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## Sneaky Secrets

(Are You Too Proud To Ask For Help?)

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[www.hotowka.co.uk](http://www.hotowka.co.uk)

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The series of Sneaky  
Secrets is designed to  
be read in a minute and  
a laugh.

Dear John

Would you agree with Herm Albright (I don't know who he is either) who said, "*a positive attitude may not solve all your problems, but it will annoy enough people to make it worth the effort?*"

I'm not sure about annoying people, as I was brought up to have a positive outlook. Not always possible, but I do my best.

My parents were hard working people who made some massive sacrifices for me... they were Druids ;). Ok, the Druids bit was a fib, but they did teach me many things and in particular the importance of maintaining a positive attitude, and sometimes to move forward we need the help of others.

I've been self employed in business as an entertainer come [after dinner](#) and [keynote speaker](#) now for nearly 20 years and was recently, and coincidentally by two completely unrelated organisations, asked to address an audience of about 80 or so start up and small businesses about the ups and downs of running a small business. As entertaining as the keynote was, there was a serious point to it, which seemed to connect with most of the people in the room.

When I was at my lowest point in 2002, I was plagued by doubt and I knew I needed help, but wouldn't ask for it. Why? Because of... pride.

Generally we're far more willing to *give* help, but when it comes to *asking* for help, and in particular moral support, we seem to be reluctant; why?

For me, it was all down to limiting beliefs and how I thought I would be perceived. Silly really, considering it nearly ruined my business.

I managed to overcome some very big limiting beliefs and creatively built a support group around me, and I

don't mean just friends. I even managed to connect with strangers, including several executives I had worked with, and strike deals of confidentiality and mutual support. Having a support group around us is not just about receiving, nor is it just about giving, it's about giving AND receiving for the benefit of everyone concerned.

I wonder... do you ever need any support? Who would you turn to?

While you're pondering that consider yourself lucky compared to my friend who, as a child, had to wear his sister's cast offs, yes you guessed it... he was dragged up. Ha ha.

Anyway... after the presentation we went to the bar for a drink and it wasn't long before my new friends asked if I could teach them a sneaky stunt. Soooooo.....

### **The Sneaky Stunt - bank note extraction**

You've seen the trick, you explain, where someone approaches a table covered with crockery, cutlery and bottles. They grasp the table cloth and whip the cloth away leaving everything on the table intact? Well your mission, should you wish to accept it, is to do something similar.



A bank note is placed on the table with a bottle dead centre as in the photograph. If you're feeling super confident you can have the bottle with the neck resting on the note (upside down in other words). Ideally a hard surface is best for this.

Somehow the bank note has to be extracted without damaging the note or bottle. Oh and did I mention, you're not allowed to touch the bottle or lift it in any way. The solution is at the bottom of the newsletter.

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

There is a Serbian wedding tradition of firing guns into the air in celebration as the happy couple are decreed man and wife. In October 2003, at a wedding in Ratina near Belgrade, there was an unexpected result when the guests unwittingly shot down a small plane that had been flying low over the party.

Now that's what I call a shotgun wedding, yee ha!!

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

*"The internet is a great way to get on the net."*

Bob Dole

Yes Bob, and pregnancy is a great way of being pregnant... I think...

...and in the same vein...

*"I love England, especially the food. There's nothing I like more than a lovely bowl of pasta."*

Naomi Campbell

Silly girl, everyone knows traditional English food is curry, isn't it?

***...and finally***

This may not be relevant to you, but I specialise in helping organisations unleash the best from their people. How? Through hilarious after dinner performances or entertaining and very funny keynote presentations.

If you do have an event coming up sometime in the future then why not, **John, pick up the phone now and call me on 01274 685152** and you'll be delighted when you find out how I can help you to increase the productivity of your people leading to an improved bottom line.

Or, if you know of anyone looking for a speaker I'd appreciate it if you'd pass my name on.

To get a flavour of the Hotowka boy in action a short video is available at the bottom of the home page of my web site [www.hotowka.co.uk](http://www.hotowka.co.uk).

Until next time, have a great month.

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**PS The Sneaky Solution    bank note extraction**

By using a little verbal misdirection (i.e. talking about the tablecloth pulling stunt) everyone will think they have to use speed and agility to remove the note. In



fact, the slower you are the better.

Very carefully start to roll up the note at one of the short ends. Take your time and keep rolling until you meet the bottle as in the photo. Keep on rolling, but even slower and you'll surprise yourself to see that the bottle is pushed along by the rolled up portion of the bank note. Keep going and bit by bit the bottle will be

pushed along the length of the note until it slides off the far end and rests on the table.

As I said, try it with the bottle upside down on the note and you'll surprise yourself, just be careful. We do not accept any responsibility for any damage that might be caused.

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