

Fall, 2005

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NSAT Meeting Schedule

Current and complete program details are on our web site: www.NSATennessee.com

August 13, 2005

Patsy Writesman

"To Death Do Us Part Marketing and Sales"

September 10, 2005

Lenny Laskowski

Internet

October 8, 2005

Rick Jakle

NSA President

November 12, 2005

Jane Atkinson

The Wealthy Speaker

December 10, 2005

Lois Creamer

Book More Business

NSA Calendar

2006 Workshop
 February 10, 2006 - February 12, 2006
 Arlington/Washington DC,
 Location: Crystal Gateway Marriott
 Location Phone: (703) 920-3230

2006 NSA Convention
 July 22, 2006 - July 25, 2006
 Orlando, Florida
 Location: Orlando World Center
 Marriott
 Location Phone: (407) 239-4200

2007 NSA Convention
 July 09, 2007 - July 12, 2007
 San Diego, California
 Location: Manchester Grand Hyatt
 San Diego
 Location Phone: (619) 232-1234

2008 NSA Convention
 August 02, 2008 - August 05, 2008
 New York, New York
 Location: Marriott Marquis New York
 Location Phone: (212) 398-1900

Editor Cynthia Jordan
Design/Layout David Humes



Voss's Vision

By Voss Graham, NSAT President

The new year for NSAT has arrived. We have new officers and directors – with a blend of experience and youth. We have new challenges and some old challenges. But most importantly we have each other. And I am looking forward to meeting everyone of our members and guests.

The new NSA President has developed a theme called "The Magic of Community!" When I first heard this at the NSA leadership camp I was not sure if it would energize a group of speakers. Well I showed my inexperience concerning this great group of people – our community – at both the National and Local levels.

First, on a National level I have seen and heard the experiences of other speakers as they tell the stories of how someone encouraged



The future of NSAT from left to right: Keith Sanders, Voss Graham, Jeffrey Rowe during 2005 NSA Convention

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them to greater heights; mentored them on the profession of speaking; helped each other work with large clients or substitute for one another for various reasons and the graciousness of the top tier of speakers as they reach out to help or just plain show interest in a new person within the group. This is a community of peers who look out for each other.

The NSA Foundation was established to assist members who are in need due to medical issues, family issues or financial issues. This same community continues to contribute and fund this outstanding community service to the NSA community as a whole. Find people on the Board at the Foundation as ask how you can help your community.

Second, we have a wonderful community within NSAT. We are spread over the state of Tennessee. Yet, this group of great individuals come to Nashville every second Saturday of the month to attend our community meetings. Driving

from Knoxville, Chattanooga, Memphis, and points in between to join our local friends in Nashville. What an experience! What a community!

As your new President for 2005-2006, I am excited about serving your needs as a speaker. As a leader, I asked myself a question about the future. If today was the end of my term and I'm looking back over the year – What would I see that we did well?

As I looked into my crystal ball, I saw the following:

We increased our membership to 120 active members. We had to get bigger space for our meetings. We set up a mentor system for the new (non-NSA members) to help them get to a new level of performance. We had more speakers joining NSA and going for CSP certification. We created some new meeting formats so the long term NSA members could re-energize themselves at our monthly meetings. More people were engaged and active in our chapter than ever

before. And most importantly, we had fun at every meeting and every encounter.

This fun thing is very important to me. While I am not a comedian, I do enjoy life and want others to see the important of fun and humor. AND, we have some serious fun types in our chapter. At the recent Atlanta NSA convention, we had a large percentage of our chapter in attendance and I can say that fun has a high priority with this group.

The final note for this column today is – I need everyone in the chapter to join in the fun and encourage others to join our chapter. We need to grow for many reasons. The best reason is to have more people in our community. We can help and encourage each other to new levels of independence, excitement, results and friendships. Come on and help us get to a new level – be an active part of our great community!



Mark Mayfield and Carol Grace Anderson taken by Joe Calloway (2005 NSA Convention in Atlanta, GA)



"We make lifelong friends at NSAT."

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Be Funny By Not Trying So Hard

By John Kinde

Be Funny By Not Trying So Hard
The harder you try to be funny, the less funny you will be.

