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## Change & Raising Morale

(A Tip To Deal With Risk)

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You are receiving this newsletter because I've either worked with you, you've seen one of my presentations or I met you networking. If you'd like to unsubscribe just click on the 'to remove click here' button at the bottom of this email.

Dear John

First off, here's wishing you a rewarding and fulfilling 2010.

Ahhh yes, 'tis that time of year for reflecting over deeds done and making choices about what we want from life.

Here's a thought; if at first you don't succeed then... I suppose... a job in bomb disposal is not for you.

Awww, come on, it makes sense, there are some risks that are just not worth taking and others... well... it's really about calculated risk isn't it?

Last year was a brilliant year for me. Ok, ok, I could have done better in some areas of my business and personal life (can't we all?) and yet my self development and business offerings flourished and grew. I realised it was all about focus and risk.

The focus for me was to become a better speaker. The risk was to try some new techniques and ideas (at least new to me) that may or may not have worked.

I don't think it's fair on a client to try something new at a paying job so I found places I could test my material. In my case, some local networking events and speaking association meetings, and I even invited an audience of friends and colleagues to a soiree to listen and give feedback.

The result; I managed to refine three keynotes for three different markets.

One, a motivational [after dinner](#) presentation about dealing with change. This was particularly satisfying as there aren't many successful motivational after

dinner speakers. The last two presentations were delivered to NHS audiences of doctors, registrars and nurses.

The second, an [inspirational keynote](#) for the small business market telling my story of the challenges I've had in business over the last 20 years and how I overcame them. I'll be delivering this again for the [Junior Chamber International UK](#) Inspiration Day on 16th January.

The third, an inspirational and [motivational keynote](#) for 14 to 19 year olds about life skills and specifically the importance of taking action. I've now delivered this 19 times, the last time being for the Prince's Trust.

Without taking risks I would not have achieved these goals. Did I make mistakes? Of course, but they were very rare and I learned from them.

For 2010 I throw down the gauntlet to you. With the words of those life style gurus and philosophers, The Spice Girls, I ask you, 'So tell me what you want, what you really really want?'

How are you going to go about achieving it? Deciding on the next **smallest** step is a good start.

What risks are you prepared to take? How can you minimise the risks?

### **The Missing Think**

Let's say it'll take you three years to achieve your goal. In three years time would you rather be in the same place you are right now? Or would you rather have achieved your goal and be benefitting from it?

### **The Sneaky Stunt - Just how good at maths are you then?**

This is a dead easy one to ease you into the New Year.

I have two coins in my hand, they both add up to a total of 70p and one of them is not a 50p piece. What are the values of the coins I have?

For the answer [clickity click right here.](#)

**The Challenge - For a bit of fun, I challenge you to drop this extraordinary and yet useless fact in to your next conversation**

*Apparently, hanging a perfumed bar of soap has been suggested as one way to keep deer off your property.*

Well that'll explain the fact I got no Christmas presents this year... well I needed to put my soap on a rope somewhere didn't I? And my wilting willow in the back garden seemed the logical place for it.

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

*"Today we look at virginity and losing it for the first time."*

Richard Madeley, Richard and Judy

Ok, Richard, sit down there's something I need to explain to you. Imagine we have bird and bees...

### **John Recommends... Or ...Something You May Find Of Interest**

#### **Free Thinking Edge books**

If, like me, you like to read and find the time to do so challenging, then may I suggest you try the [Book Rapper](#). It won't even cost you a penny.

Geoff McDonald summarises each book so it'll take you less than 30 minutes to read each one.

If you're a slow reader please don't stick out your tongue.

By the way, do you know why people do that? It leaves more room in their head for thinking, that's why?

#### **Would You Like To Become A Coach?**

No, not a business-type coach, the type of coach who helps people with their mind set.

Are you interested in helping others reach their true and full potential by challenging limiting beliefs so that they can gain new awareness about their capability and performance?

Are you, or do you know, a line manager who is responsible for delivering high levels of commercial performance through teams in an increasingly tough market place?

Are you already working with others, helping them to deal with personal challenges?

Then you might be interested in a course my good friend, Jan Brause, is offering. You'll find the details right [here](#).

**... and finally**

As you read this missal, you might be aware of an event being organised that needs a very funny [after-dinner](#) or [keynote speaker](#) with insightful and practical content and who connects with an audience. If so, then I can help, so 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 transform your people or group's thinking to improve your bottom line.

Or, if you know of anyone who's looking for a speaker and/or magician 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 decade.

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