



MIND... SET TO SUCCESS

(How being childish pays dividends)

Vol 4 Issue 3

Speaker Humourist Magician

June 2011

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Dear John

I love children, I find them particularly entertaining when they're aged between about 4 and 7. Have you noticed how they're just beginning to get a good idea of how the world works and yet they haven't quite got a grasp of it.

Here are a few of the little darlings' interpretations of how they see the world around them:

"If it is less than 90 degrees it is a CUTE ANGEL."

"The closest town to France is Dover. You can get to France on a train or you can go by FAIRY."

"Helicopters are cleverer than planes. Not only can they fly through the air they can also HOOVER."

"If you marry two people you are a PIGAMIST, but MORONS are allowed to do this."

And my all-time favourite:

"Sir Walter Raleigh CIRCUMCISED the world with a big CLIPPER."

Ah bless, bless them all.

But there is a childish behaviour we should all practise and yet most of us don't; for some reason it's been knocked out of us.

I recently had a gardener do some landscape gardening for me; his knowledge was supreme, quality of work five star, manner very warm and the work was carried out cost effectively.

And yet I was saddened that a man with so much talent could have been running his business much more effectively and efficiently. To be fair John I'm not a time and motion expert, it's just that I could see that if he were to make a few small changes they would make a big difference to the effective use of his time and improve his bottom line.

I tried dropping hints, engaging him in conversation about his business, even asking HIM for his opinion and advice in the hope that he'd pick up the hint. Alas, he was not interested.

Then I realised..., there have been times when I have done exactly the same. Often because I'm comfortable with where I am and afraid of making a change, even though logic says the change will make a big difference for the better.

Over the last 18 months or so the childlike quality I've been developing is..., curiosity. Listening can be a far more powerful tool than talking.

Even if somebody has told me something before, I'll listen to them tell me a second and third time. I won't assume I know something; if someone says "do you know about such and such a



John's YouTube Channel



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thing?" I'll state that I may do, but will ask them to go over it anyway. Why would I apparently waste my time covering the 'same ground'? Because I might have missed something in the first place. Also information is better absorbed by my little grey cells after it's been repeated a few times. Most of us are exactly the same.

The thing is, we now have an opportunity to either learn something new, teach something useful or be reminded of something we've forgotten. Providing action is taken we'll move forward, grow and succeed.

One more thing, if help is being offered, don't be proud; accept it and be grateful.

The Sneaky Stunt - Nine, Nine, Nine

When counting to 100, how many 'nines' would you come across?

For the solution clickerate [here](#).

The Challenge - for a bit of fun, I challenge you to drop this useless fact into your next conversation

Turtles can breathe through their back sides.

I know some people who talk that way too.

Doing More With Less - Obvious and not so obvious ideas to help you in business

Keep focussed, every day do the following:

At the start of the day spend about 15 minutes taking stock, look at your strategic plan and do your best to think beyond the pressures your day has in store for you.

This will keep you on track towards your goals.

For about 30 minutes at lunch time get out of the office/working environment; you need 'me' time to reflect and refocus.

For about 15 minutes at the end of the day review all your successes and note what needs to be done the next day/week/month; diarise the action if you need to.

This will remind you just how well you're doing and help keep you in a positive frame of mind.

True Wit... and wisdom - I've always admired... wit

"If called by a panther... don't anther."
Ogden Nash

Eh? Eh? Did you see what he did there? And in a similar vein...

"I've learned to spell hors d'ouvres, which grates on many people's n'ouvres."
Warren Fox

I Can't Believe They Said That, or.... Doooh!!!

"My mum says I used to fight my way out of the cot, but I can't remember, that was before my time."

Frank Bruno

Ah bless him, we still love him though don't we?

"Fiction writing is great and you can make up almost anything."

Ivana Trump

'Almost anything' obviously as this is fiction writing you can't make 'everything' up... NOT!!

...and finally

If you're organising a dinner, conference, road show, away day or any event and you're looking for an [after dinner](#) or [motivational business speaker](#) who is insightful and energising with sack loads of humour, then I can help.

I'm very effective at sales and staff conferences and in particular the after lunch slot when an audience needs energising.

I'm not saying I would be a perfect fit for your event; that, of course, would be for you to decide. What I am saying is that if you do have an event coming up, then when would now be a good time to give me a call on 01274 685 152 or email me at john@hotowka.co.uk and find out how I can help?

Until next time, stun the world... be astonishing.

John Hotowka

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