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SNEAKY SECRETS

(How to bottle your confidence)

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The Laughter

Dinner Speaker

Keynote Speaker

Business Speaker

Conference Host

Emcee

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And all together good guy, even though he was raised by wild hamsters... well they certainly weren't happy with him.

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Dear John

Meet Thomas, aged seven and a quarter, and this is his favourite joke.

"Where does Quasimodo keep his pet rabbits?"

All together... "we don't know Thomas."

"In a hutch back in Notre Dame." Ha ha ha ha!!!

Oh how Thomas laughed; he laughed irrespective of whether I thought the joke was funny or not. I was actually laughing more at Thomas laughing at his own joke than at the joke itself, witty as it was.

If an adult had told that joke we would have groaned, but a small child who has no concept of failure makes it funny.

Ask a class of 5 year olds who can draw a picture and they'll all think that they are artists of the highest calibre. Even though, and let's be honest here, the majority, if not all of those drawings, would be... well... childish (what else would you expect?). Ask the same question to a group of teenagers and you might get the odd one or two saying "yes."

So at which point in our lives did we lose our confidence in certain abilities? What happened?

Tell me John if you can identify with this type of thinking. Let's say I delivered 100 presentations (both keynotes and after dinners), I'd do 94 good presentations, 3 absolutely brilliant presentations where I received standing ovations and 3 not so good ones. Which would I concentrate on? Yup, that's right the 3 poor ones.

This actually happened to me about 8 years ago and it shook my confidence to such a degree for a short while that I wouldn't take on any work for fear of letting a client down, even though the odds of success were well in my favour.

Research shows that all of us, including the most astute business

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

icons, superstars of stage, screen and music and world class athletes, at some stage have moments of doubt and lose confidence in our abilities. So how can we maintain confidence all, if not at least most of the time?

Ok, I know it can be challenging at times and I'm not saying we bury our heads in the sand if a problem occurs. If the ship has sprung a leak we don't ignore it; we have to do something about it. We don't talk ourselves into thinking we're going to sink, which seems to be the case in today's business climate. John, if and when your confidence is feeling a little shaky, in the words of Bing Crosby (now I am showing my age), accentuate the positive and eliminate the negative. I suggest you do one or all of the following:

- * Remind yourself of your achievements and successes - I have photos of me presenting to happy smiling audiences on my office walls along with [testimonial letters](#) from very satisfied clients.
- * Surround yourself with friends and people who are happy, confident and successful.
- * If something didn't work out, don't dwell on failure; focus on what did go well and ask the following questions, "*What didn't work? What could I have done better? What will I do different next time?*" If you're not sure why things are not going your way ask for feedback, don't guess.
- * No news is good news - I've stopped listening to the news and reading newspapers, as it seems to me that they just revel in concentrating on the negative. Even when there's good news they put a negative spin on it. I just listen to the radio a couple of times a day for the 'highlights' so that I'm aware of what is going on.

And now... fanfare fanfare fanfare... it's time for...

The Sneaky Stunt - how to find 3 famous films on a bank note

Now this really will take a lot of confidence. I don't only dare you to do this, but even double dare you.

WARNING: To be serious for a moment, only do this with friends or people you know very very VERY well. If you do this to impress a new prospective client, don't be upset or surprised if you lose the business. In fact, if you decide to do this to a new prospective client you deserve to lose the business and be banished to sit on the naughty step for eternity, well, until next Friday at least.

All you need is a bank note, a tenner will do nicely thank you very much; just make sure it's definitely NOT yours.

Ask the owner if they can find three famous films on the note. After a short while when they give in, take the note from them and show both sides as you give them the following solution.

Say, "the three films are The Queen, Jack The Ripper and Gone With The Wind."

When you say "The Queen" point to her maj on the face of the note. As you say "Jack The Ripper", tear the note in half and as you say "Gone With The Wind" throw the two halves over your shoulder and RUN.

I do not accept any responsibility for any physical harm or loss of respect you may acquire.

If you do this, I strongly suggest you keep the damaged bank note and give them a fresh one

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

It has been documented that men who kiss their wives before leaving home in the morning live five years longer than those who don't.

So ladies, if you want to claim the life insurance early, you know what you have to do. Take comfort in the fact that this is not only a slow and humane death, but would also be the perfect crime with no evidence.

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

"How do you explain this huge rise in crime?"

"There's so much more to nick!"

Interviewer and Douglas Hurd MP

"At the evening sermon tonight the sermon will be 'what is hell'?"

Come early to listen to our choir practice."

Notice in a local parish magazine

...and finally

I wonder whether you are aware that I specialise in helping organisations unleash the best from their people. [Organisations who have already employed my services](#) as an [after dinner speaker](#) or [keynote speaker](#), John, agree that the results I deliver far exceed their expectations. You don't have to take my word for it, just [click here](#) and read what they said.

Now, I'm not saying I would be a perfect fit for your event; that would be for you to decide, but if you do have an event coming up, then now would be a good time to **give me a call on 01274 685152** or **email me at john@hotowka.co.uk** and find out how I can help.

Also, if you know of any one who can benefit from my services I'd appreciate you forwarding my contact details on to them. Thank

you.

Have a great week.

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