



MIND... SET TO SUCCESS

(What can happen if you find some forgotten treasure)

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Speaker Humorist Magician

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See John in action



Email John to ask
a question

Dear John

Do you have forgotten treasure in your loft? Are you sat on a fortune without knowing about it (and I'm not asking if you're wearing expensive underwear). How silly of me, of course you don't know you've either forgotten or don't know. Well... I had something in my loft which I knew about, I just didn't know it was treasure nor did I know what the real treasure was.

John, think carefully now, have you ever heard of Dominginhos or Mario Zan? Neither have I, not until recently that is. They are two of the world's most accomplished piano accordion players. In the world of accordionists they are famous, they are THE KINGS of accordion players. My father, when I was 8 years old, wanted me to be the next Mario Zan and bought me... a piano accordion.

Stay with me now there's more to this tale than meets the eye.

The thing was bright green and twice the size I was at the time. Eventually I grew into it, I also grew in to my oversized clothes too but that's another story. Unfortunately my father's money was wasted because I had more interest in poking bamboo sticks up my nose than I did playing this wonderful instrument. For the record I haven't considered poking bamboo sticks up my nose until I just wrote that sentence so that's how little interest I had in the accordion. Now John, you must understand, there's nothing wrong with piano accordions or the people who play them, it's just... not for me.

So for almost 40 years this squeeze box stayed in its carry box in the big box at the top of the house, the loft. Every so often I'd climb into the loft for something and on even rarer occasion I'd open the case look at the 'glowing' mottled green instrument and... promptly close the case again. The Christmas decorations up there at least saw the light of day once a year, but not this accordion.

I eventually decided it was time to sell it. I visited a couple of music shops and described what I had. I found out it was as Parrot accordion made in China, mass produced and inexpensive (when I say inexpensive I'm being polite you understand). At the time my father couldn't afford a decent one and in hind sight good job too. Not only that, when I told the shops it had been in the loft for 40 years they instantly lost interest and didn't want to know. The seals will be rotten I was told, and yet, to me (admittedly a novice) it sounded fine. I'm advised to sell for £30 and I'd be lucky to even get that for it.

Thinking it was worth a small fortune I was as disappointed as Andy Murray after a Wimbledon semi final.

Then I have a chance conversation with a friend of mine who casually confesses he's a master accordion player (my dad would have loved him, he might even have adopted him) and he agrees to look at it.



John's YouTube Channel



You are receiving this communication because I've either worked with you, you've seen one of my presentations or I've met you at some point.

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In short he was amazed. Sure, the accordion did need some minor repairing but otherwise it was in excellent condition. It cost me £35 to repair (the repair had a 3 month guarantee) and he sells it on for me for a cool £200. I give him a little something for his trouble and I'm still well in pocket. Better still it's gone to a good home and the buyer loves it and is getting so much pleasure from it.

Apart from the fact I'm still upset as the accordion hasn't phoned, written or even said thank you (sob... I do miss it), the ingrate... there are lessons to be learnt.

And that was the real treasure, not the money the 'aha' moments.

How many times do we make a business or life decision on the advice of someone who, even though they are qualified enough to know the answer, they don't take into account the full facts? They just assume your circumstance is the same as everyone else's who has been in the same position as you.

How many times do WE make a business or life decision based on assumptions instead of the facts?

How often do we rush into things without thinking it through? Sure, there comes a point when action has to be taken and sometimes we have to be quick but if we have the time, why rush?

I agree we have to move with the times to get the results we want and often we have to do something completely different. But... what if what we've been doing all along is not completely wrong and it only needs a minor alteration to reap the rewards?

In short... don't make assumptions instead find all the facts and think through any changes that need to be made.

Just a thought.

re's

The Sneaky Stunt - The answer my friend is NOT blowing in the wind

You need two sheets of paper, they can either be A4 size or a couple of compliment slips, either way you need something with a little length and certainly not stiff paper, just a couple of sheets you might use to print a letter.

Ask a friend to hold the sheets by the short ends so they hang side by side and only a few centimetres (a couple of inches in old money) apart. Ask them to hold them at chest height, so the long edges are pointing forward and they can look down between them from above.

The challenge is for them to blow down between the strips of paper towards the lower ends and blow the lower ends of the paper strips apart.

Because of atmospheric pressure it's impossible to blow the strips apart, instead the ends will come together.

Try it and see.

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

There are only four words in standard English that begin with the letters 'dw', they're all common words and they are dwarf, dwell, dwelling and dwindle.

The dwindling dwarf dwelled in his humble dwelling unlike the quick brown fox who was forever jumping over the lazy dog...

why can't the fox be like the dwarf and leave the poor dog alone?

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

Have FUN!!!!

Fun raises your morale and the morale of those you work with. Warning, warning, warning... when running a business there's fun and there's fun.

Let's deal with what fun is not, it's not continuously sending joke emails (the odd one or two is fine), fun is not slowing people down from doing their work, nor is it forming cliques.

Fun is celebrating, if it's a birthday buy some buns for everyone, if it's a business achievement buy a big bottle of champagne for everyone to share. Celebrate by all means and then get back to work. Fun is about being inclusive and getting everyone involved not only with decisions but also activities that help you bond with each other. Why not by a second hand Wii and during the breaks in the working day run your very own Wimbledon tennis tournament.

Above all else, however bad things might get, know that there is a way out. Keep a sense of humour (easily said than done sometimes) and do your best to keep your and everyone else's spirits up.

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

"My hamster died yesterday. He fell asleep at the wheel."

Frank Carson

"It's not a beard. It's an animal I've trained to sit very still."

Bill Bailey

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

"That lowdown scoundrel deserves to be kicked to death by a jackass, and I'm just the one to do it."

A congressional candidate in Texas

"...and that bronze medal is worth its weight in gold."

David Coleman

I'd love to make a comment to make them both look stupid but... nature has beaten me to it.

... and finally

If you're organising a dinner, conference, road show, away day or an 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?

Well that's it until the other side of summer, until September
stun the world... be astonishing... I dare ya... I double dare ya.

John Hotowka

T: +44 (0) 1274 685 152

E: john@hotowka.co.uk

W: www.hotowka.co.uk

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