



MAGIC THAT MEANS BUSINESS



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HERE'S LOOKING TO A GREAT NEW YEAR!

We are only as good as the sum of our parts.

We must recognize that none of us could be where we are today without those who have supported and believed in us. It is at end of the year when we reflect on our accomplishments.

We look back over the year to see what we have achieved and compare it against our goals and budgets. We might even look to see if we kept any of those New Year's resolutions.

It is also a time to look towards the future and adjust the rudder as necessary for success in the New Year. We

planned our work and now it is time to work the plan.



But we should not only look backwards and forwards, but also side to side to recognize our co-workers who have

been with us throughout it all.

We need to thank those who have helped us accomplish our tasks and filled in when necessary. The list is long when we think of all who have gotten us to where we are today.

If you haven't taken time to thank someone, then do it today. It may be a small thing but it will make both of you feel better and more productive.

So thank you for your faith and support over this past year. I look forward to working with you in 2012 to make it the best ever!

A SECRET TO SUCCESS

Magicians can keep secrets, but I'm going to share one with you...the secret to success.

As we all know, real success comes slowly and is due to a number of different factors all coming together over a period of years. Being successful takes intelligence, natural talent, knowledge, skill, hard work, smart choices, persistence and luck.

Although there is no real shortcut, there is a secret: a

secret so powerful that you can use it to open doors that might otherwise be closed, and to influence people to help you time and again. In fact, I would go as far as to say that this is the secret that has a lot to do with my success.

The secret is simple: Write thank-you notes.

Why are such notes so effective? Although it is easy to sit down and write a short note, hardly anyone does, and the moment you do, you set your-

self above the crowd.

How do you think people feel when someone takes the time to thank them for a job well done, or for spending a little extra time doing something special for someone?

How would you feel? You would feel great, and you would never forget the person who took the trouble to write the note that made you feel so good.

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THE SECRET TO SUCCESS? THANK YOU NOTES

(CONTINUED)



RULE OF THANK-YOU NOTES

WHENEVER SOMEONE SPENDS MORE EFFORT HELPING YOU THAN IT WOULD TAKE TO WRITE A THANK-YOU NOTE...SEND A NOTE.



“WORKING WITH YOU HAS BEEN THE EASIEST PART OF OUR PLANNED EVENT. THANK YOU, SCOTT!”

K. J. WILD
MEMORIAL HERMANN
HEALTHCARE SYSTEM

MEMORIAL
HERMANN

Did your mother ever nag you to write thank-you notes? Well, she was right. The reason you write a thank-you note is to thank someone and, believe me, there is no one who will not appreciate the gesture.

In principle, the warm feeling you get from writing a thank-you note should be enough to satisfy you. That, of course, is what your mother tried to teach you. What you may not realize, however, is that the habit of thanking people goes a long way toward making you successful.

The reason for this is simple. All of us need the help of others, and anything we can do to show our appreciation is going to make other people want to help us. Good manners require you to write a thank-you note whenever someone:

- * Sends you a gift
- * Entertains you at their home

- * Does you a kindness
- * Offers you an important opportunity

You may shy away from writing thank-you notes because you are not exactly sure what to do. Don't worry, it's easy.

Thank-you notes are short, and they do not take much time to write. Start with a blank piece of paper or a blank card, and write the following:

- * The date
- * The person's name
- * One sentence explaining why you are thanking the person
- * A second sentence, saying something nice about the gift, invitation, or help you received
- * Your signature (which must be legible)

One thing about the business world is that no one ever has enough time to carry out all of his duties. Thus, you will always be appreciated when you thank

someone for his or her time. In many cases, that is the most valuable gift the person has to give you.

Writing thank-you notes should be quick and easy, not a burden. However, I don't want you to take shortcuts that might undermine the impact of what you are doing.

When you get in the habit of thanking people for their gifts and for their help, you yourself become a gracious, friendly, well-mannered person. Yes, it does take time to write thank-you notes, and it is not always convenient. But, over the years, putting in that effort will change you for the better — and you do spend a lot of time with yourself.

Perhaps, then, that is the real secret of success.

Excerpted from Harley Hahn
“The Importance of Thank-You Notes”
www.harley.com

CINNAMON TOAST PUDDING

Here is a delightful dish that is especially delicious as a weekend brunch or even for a dessert.

