



Lead to Success

by Cris Johnson, CH, CT.NLP

Introduction: Thank you for your investment in the “How to Make a Ton of Money Performing in High Schools,” and I hope you enjoy using the programs included. In this booklet, I’ll be covering “Lead to Succeed,” which is the program I present for leadership conferences and occasionally for high school assemblies for an individual school (most leadership conferences involve students from multiple schools).

Leadership, as I see it (and the books I read researching the topic), is all about attitude. Each attribute of good leadership simply involves a good attitude. This program fits the bill perfectly.

As I alluded to in the main manual, the reason this program books so well are because many school districts/cities have leadership conferences where representatives from each high school all get together for a day or multi-day event and cover topics in workshops and since the whole idea is developing into good citizens, leadership as a keynote fits these events like a glove.

In most cases, the mindsets of the kids differ greatly from regular daytime assemblies since in most schools, you’ve got the entire school, its own little community, in one building in one audience. With a leadership conference, you’re seeing groups of kids interacting with each other and they are somewhat more reserved because they’re a tad bit out of their comfort zone – different school, surroundings, other teens they don’t know, etc. Plus they are trying to put forth a more mature face due to the nature of the event.

They still like to have fun and joke around, but in my experience, I have found they are more reserved during my performances...not a bad thing, as I don’t have to work as hard to “control” them!

Although I share some personal experiences in this program, it’s not quite as extensive as in “It’s Your Choice, It’s Your Life.” I encourage you to read the script and familiarize yourself with it and of course adjust it to suit your personality.

I’ll cover the script first and then mention where I got the specific effects and, in many cases, I’ll also mention cheaper alternates. For now, let’s learn to...

“Lead To Succeed”

Opening **Bowl-A-Rama**

(Music starts. Cris walks out on stage carrying a drawing pad. Audience watches Cris create a bowling ball out of the drawing pad. He drops it to

the ground with a loud, solid thud. Then Cris takes off his jacket and from his right jacket sleeve emerges a full-size bowling pin! He drops it to the ground with a crash. It's solid.)

Opening Remarks

CRIS

I'm here to talk to you about leadership. Whether it's leadership on a football field, leadership in politics or leadership in an office or some other working environment, there are good ways to lead and bad ways to lead.

I've been on both sides of the coin – I've worked with some good and bad leaders in the form of managers or bosses at various jobs I've had through my life as well as mentors I've worked with as I learned how to become a small business owner myself.

A lot of people believe that leaders are born. Not true! I'm here today to tell you that anyone can be a leader. To be an effective leader you do not need to come from a certain kind of background. You do not need to look a certain way or have a special last name or anything like that. The most important thing good leaders have is the right attitude.

Anyone know the name Jerry Rice? Probably one of the greatest football players to ever play in the NFL, he was an incredible leader both on the field and off. He had the physical tools to lead by example, but it was his determination, his drive and his professionalism that made him a truly great leader to his teammates. See, unlike other NFL players, Rice treated football as a 12-month a year job. He took it seriously. A lot of NFL players and for that matter, professional athletes find it difficult to take their careers seriously day in and day out simply because many of them receive so much money in a relatively short amount of time.

Jerry Rice, though was different. He learned many of the best secrets of leadership and none of them require physical gifts or talent – just an understanding of how to relate to others and themselves to be the best that they can be. I've got several characteristics of good leadership that I'm going to share with you today.

Leaders ask for what they want...with RESPECT

Money Morph

CRIS

First, though, I need to borrow a dollar bill from someone, please. I promise I am NOT going to rip it up or burn it or any of that.

(One student lends Cris a one-dollar bill.)

CRIS

Thank you, for that! I've been in front of you for about three minutes now and yet I was able to get someone to lend me a dollar. How did I get that dollar? I asked for it. A good leader is not wishy-washy. A good leader asks for what he/she wants, and they keep asking until they get it. Good leaders never give up. Now here's an important thing...I also ASKED for it, I did not DEMAND it. Good leaders know that to get loyalty out of those they lead that respect is the best key. In my past, I worked for some pretty bad bosses. I've worked in pizza places, fast food restaurants, garages installing car alarms and more. I've had some really cool jobs until I decided to become a full-time performer. Here's the thing, though...other than one guy, my bosses were all terrible. They showed favoritism to other employees, bent the rules and if something went wrong, they would scream and yell at the employees. The quickest way to alienate those around you is to scream at them. No one likes to be screamed at.

