

Part 4
The third stage of my life as business consultant
(6-Story 9)
What I learned from the party

The reception before the dinner party was in the lobby where people talked with a glass in hand. I found exciting that I could walk around with a glass in my hand trying to exchange business card with talk and fun. All because of the braces I have on my leg and foot.

Do the readers remember that I landed on America without using the walking cane? To me, it is a miracle like story that I could walk and stand without it in those days. As of now at the age of past seventy, however, the walking cane returned to my hand in daily life. I find unstable when I stand still.

Two thousands people were gathered in one big hall for the dinner party. It was fantastic. I noticed that there were very few black people. Not only the managers but also the truck drivers are white people in the majority, to say nothing of the owner operators. The American trucking industry consists of mainly by the white people both labor and management.

I had a very impressive moment when the time came that the chairman of the ATA came on the stage to make the opening speech. The big screen was on the both sides of the stage to show his coming up. The people were still talking and laughing making a thunder like noise. Most of the attendants did not notice his coming up for the greeting speech. I noticed him far much earlier than my surrounding people, because I was busy watching people as I always do.

The master of ceremony began to introduce the chairman to speak, but nobody noticed it with the big noise surroundings until some applause came out from the stage side first.

The chairman stood in front of the microphone and opened his mouth saying with big voice, "Good evening, ladies and gentlemen!" The people near the stage began to clap their hands and yet the far backside people were talking and talking. I watched how he captured the attention of the whole. Making a few second of the moment with a smile in his face, he said again, "Well, ladies and gentlemen, once more, good evening!"

With that call, the whole audience became absolutely dead silent with not a single voice or a noise, and all of them turned their faces to the stage all together. By the way, they never bring children in the dinner party. They have their own place to stay in during their parents are enjoying the dinner.

It was great that the audience made that big change, but far more than that was the chairman who made it with that short repeat message in a dramatic and oratorical way to capture the heart of the audience. I always admire the Americans' way of excellent presentation. They are well and better trained for debating and making presentation better than Japanese do. My life experience in the Philippines with English spoken TV gives me an impression that the language itself makes the difference.

In the latter half of the party, the chairman elect and his family were introduced on the stage. This sort of scene is one thing never seen in the Japanese society. I could not help feeling envy of their style.

When the time came for attraction with the country song show, the children who were waiting in another room first came into their parents table for the family joy in. The spectators including kids were all good mannered in the attraction hours.