INGREDIENTS

- * 4 tablespoons unsalted butter, softened, plus extra for baking dish
- * 1/2 cup sugar
- * 2 teaspoons ground cinnamon
- * 1/2 teaspoon salt
- * four 1-inch-thick slices day-old brioche bread
- * 5 eggs
- * 1/2 cup heavy cream
- * 1/4 cup plain yogurt
- * 1/4 cup orange juice
- * Pinch salt
- * 1 teaspoon vanilla extract
- * 1 cup grapes, halved
- * Powdered sugar, for garnish
- * 1/4 cup maple syrup



COOKING DIRECTIONS

Preheat oven to 400 degrees F.

Butter a baking dish and set aside. In a small bowl, combine the butter, 1/4 cup sugar, cinnamon and salt. Generously butter both sides of the brioche bread with butter mixture. Toast on a baking sheet in the oven 5 to 10 minutes, or until the bread turns golden brown. Cut the toast on a diagonal into triangles and ar-

range in the prepared baking dish. In a medium bowl, whisk together the eggs, heavy cream, yogurt, orange juice, salt, remaining sugar and vanilla. Stir in the grapes and pour over bread slices in baking dish.

Let rest 10 minutes for bread to absorb some of the egg mixture, gently pressing down a few times to help absorb. Bake 25 to 30 minutes until the crust is golden and crispy in parts and custard is set. Remove from the oven, dust with powdered sugar, drizzle with maple syrup and serve. Total cook/preparation time: 30-60 minutes. Serves 6-8.

From the Kitchen of Sunny Anderson
www.ABCnews.go.com

MY PERSONAL RESOLUTION

Every year we all make resolutions and then break them shortly thereafter. Well, I am making a resolution and I have a unique idea on how to keep it.

It is said that one can better keep a resolution if it is put in writing. It is always a good idea to put that written resolution where you can see it every day as a reminder. Some good places to put that resolution would be on the mirror where

you shave or put on make-up every day; on your computer screen as a screensaver; or on a sticky note on your car's dashboard or windshield visor.

But my idea is this: I'm putting it in writing here in this newsletter for all the world to see. So it will not only be a reminder when I see it here, but I will be held accountable by you, the reader.

So what is my resolution? I

want to lose weight. We all want to shed pounds, most of which we gained during the holidays. And that's what I'm going to do. Coupling diet with exercise, I plan to lose a minimum of ten pounds and as much as 15 pounds between now and the next bi-monthly newsletter.

I will give you a report in the next newsletter. In the meantime, I expect you to help me by asking how I am doing.



PUT YOUR NEW YEAR RESOLUTION(S) IN WRITING WHERE YOU SEE IT EVERY DAY.

MORE THAN BUSINESS CARDS

Do you need a small run of something printed or do you have a big job? **Vistaprint** is a reasonably priced, high quality, fast shipping, large online supplier of printed and promotional materials as well as marketing services to micro businesses and consumers.

In the 26th annual *Graphic Arts Monthly* 101 listing, the company came in as the 40th largest (by revenue) and the 4th fastest growing printing company in North America. It is also the 6th

largest public printing company (by market cap).

Vistaprint.com is an awesome site for business products or personal gifts. They print not only business cards but also labels, stamps, car magnets, calendars, note cards, post cards, yard signs, notebooks, mouse pads, tote bags, holiday cards, T-shirts and much more. Their products are great quality at a wonderful price! They offer tons of free items (though you must pay shipping and handling). Their

only down-side is their shipping prices, although they occasionally offer deals on their shipping. They are precise on their estimated arrival times. Most products arrive earlier than expected and can be tracked online. They also offer website hosting, which is also wonderful.

My Tip: place your order for half of what you need because at checkout you will be offered to double your order at an attractive price.



VISTAPRINT USES PRESSES AND PROCESSES OF INDUSTRIAL PRINTING FOR SHORT-RUN COMMERCIAL PRINTING, WHILE ACHIEVING UNITS COSTS CLOSE TO THAT OF INDUSTRIAL PRINTING.

