In prior interviews with Ms. Daves, Barry had instinctively followed the Advocate strategy: the superior goal is to reach the journalist's mind and get him/her to cross the threshold - become a libertarian. (The lesser goal is to get x column inches of "press." That will take care of itself; see reprint of Ms. Daves' article.)

We drove to my luncheon speech at Lions. I was nervous. I hadn't given this particular speech in months. It worsened when they squeezed the program and cut me from 30 to 20 minutes. I saved the meat of the speech and cut some humorous parts; in retrospect, the wrong decision. Response was lower than usual: 20% (10 of 50) gave me their business cards for a subscription to the FREEMAN. Not a disaster, but not a thriller either.

After the Intro Event a small group got together and discussed what we liked and could improve about the event; that finished at midnight. A somewhat smaller group met until 2AM discussing the MPE and giving me more advice (and criticism) on it. Got into bed at 3AM, but was still so wired up from speaking to such a large audience that I read until 4AM.

It was so nice to sleep in until 7 the next morning. My flight wasn't until 9:45 to ...

NEW JERSEY, July 16. Len Flynn picked me up at the airport; at lunch with his wife Virginia we discussed the early success New Jersey libertarians had with electoral politics, and the current level of activity. After a much needed and too short nap, we were off to Metuchen for the Intro Event. We had a spirited group of 18, including the man who taught Ayn Rand to dance.

But spirited or not, all of us were disappointed with the small turnout, especially in that there were only three guests. See sidebar for analysis.

SOCIALISM JUST DOESN'T WORK

(EVEN FOR LIBERTARIANS)

Something went wrong. We had 18 people at an event designed for 40. It was the first time we've had a serious audience shortfall since we started the "performance bond" concept over a year ago.

(The Bond: $200 paid to me to guarantee an audience of 40 or more. It's refunded the night of the event if 40 or more attend, and pro-rata refunded if fewer.)

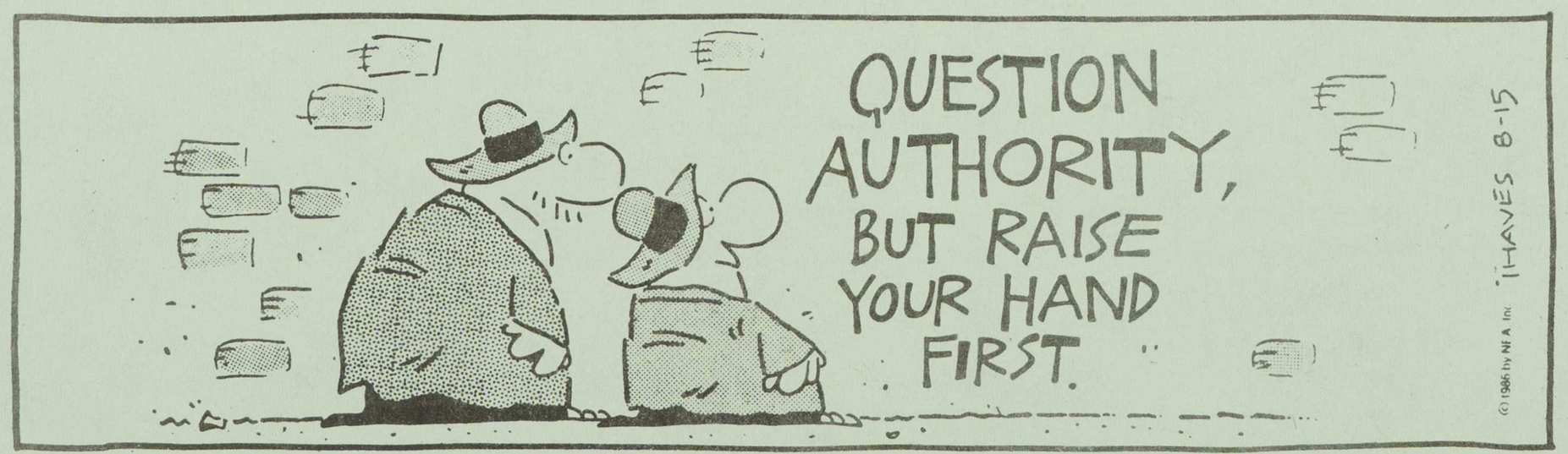
The day after the event, the local organizer and I searched for the reason. I asked how many of the people who had written "guarantee" checks had met their individual guarantees? He told me that since the LP was the sponsoring organization, the $200 performance bond had been written not by individuals, but on the LP treasury.

Now we understood -- shared responsibility is no responsibility. From now on, real (ie, personal) checks only.

The next morning, Rich drove me to ...

IRVINGTON-ON-HUDSON, NY, July 17. This was my first invitation to speak at the FEE Summer Seminar. I felt like the little kid on the block. (Speakers the same day were Ralph Raico, Richard Eberling, Howie Baetjer and Israel Kirzner.)

I gave a version of the Black-Belt speech, "How to Share Your Free Market Ideas With Friends," and it was very well received.

Saturday morning I was at La Guardia airport and saw a scene that got me a bit choked up. A Japanese grandfather had a huge smile; he was beaming watching his 18 month old grandchild meet and play with a little white girl of similar age.

Frank and Ernest