Now, the person who lent me the dollar, please join me up here.

Thanks for coming up here. Like I said a good leader shows respect to those he's working with. A good leader expresses gratitude. I'm going to thank you in a very unusual way...by not giving you your dollar back! No, I'm going to give you something else even better...

(Cris pulls his sleeves up and then folds Bill's dollar up, and then slowly unfolds it. Bill can easily see that Cris' hands are otherwise empty and his sleeves are up. Nevertheless, when Cris unfolds the bill, it has changed into a five-dollar bill!)

CRIS

Bill, because you were kind enough to help me and come up here, I'm going to let you keep this five. Give Bill a nice round of applause as he returns to his seat!

Leaders understand that honesty is the best policy

The Relic

CRIS

Leaders are honest. Let's face it - People can spot a phony from a mile away! How many of you have ever been caught in a lie? Of course! Many of us have.

I've tried it, many of you have tried it. Whether it's because we don't want to admit we did something wrong or because we're trying to spare someone's feelings, people for hundreds and hundreds of years have tried to put one over on each other.

Most people get caught. Why? Because our thoughts influence us physically. What you think influences how you act. It's like if someone you know walks into a room with his shoulders slumped you know he's not having a good day. People can tell. We can "read" each other.

Even if someone you're leading doesn't know for sure you're lying, they will sense something's not quite right. Their confidence in you will be lost. They will not trust you.

I need two people to help who think they can maintain a really strong poker face...

(Cris picks two students to help him.)

CRIS

Thanks for helping! I'll need one of you over here...

(Cris points to his right.)

CRIS

And the other, stay to my left.

(The two students take their positions.)

CRIS *(to student on the right)*

All right...let me show you something.

(Cris shows a medallion on a chain.)

CRIS

This is a Spanish coin minted sometime in the 1700's. I have no idea what it's worth, only that it looks cool. I'd like you to take it and when I turn my back, I'm going to ask you to put it in one of your hands, right or left. You're going to hold both hands apart from the other like this.

(Cris demonstrates with his own two hands.)

CRIS

Keep the medallion in one of your hands but keep both hands so they look the same – like don't let the chain hang out as that's too obvious.

(Cris turns away as she puts it in her right hand.)

CRIS

Now, you get to be either a liar or tell the truth...it's up to you. I'm going to ask you a question – you can lie or tell the truth, it doesn't matter. Is the necklace in your right hand?

FIRST STUDENT

No.

CRIS

I think you're trying to pull one over on me – it's in your right hand!

(She reveals the necklace in her right hand.)

CRIS *(to second student)*

Let's have you try! Take the necklace, but when I turn around, hide it in one of your hands.

(Cris turns around as she hides it in her right hand.)

CRIS

Same deal – you can lie or tell the truth. Is it in your left hand?

SECOND STUDENT

No.

CRIS

You're telling the truth! It's in your right hand. Now let's try it harder. I'll have you *(first student)* hide it in your hand.

(Cris turns to the second student.)

CRIS

While she's doing that, you're going to watch which hand she puts it in.

(The first student puts the necklace in her left hand while Cris' back is turned.)

CRIS *(to second student)*

Okay, here's your job. In your mind, decide right now if you are going to tell the truth or try to lie to me. Don't reveal if you are lying or not...just decide for yourself. I'm going to ask you a question to try and find out where she has the necklace. Answer in character!

Does she have the necklace in her right hand?

SECOND STUDENT

No.

CRIS

I think you're telling the truth.

(He turns to the first student.)

CRIS

It's in your left hand!

(She opens her hand, revealing the necklace!)

CRIS

As you both can tell, it's easiest to just tell the truth. Give them both a round of applause!

Leaders communicate effectively **Smart Ass**

CRIS

How many of you have jobs outside of school?

(Several hands go up)

CRIS

Do you remember times when your boss asks you to do something, and then they rattle off the instructions so quickly you were instantly lost? And the person giving you the instructions just got frustrated and rattled off the instructions just as fast. It's frustrating! There are a few things to consider when communicating. I'll demonstrate them.

