



## MIND... SET TO SUCCESS

(What chance have you got when you're not given a chance? Here's how to cope!)

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Speaker Humourist Magician

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### Dear John

What do the people who wrote the following headlines all have in common? By the way, I have not credited any of them to protect the... would that be innocent or stupid, you decide? Here goes:

*'Panda Mating Fails; Veterinarian Takes Over'*

*'Miners Refuse to Work After Death'*

*'If Strike isn't settled quickly, it may last awhile'*

*'New Study of Obesity Looks for larger Test Group'*

*'Astronaut Takes Blame for Gas in Spacecraft'*

*'Hospitals are Sued by 7 Foot Doctors'*

*'Typhoon Rips Through Cemetery; Hundreds Dead'*

Have you guessed yet John? I'll tell you. They all got it wrong. My guess is they're all smart people who do their jobs well and yet they got it wrong.

I'm also guessing that, like me, from time to time even though you're good at what you do you get it wrong too.

Recently I was hired to speak after dinner to about 500 people at an association dinner. Because of various reasons it didn't go too well. Due to reasons beyond my control, I didn't have a chance. I didn't walk off to the sound of my own footsteps, on the contrary, but it wasn't the best performance I've ever given.

Tell me if you recognise this kind of thinking. Let's say 100 presentations, 94 will be good ones, I mean good presentations. Three will be absolutely phenomenal, I'm talking about receiving a standing ovation. Three will not be as good. John, which ones would we focus on? That's right, the three poor ones. Why do we do that? Forget the 97 good ones it's the three poor ones we worry about. WRONG!!!!

Whenever I do a job that isn't as good as I would like it to be I've now learnt to bounce back quickly, how?

In short focus. I also have a point of reference of all my good past performances. I keep track of the good and poor ones. If the percentage of poor ones is more than 10% (I've never been above 5%) then I do't worry. My reference point are the good ones. I know I do my job well and focus on those times.

That doesn't mean to say I don't care about the poor ones and ignore them completely, oh no. I always ask myself what went wrong and what would I do differently next time.

You see it's all about focussing on the positive and being aware of all the negatives.

Just a thought.



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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### The Sneaky Stunt - Arise sir raisin... then sink again

If you put a raisin in a glass of champagne it'll sink and then after about half a minute rise to the top and then sink again to the bottom. It'll repeatedly do so for a while.

As the raisin sinks it'll catch some of the champagne's gas bubbles on it's surface due to its texture. By the time the raisin reaches the bottom of the glass, the 'collected' bubbles will bring it back to the surface whereupon the bubbles will immediately burst. The raisin then sinks again... this process repeats until the beverage goes flat.

This can be your party piece for the parties you attend in December.

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

*Cenosillicaphobia is the fear of an empty glass.*

I know a few people who have this phobia... poor things.

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

Where are you focussing in your business? I'm talking specifically about your customers, clients, suppliers and people.

It's so easy to focus on the 'loud' problem staff and customers and forget about the 'silent' majority who are usually the people who work hard and/or provide most if the profit.

If someone complains or there's a problem we have to deal with. What about those who doing all they can to help us?

It's good to have rules and regulations but use them to deal with freeloaders, the ones who will take advantage of your good nature. The good guys deserve a bit of discretion especially in these challenging times.

To get the most out of people there has to be an inherent fairness, mutual respect and flexibility on BOTH sides. Unfortunatley there is usually an element of reluctants and cynics in our business (both the people we do business with and work with), these are the ones we have to apply the rules to get them to tow the line or, and I'm sorry to say this, off the team.

I know it's easier said than done and yet from time to time has to be done for our suvival.

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

*"The closest I have to a nutritionist is the Carlsberg Beer Company."*

Colin Farrell

*"I grew up with six brothers. That's how I learned to dance... waiting for the bathroom."*

Bob Hope

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

*"If more families were like us the world would be a better place."*

Kelly Osbourne daughter of Ozzy and Sharon

Of course the Simpsons are another family who are great role models... NOT!!!

*"There may be a reason I can't think of but the problem with that reason is that I can't think of it now."*

Boris Johnson

I'm sure that made sense to someone somewhere, perhaps a translator can help? Anyone?

### ... and finally

If you're organising a dinner, conference, road show, away day or an event where you'll need 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](mailto: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.

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