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COMMUNICATE & ENGAGE

(I wonder, could you help me please?)

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**The Laughter Dinner
Speaker ®**

**Ideal for golf days and
summer balls**

**After Dinner, Business
& Motivational Speaker**

Conference Host

**Inspirational Speaker
for Schools**

Magician

&

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Dear John

We've all been there, haven't we John? Either on a train, in a restaurant or queue, we've all been there. We're minding our own business and yet nearby there's someone who doesn't realise just how loud their voice is and how far it carries.

Here are some snippets I've overheard, noted and regretted I didn't ask for the name of the 'genius' who said it, as I could have given them credit. So here's my list of the top 9 silly things I've heard people say:

- 9) *"Is everyone else in the world a moron, or is it just me?"*
- 8) *"I want quality not quantity; but lots of it."*
- 7) *"You don't want me breathing down your throat."*
- 6) *"It was a huge incontinence for me."*
- 5) *"You're a minefield of information."*
- 4) *"I want 24/7 availability, 5 days a week."*
- 3) *"It's like the blind talking to the blind here!"*

In joint first position I have:

"Don't worry about a thing I've got an ace up my hole."

"My darling, you are the wind beneath my cheeks."

They say true love never dies, even so I think that last statement may make it a little ill.

It's so interesting what we hear, learn and often pick up by being in the right place at the right time.

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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've met you networking.

If you'd like to unsubscribe just follow the instructions at the bottom of this email.

Talking of being in the right place at the right time...

Can you help me please? A new Course On Exhibition Skills

As you may know I'm an [after dinner](#) and [business speaker](#) and magician. The season for corporate **golf days and summer balls** is almost upon us and the enquiries have started coming in, which is great and if I can help you with such an event please let me know.

About 6 weeks ago an opportunity knocked on my door and there's a lesson you might learn from my experience.

A couple of months ago, through this newsletter, I offered my new e-book, 'How To Become A Lead Generation Machine At Exhibitions' as a complimentary gift. Basically, I wrote in an e-book what I learnt during 15 years of working on exhibition stands generating leads for my clients. Quite a lot of people took advantage of the offer.

The reaction was very positive and I was approached by a few of my readers; one in particular was Ripley Training who asked if we could team up delivering one day courses on exhibition skills. I was delighted to accept and the courses will be run nationally.

Who the course is for:

If you're responsible for preparing for an exhibition, running a stand, manning a stand and/or following up the qualified leads this is the course for you.

Course content:

Mike Smith's expertise lies in what happens before the show, how to prepare for it and what to do afterwards. My expertise is everything to do with what happens on the stand. Between us we've written a phenomenal one day course on how to maximise your investment when exhibiting.

Some of the things you'll learn are:

- How to select the right exhibition for your business

- How much does attending an exhibition actually cost?

- Setting realistic goals - know how many leads you need to generate to at least break even

- Preparing yourself and your team for an exhibition - having the right pitch or unique selling point

- Promoting your presence to existing clients and those you want to meet

- What to do and not to do at the exhibition

How to stay focused and energised

How to stop 'em - techniques to stop and engage with a show visitor

How to hold 'em - techniques to qualify potential leads at the exhibition

How to lose 'em - techniques to politely end a conversation and get rid of time wasters

For more information about content, dates and costs please [clickerate here](#).

Here's where you can help and I really would appreciate it. If you know of anyone who might benefit from the course please forward this email on to them.

What's the lesson you can learn from my experience?

Give freely of your knowledge and be as helpful as you can and the return you get can be very rewarding.

The Sneaky Stunt - How sure are you of your counting ability?

Here's a sneaky stunt you can enjoy with family, friends and work colleagues.

Challenge someone to count from 10 to 1 backwards without making a mistake, and I don't mean for them to stand about face and count out the numbers.

John, have a go yourself, do it now and to see if you got it right you'll find the solution [here](#).

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

WD-40 is one of the very few products with its own... wait for it... FAN CLUB. You don't believe me then have a look at [this](#) my friend.

Oh come on!!! It's a great product... but a fan club. Hey, I have an idea, I found a leaf in the garden last week, I think I'll start a fan club for the leaf. I wonder how far I'll get... providing they let me out of the padded cell first that is.

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

"I said to the lads in the dressing room at half time, I said... there was nothing to say."

Bobby Robson

Ahhhh we miss you Bobby, 31st July will be the anniversary of his death.

As for Kevin Keegan, here's a very keen and insightful observation.

"That would have been a goal... if it wasn't saved."

My favourite this month comes from a cutting from an old nursing newsletter, which reads...

"To inquire about midwifery training, write to this address: The Royal College of MADWIVES..."

Please note, whether they're angry or insane DO NOT let them anywhere near the missus.

John Recommends

'Speak Connect Engage' - A seminar

As we all know first impressions are everything within a business environment and are crucial to the success of a company.

'Speak Connect Engage' is a carefully crafted half-day seminar aimed at developing and improving business communication skills. Whether it's over the phone, online or in person it's important that these skills are honed. The workshop is also designed to help you become more confident and enhance the way you interact with customers.

This programme is directed at:

- Professionals hoping to gain better communication skills
- A team with regular contact with customers
- An independent business person

In fact, anyone with a need for marketing skills to develop their business.

'Speak Connect Engage' will take place in London on Wednesday, 7th July 2010 and will be hosted by Jeremy Jacobs and voice coach Susan Heaton-Wright. Registration at 9:00am with the seminar commencing at 9:30am until 12:45pm.

For more info [clicker your mouse here.](#)

"Stop faffing about and get on with it" – A book

Mike Pagan has launched [Faff - The power of doing without achieving.](#)

Mike says, 'Faff' is "to busy oneself doing other things than those which one set out to do... or non-productive time."

Now this is just between you and me, I have to confess, from time to time I have been guilty of 'faffing around'. What's more, I'm usually the one who talks about being focussed.

In short, Mike urges the reader to get input from other people in their network, focus on the right priorities, eat healthily and cut out the 'noise' around them, he shares a range of tips and techniques that will help you recover (he says) 20 minutes a day, or two working weeks a year.

I've already implemented a couple of his ideas and they work. I'm looking forward to putting some more of his ideas into action. To be open, some of his suggestions will be familiar to you, they certainly were to me. But how many times do we know of a technique or ploy and don't implement it. What I like about the ideas in this book is that they are simple to put into action and they are backed up by a range of templates to make it even easier.

What I enjoyed most was that the book is easy to read and accessible to pick up and dip in and out of.

Why don't you see for yourself, for your own personal copy and more info take a look [here](#).

... and finally

As well as the exhibition training, should you be looking for a hilarious after dinner, business and keynote speaker with a difference for your next conference or event, I might just be the right fit.

My clients say I have a knack of making my audiences feel good about themselves, as well as improving communication and engagement between them, which means more business gets done and that means an improvement to the bottom line.

If you're organising an event and want your people to engage with each other more efficiently and effectively, and you're looking for a unique speaker to help you achieve that then please [click here](#) for more information.

Better still, John, pick up the phone now and call me on 01274 685152 to discuss how I can help you make your next event not just a success, but an investment in which you'll receive a return.

Have a great week.

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