When I used to install car alarms, for the same company I also ran a warehouse shipping parts all over the country. Both of my jobs were very complicated, and I would have to juggle both duties all day long. I can remember being on my back stuffed under the dashboard of a car trying to solder wires for these alarms. Wire soldering essentially involves using a soldering gun to melt metal to fuse two wires together and it gets REALLY hot. My boss would come running over to you and start barking instructions to me about some shipment.

What happened? I'd get distracted and I'd drip hot solder on my face or if I was having a really bad day, it'd drip right into my nose.

My boss could have really done me a favor and waited for me to climb out of the car and give him my full attention before rattling off a series of instructions that I'd never remember because I was too busy yelping because of the hot metal on my face.

Let's try something and see if we can set a good example of communication.

(Cris calls one student up from the audience.)

CRIS

What's your name?

TOM

Tom.

CRIS

Tom, I have a jumbo card.

(Cris shows the back of a jumbo card to the audience.)

CRIS

If I were to show you this card and then ask to look through a full deck of cards, you would have all of the information you would need to take the proper course of action and successfully complete the task, right?

TOM

Right.

CRIS

Well, I'm not going to show you the card. I'm just going to set it facedown on this chair. I'd like you to sit on the card.

(The crowd chuckles as Tom sits on the card. The chair is facing Cris, so when Tom sits, he is profile to the audience.)

CRIS

Now I can't be accused of trying to switch the card...or Tom's going to know!

(More laughter.)

CRIS

Tom, I have a deck of cards. As you can see, they are well mixed.

(Cris displays the cards to Tom as well as the audience.)

CRIS

Tom, if I were to let you look through the deck after you looked at the Jumbo card, that would make your job a lot easier, but I'm not going to let you do that. You're going to have to rely on your intuition. Please take the deck in your hand.

(Tom takes the deck of cards in his right hand.)

CRIS

Now cut the deck roughly in half, one half in each hand.

(Tom cuts the deck, holding half in each hand.)

CRIS

In a moment, you're going to throw one of those halves over your head. It could be the cards in your right hand or the cards in your left. It's up to you. Throw one half over your shoulder after I count to three. One, two, three!

(Tom throws the cards in his left hand over his shoulder. Because he is sitting profile, the audience can see the cards fly through the air and hit the floor.)

CRIS

Perfect! Now I'd like you to cut the remaining cards into two piles, with one in each hand.

(Tom cuts the remaining cards into two piles.)

CRIS

Now, once again, when I count to three, toss one pile over your shoulder – right or left, the choice is yours. One, two, three!

(Tom tosses the cards in his right hand over his shoulder. Once again, the audience gets to see individual cards fly through the air and hit the stage.)

CRIS

Now we only have a few cards left...

(Cris motions toward the cards and Tom hands them over.)

CRIS

Tom, you've narrowed the deck down to these few...please touch the back of any of these cards.

(Tom touches one card and Cris immediately hands it to him.)

CRIS

Tom, please stand up. You've been relying on nothing more than your intuition to narrow down these cards. Without knowing what card you were even aiming for, you had to eliminate card after your card, with one chance in 52 that you would somehow make the right choice and find the card in the deck that matched the jumbo card you've been sitting on. Would you pick up the jumbo card?

(Tom stands up and picks up the jumbo card.)

CRIS

Without showing the audience, would you turn both cards toward you and see how well you did?

(Tom looks at both cards and his eyes widen in surprise. The audience begins to stir.)

CRIS

And now show them to the audience...

(Tom shows both cards to the audience. They match! The audience applauds as Cris takes both cards from Tom and escorts him back to his seat.)

CRIS

Thanks, Tom! Have a seat.

(Tom returns to his seat.)

CRIS

If I had been communicating effectively with Tom, he might have thrown all the cards on the floor. He might have sat on the whole deck. Who knows? But because I communicated effectively, Tom did something really cool. Communication is key!

There's a couple of things to remember – the person you are explaining or giving instructions does not know what's going on inside your mind, so you need to stop and think about how you would want something explained to you if you did not know what was going on.

