

What Folks Say Before and After My Speeches!

I have given over two thousand professional speeches during the past forty years and I have received some strange introductions and unusual responses after those speeches. Although most introductions have been perfect, in that they were taken from my biographical information, some have been unusual. What folks have said to me after speeches have normally been very warm and interesting, while a few have been very thought provoking. I would like to tell you about a few of these comments.

My strangest introduction was a simple one. Without distributing any biographical information, or telling the audience why I had been invited to speak to them, the person in charge, after giving several administrative instructions (the bathrooms are down the hall...) said, "Here's our speaker." No applause...just a large audience looking at me wondering about what I was about to say!

I told them who I was and why I had flown 1500 miles to be with them for the next hour...they accepted the information...and everything went quite well for the remainder of the hour. In fact, everything went so well I was invited back to speak to the same group...with a different MC...about six months later. I was glad I had had so much speaking experience before this nerve-racking introduction happened to me! On another occasion, I was in Chicago to give the luncheon speech to a national bottling trade association. About 9:00 the evening before my speech, I was called by the association executive director and told that the

breakfast speaker had just called and said that there was a death in his family and he would not be able to come to the convention. The executive director wondered if I would be able to give my speech at breakfast, AND, give a second speech at the luncheon! He said, "We will be glad to give you two speaking fees if you can do this."

I said I would be glad to do it, called my secretary and asked her to fax the outline of another speech of mine to me in the morning. At the breakfast the next morning, the executive director explained what had happened to the scheduled speaker and was very effusive in his introduction of me and praised me for my willingness to not only change my schedule but to accept the challenge of a second speech with so little notice.

The speech well and I spent the remainder of the morning reviewing and revising the faxed speech I had received from my secretary. At the luncheon, the audience was larger than that at the breakfast, making me feel good that more were coming to hear me rather than less. There had been about 450 at the breakfast and there were 600 at the luncheon. Following the luncheon, the executive director rose to speak. He mention the dinner-dance that evening and a tour of a local bottling company to be conducted that afternoon and then he said...."Look at us.

We have 900 members but only 600 are here! We are never going to be able to afford a good speaker if more members don't attend these conventions." He then realized what he had said and started to tap dance about how good I was and

how lucky they were to have me...but he was embarrassed! I laughed it off but used it to get laughs all during my speech. Thank goodness, the audience was super and we all had a good time. One member even created a label for a water bottle with my picture on it and sent me a case! And, when I got my fee, it was for two and one half the amount I had planned to receive!

The two after-speech comments I have received that I remember best are:

1. After giving a speech (sermon) on "Moral Development" at our church one Sunday I received folks at the back of the sanctuary. One elderly member was very enthused about my message and after a few comments said, "Glenn, your message was just like water to a drowning man." I hope that isn't exactly what he meant!

2. I spoke for one trade association numerous times and some folks came to see me over and over, even when I was repeating a topic. On one occasion a lady, a regular audience member, grabbed my hand and said, "Dr. Saltzman, every speech you give is better than the next!" Oh well, I keep trying.

There have been many more interesting comments but these are my favorites...this story may be better than the next!

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