Trying too hard to be funny works against you. It sets up a confrontational feel to your delivery. You feel as though you are challenging the audience to laugh. The attitude is that it is important to "make them laugh!" That if you do not succeed that you are not in control and you fail. It sets up an expectation that the laughs MUST come. And you feel a disappointment when your expectations are not met. You tell a joke. You get no laughs. You give the audience the "look of expectation." When delivering humor, do not beg.

It is a clear lesson that we learn on the *improv* stage. The harder you try to be funny, the less funny you will be. Better to relax and be in the moment. Connect with the others in the room. Let the humor flow from your character, your stories, what you do with your body, how you pause. And the audience will like you more when you are less "in their face" with the humor.

So when you deliver a funny line (one that YOU thought was funny) and the audience did not laugh, just realize that they are gently correcting your assumption. They are making you a better presenter the next time you step on the platform. They are doing you a favor. They are coaching you to eliminate the joke or change it. When you

are greeted by silence, pretend you were serious. After all, a well delivered humor line should come as a surprise. So if they don't laugh, it's your secret. And maybe use a stock line like, "the reason I told you that story was..." And make a learning point. Pretend that you never did expect them to laugh in the first place, and keep moving. They will never know!

Remember one of the key secrets of the good humorist. Less is more. Do not try so hard and your humor will usually flow with a more natural and impact style.

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Funny, but not so hard

TM Corner

7 Steps to Dynamic Story Development

1. Set the Scene – time, location, conditions, scenery weather. What's going on emotionally.
2. Introduce the Characters – Describe them physically as well as some quirks. Become them. Add gestures that belong to them that are different than yours. Do this only with main characters.
3. Begin the Journey- What is

the goal or journey? What is the challenge?

4. Encounter the Obstacle- What is the obstacle? Exaggeration can make this funny.

5. Overcome the Obstacle- What did you do to overcome? Where did you get your strength? Is there a hero, someone who helped you? Break solution into a sequence.

6. Resolve the Story- Bring it all together so your audience knows how it all turns out.

7. Make the Point- One story-one point! Make it simple and easy to remember.

Reference: July 2005 Toastmasters Magazine article by Ty Howard

Welcome New Members!

Genevieve Parrott
Mark Cardona
David Peterson
Monica Neubauer
Theresa Lott
Joseph Pipkin

Members News

David Humes,
past NSAT
president,
received his
Black Belt in
Wado-Ryu
Karate on
April 26, 2005.
Good training!



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Join the National Speakers Association

Option One: Have you received monetary payment for at least 20 presentations within the last 12 months? You are qualified!

Option Two: Have you given at least 20 presentations to audiences of 15 or more as part of a salaried position within the last 12 months prior to application? You are qualified!

Option Three: Have you made at least \$25,000 giving presentations during the last 12 months prior to application? You are qualified!

Remember: you only have to meet ONE of these requirements to qualify.



David Humes jamming with Mike Rayburn at 2005 NSA Convention

David Humes, Newsletter Design/Layout, Webmaster

Thank you all for contributing to this effort. Please continue to submit your rich content so this newsletter will continue to be a valuable keep sake for our members.



Cynthia Jordan, Editor

Cynthia is relocating to Texas. We'll miss her dearly. We are grateful for her service to NSAT. She's only an email away. Keep in touch... emeraldeagle@comcast.net

All NSAT Meetings are on the second Saturday of the month unless otherwise noted.

Monthly Meeting Location:

August 8, 2005: Brentwood Courtyard Marriott (615) 371-9200 (just South of Nashville off of I-65).

September and thereafter: To be announced.

Time: 8:30 AM. - 9 AM: registration and networking
9:00 AM to 12:00 PM: NSAT Meeting.

Directions: From downtown Nashville or I-40, take I-65 South. Take the Old Hickory Blvd. exit (West). Go through the first light. Get into the left lane but go through the next major intersection, Franklin Road. Make your first left past Franklin Road (you'll see O'Charley's on the left). After you make the left turn, you'll see the Courtyard Marriott on your right.

For the most up to date information and to register online for an upcoming meeting, visit NSAT's web site: www.NSATennessee.com



"An award winning chapter of the National Speakers Association"

Visions & Voices