This means, first and foremost, taking your time. A good leader explains things very clearly. A good leader explains one step, makes sure it's understood and then moves on to the next step, making sure the directions are communicated very clearly.

Now...this is important...don't go, 'This...is...what...I...want...you...to do!'

(laughter)

CRIS

That's just going to make people angry! Don't patronize.

People of all ages are easily distracted! That goes for ANY age: little kids, students your age, adults, anybody. Besides explaining things clearly, a good leader knows to make sure he has someone's full attention before giving crucial information.

Understand the strengths/weaknesses of those you lead Ultra Board

CRIS

Learn about the people you're going to lead...their strengths, weaknesses, etc. Not every person is suited for the best job! If you're a leader, part of your responsibility is to make sure everyone is used to their maximum strength and their weaknesses are corrected, minimized, or compensated. To do this, you must learn about those you are leading. Now in leadership roles many times it's NOT good to get too 'buddy-buddy' with those you are leading, but it's good to know some things about each person. I'm going to learn a few things about three of you now...

(Cris picks up his blackboard. He sets a few cards down on his table. He fixes his gaze on a girl near the middle section of the group.)

CRIS

Hi! What's your name?

SHEILA

Sheila.

CRIS

Hey, that was my name when I was a girl.

(laughter)

CRIS

Uh...I didn't say that...out...loud...? Anyway, Sheila, think of someone you are very close to but who is not here tonight. Got someone in mind?

SHEILA

Yes.

(Cris looks at her a moment, then smiles. He writes something down on his board. He then picks up one of the cards.)

CRIS

I'm going to save this for a SURPRISE!

(He keeps the card in place with one of the three bulldog clips mounted on the board.)

CRIS

Sheila, I don't want you changing your mind later to make me look stupid, so tell us all...what is the name of the person of whom you're thinking?

SHEILA

Bob Higgs.

CRIS

Bob Higgs...

(He quickly writes Bob Higgs below the card on the board.)

CRIS

Perfect! Now, the gentleman next to Sheila...what's your name?

JIM

Jim.

CRIS

Jim, this may sound weird, but would you say your birthday is more toward the beginning of the year or more toward the end?

JIM

The beginning.

CRIS

Beginning...Okay, that gives me something to go on...

(He writes something else on the board and covers it with another piece of card stock.)

CRIS

Jim, just so we all know you're telling the truth later, what is your birthday? Not the year, just the month and day?

JIM

March 17th.

CRIS

March 17th – good.

(Cris writes “March 17th” down underneath the second card.)

CRIS

Now, we'll get to those in a second, but first, does anyone here have any change in their pockets?

(Two people raise their hands.)

CRIS

Sir, on the left, would you do me a favor? Please take just a few coins at random out of your pocket. Don't look at them yet and don't count them just yet...just hold onto them.

(Cris studies the student for a moment, then finally smiles and writes something else on the board. He then covers it up with the last card using the last bulldog clip.)

CRIS

We'll get to the money in a second, but first I need to point out something. I wrote down something then I asked Sheila for the name of the person she was thinking. She was thinking of Bob Higgins. Well, before she said anything, I wrote down the initials B.H.

(Cris whips away the first card revealing the initials “B.H.” The audience applauds.)

CRIS

Then, I asked Jim to think of his birthday. The only clue I had was that it was at the beginning of the year, which could have meant January or February, but I wrote down March 17th.

(Cris whips away the second card, revealing “March 17th” written under it. Once again, the audience applauds!)

CRIS

And finally, the guy holding the coins. Would you count the change you’re holding?

(The student holding the coins counts up his change.)

MAN

Forty-two cents.

CRIS

Forty-two cents?

(Cris writes “\$.42” on the board underneath the third and final card.)

CRIS

Now, I had no idea of two things: how much money was in your pocket and how much you’d wind up pulling out, so I was flying completely blind on this one, but I did write down...

(Cris whips away the third card, revealing “\$.42” under it.)

CRIS

Forty-two cents!

(The audience applauds.)

Leaders aren’t afraid to get their hands “dirty.”

Needles

CRIS

When I was researching this topic, I read several books on leadership, interviewed a number of people, and studied successful people. One story I remember vividly involved the mayor of New York City during 9/11. Rudy Guilani served as a great example for the people of New York at that time because he got right out there with his staff and helped pick up the rubble. Other politicians in his position would have been content to stay in their offices.