MAGIC GIGGLES

PAST NEW YEAR'S RESOLUTIONS

- 2008: I will go to church every Sunday.
- 2009: I will go to church as often as possible.
- 2010: I will set aside time each day for prayer and meditation.
- 2011: I will try to catch the late night sermonette on TV.
- 2005: I will get my weight down below 180.
- 2006: I will watch my calories until I get below 190.
- 2007: I will follow my new diet religiously until I get below 200.
- 2008: I will try to develop a realistic attitude about my weight.
- 2009: I will work out 5 days a week.
- 2010: I will work out 3 days a week.
- 2011: I will try to drive past a gym at least once a week.

A NEW YEAR'S PRAYER FOR THE ELDERLY

God, grant me the senility to forget the people I never liked anyway,
The good fortune to run into the ones that I do,
And the eyesight to tell the difference.

NEW YEAR'S DAY QUOTES

New Year's Day: Now is the accepted time to make your regular annual good resolutions. Next week you can begin paving hell with them as usual. - *Mark Twain*

One resolution I have made, and try always to keep, is this: To rise above the little things. - *John Burroughs*

Good resolutions are simply checks that men draw on a bank where they have no account. - *Oscar Wilde*

May all your troubles last as long as your New Year's resolutions! - *Scott Wells*



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**INTERESTED IN LEARNING SOME
MAGIC FOR YOUR BUSINESS
LUNCH AND DINNER MEETINGS?
VISIT WWW.SCOTTWELLS.NET**

MAGI-CALENDAR

January 12, 19 and February 16,23: **Tokyohanas Grill & Sushi Bar**, 3239 Southwest Freeway, Houston, TX

January 5: **Alief, TX AARP Chapter**—The Abbey, 2865 Westheimer, Houston, TX

February 11: **Top Talent Productions**, Hilton Americas, 1600 Lamar, Rooms 337 A-B, Houston, TX. Doors open at 7:00 p.m. More info at: www.TopTalentProductions.com

February 19: **Houston Association of Magicians**, SPJST Lodge 88 Hall (in the Heights), 1435 Beall, Houston, TX, 77008 — annual Installation of Officers Banquet. Open to the public for all ages. Enjoy close-up and stage magic plus dinner at affordable prices. More information and tickets at: www.HoustonMagic.com

NOTE: Public Performances subject to change. Private / Corporate engagements are not all listed.

Do you have an upcoming function?

♣ Stand-Up Comedy Magic Show ♥ Trade Show Exhibit Booth ♠ Hospitality Suite ♦
♣ Strolling Magic ♥ Magical Master of Ceremonies ♠ Weddings ♦

FRANKLIN ROLLS OVER AGAIN

In this easy magic trick, you clearly roll two bills together on a table. And when you unroll them, the bills have traded places—the bill that was previously on top is now on the bottom and vice versa.

Materials: Two bills of different denominations.

Secret: Lay the two bills on the table, one on top of the other and at 90 degrees from each other. Notice in the Fig. 1 that

the bill on top is offset a bit from the corner of the bottom bill.



Fig. 2

Begin to roll the bills together starting at the apex of the “V” (Fig. 2) where the bills come together. Because of the way that you’ve laid out the bills in the beginning, the bottom bill will roll-up earlier than the top bill. When the bottom bill is completely rolled up,

you’ll notice that its exposed corner will “roll over.” This is the moment when the bill on the bottom becomes the bill on top (Fig. 3).

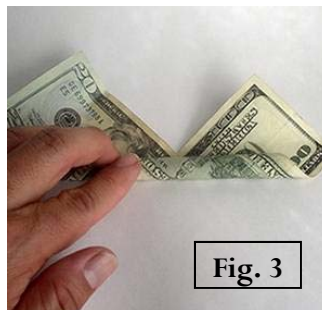


Fig. 3

When the bottom bill “rolls over,” it helps if your right hand covers the action. Just roll the bills with your left and right hands and use the fingers of your right to rest on the table and cover the corner of the bottom bill.

After the bottom bill “rolls over,” you can ask the spectator to place their fingers on each exposed corner of the bill to make sure that nothing happens to them. Unknown to the spectator, the bills have already traded places.



Fig. 4

Unroll the bills (Fig. 4) to show that they’ve traded places.

Excerpted from
about.com
Magic & Illusion



Fig. 1