Prof

"...spit on you, cuss you, bite you."

"...using him less, but enjoying him more."

"THE FINEST PAIN-KILLER ON THE PLATFORM CIRCUIT."

"WISH YOU WERE BACK IN PRACTICE"

Prof

"...the dentist I have now doesn't sing, or joke...."

"He doesn't have to; he's a good dentist."

AND I AM PROUD OF EVERYONE OF YOU, MY COLLEAGUES WHO ARE DOING SUCH A FINE JOB AT DENTISTRY THAT, GOD BLESS YOU, YOU DON'T HAVE TO SPEAK FOR A LIVING.

"...doin' get that around.."

How proud I am of the profession:

Pride ✓

1. Doing a fine job throughout the country..
2. ~~107,000 of my colleagues doing wuch a fine job that they don't have to speak for a living.~~
3. Different methods of M.O. (a la Jack Webb):

One friend who does not even have a dental assistant.....does fine work.....collects for every bit of it.

Another, this one in Georgia, who took such great pride in showing me through his office. It is beautiful, equipped throughout with Spanish decor.....designed by his wife...who is an interior decorator and a successful one. This man, proud of his office and proud of his staff which numbers 10! Eleven people in that office counting himself.

Lab man has a maid! (He can prove it to you that this pays off in production).

Very efficient man.....but I got the impression that if he drops an instrument he loses \$25 and that he dearly hates to lose that much.....cause he has to work x number of minutes to make up the loss.

4. Fine work.....spoiling the American people.

Nothing replaced like we can replace teeth.

M.D.'sTransplants....exciting, but not perfected yet.....

Hurry and perfect it.....lots of things I could use.

LA PD

7

THEORY OF HUMOR -- OTHER SPEAKERS.

ASKED THEM:

KNOW VERY LITTLE ABOUT IT.

CANNOT -- DEFINE "HUMOR"

-- DEFINE A "JOKE"

-- NAME THE THEORIES OF HUMOR.

-- DISCUSS WHY PEOPLE LAUGH.

THREE CATEGORIES: (ANY PROFESSION)

1. THOSE WHO CAN TALK ABOUT IT.
2. THOSE WHO CAN WRITE ABOUT IT.
3. THOSE WHO CAN DO IT.

THE THIRD CATEGORY OF PERSON USUALLY IS THE ONE WHO CAN GET OUT THERE IN FRONT OF THE AUDIENCE AND MAKE PEOPLE LAUGH, BUT WHEN IN AN INTERVIEW IS ASKED TO DISCUSS HUMOR, WHY PEOPLE LAUGH, ETC. THEY FALL VERY SHORT.

THIS TYPE OF PERSON MIGHT OFFER SUCH EXCUSES AS "I DON'T WANT TO KNOW MUCH ABOUT IT. JUST AS LONG AS I CAN DO IT, THAT'S WHAT'S IMPORTANT TO ME."

THEY MIGHT NOT ADMIT IT, BUT THEY MIGHT FEEL THAT IF THEY UNDERSTOOD IT A BIT MORE, THEY MIGHT LOSE IT.

QUESTION: YOU EVER HEAR A SPEECH TEACHER MAKE A GOOD TALK?

NO? WHY NOT? CARICATURE THE SPEECH TEACHER.

Humor - Synergism

Synergism - cooperative action of discrete agencies such that the total effect is greater than the sum of the effects taken independently .

Examples - Drugs....Alcohol and Barbiturates

Humor: Fechner, in Introduction to Aesthetics

"From the harmonious confluence of two pleasure-sources which of themselves amount to little, there arises a greater, often a much greater pleasure-result...that can be explained as the sum of their separate actions."

Example: My best type of humor.

Humorous story, told with style, and art(I hope) and still with a sudden twist at the end.

The Bumblebee.....

Elaborate story....unwinding

Audience is led along...
but with a style that leads
to laughter as it flows.

Then, at the end, I am made
a fool of by the one who
seemed stupid....

The farmer gets the best
of me...the storyteller.

Example: Costume and visual humor.

Emmett Kelly - his comic routine
- costume
- some act he never achieves.

(over)

Costumes enhance funniness by 100%
Busyness enhances funniness by 400%
Together, these two enhance funniness
by 600%

Josh Billings: "Humor is wit with a
rooster's tail in its
cap."

THEORY OF HUMOR: INTRODUCTORY REMARKS.

THE BIBLIOGRAPHY OF J.Y.T. GREIG'S
PSYCHOLOGY OF LAUGHTER AND COMEDY, PUBLISHED
IN 1923 (DATE OF MY BIRTH), COMPRISES THREE
HUNDRED AND SIXTY-THREE TITLES OF WORKS
BEARING ON THE SUBJECT.

HOW MANY SINCE THEN?

EXTENSIVE STUDY HAS BEEN MADE AND YET
NOT A REAL DEFINITIVE RESULT HAS BEEN
REACHED CONCERNING LAUGHTER AND WHY
WE LAUGH.

Best stories:
Night gown
Bird
Red light

Dr. C.W. Jarvis
Apartment 263

Womb -
running all around
trying to find a
place to plug it in
again.

Pimples - Slam books -
Pel. Mink
Farm

Bald

100 Tower - "did not like
it.

Response to the intro.

Dr. Duke

Dr. Cross

Dr. ? President of
Oklahoma
University

(713) 351-

Jokes: "Gov's job?"

Harry Webster

Been like that all day!
ear to wall

Red light

Prescription For
The Happy Life

Key words - put
into HUMOR

C:\WPWINGO\JARVIS

A_thru_Z. ABK

& C:\WPWINGO\HUMOR\

A_thru_Z. HUM.

P F T H L - Atlanta

Regency Hyatt

1200 Intermediate

Land Bank

Dr. Chas W. Jarvis

263 Apt Emeritus

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