Many times, as people achieve success in their careers and they start moving up the ladder, they forget what it was like starting out. When you get into a position of power, it can be easy to forget and start stepping on the people below you.

A good leader is not afraid to get his or her hands dirty. I'm going to show you what I mean. How many of you, when you were younger, maybe saw a magician bring out one of those arm chopper or guillotine things where the magician would build up this drama about whether or not his volunteer was going to get his head or arm chopped off?

(Hands raise.)

CRIS

Yeah, I'd see that, too. Rather than supposedly put one of you in harm's way with an arm chopper thingie, I'm going to do something that may risk my health for all of you. I'll need the help of one person who wants to see me possibly get hurt up close.

(Hands shoot up.)

CRIS

A room full of sickos.

(Cris brings one person on stage.)

CRIS

Thanks for helping. What's your name?

BRIAN

Brian.

CRIS

Thanks! Here, I have a flashlight! It's turned on so hold it just like this in your left hand.

(Cris positions him with his left hand holding the flashlight.)

CRIS

I also have a package of needles. What I am about to do is very stupid. Don't do it! Anyway, watch. I'm going to give you two needles to hold onto for a moment.

(Cris hands Brian a couple of needles.)

CRIS

Now, shine the light in my mouth – anything?

(Brian shakes his head as he shines the light.)

CRIS

Good...Now hand me a needle. I'm going to place it on my tongue.

(Cris places the needle on his tongue and swallows it!)

CRIS

Hand me the second one.

(Cris places the second needle on his tongue. He swallows it!)

CRIS

Shine that light in my mouth...under the tongue...under the top lip...under the bottom lip...

(As Cris says each, he allows Brian to inspect each section of his mouth with the flashlight.)

CRIS

Let's speed this up.

(Cris takes a bunch of needles out of the package.)

CRIS

How many does that look like to you?

BRIAN

Maybe 20.

CRIS

Perfect. Watch.

(Cris places the whole bunch on his tongue...and swallows!)

CRIS

Shine that light in my mouth...under the tongue...under the top lip...under the bottom lip...

(As Cris says each, he allows Brian to inspect each section of his mouth with the flashlight.)

CRIS

Now for some thread!

(Cris takes out a spool of thread, unwinds about two feet and swallows it.)

CRIS

Yummy...that's Italian!

(Audience laughs.)

CRIS

Everyone, say it with me...Shine that light in my mouth...under the tongue...under the top lip...under the bottom lip...

(As Cris says each, he allows Brian to inspect each section of his mouth with the flashlight. The audience chants along.)

CRIS

Who said up the nose? Okay, go ahead.

(Cris tilts his head so Brian can shine the flashlight up his nose!)

CRIS

Now I've swallowed the needles and the thread...now for the hard part. Watch.

(Cris struggles then spits a piece of thread out. As he pulls it out of his mouth, the audience can see the needles are threaded on the thread!)

CRIS

I'm glad that's over!

(Audience applauds.)

Leaders make good use of their time

CRIS

Let me ask a question...if I were to give you \$86,400 would you know how to spend it?

(Cris asks a few students what they would spend the money on. Most of the answers are humorous. Cris banter with the audience for a few moments.)

CRIS

Well, you're in luck! Each day each of you has 86,400 to spend. Of course I'm talking about 86,400 seconds in each day. Each of you has the same amount of time. No one has any less and no one has any more. What you decide to spend that time on today will impact your success tomorrow. Good leaders know that time is precious. We all have the same amount of time each day – 24 hours. It doesn't matter how much money we have or our background or what kind of job we have. It all comes down to how we spend our time.

I'm sure many of us have left things til the last minute and the results have shown that...we always get better results when we devote enough time to whatever it is we're working on.

Good leaders know that in order to get the job done right, whenever possible it's important to leave enough time to finish a task. That means knowing in advance how much time something should take, which requires pre-planning and research, or, if it's something that's been done before, learning from past experience.

In, I believe, 1990, the Buffalo Bills, the NFL football team I used to like, went to the Super Bowl for the first time. They would eventually go an unprecedented

four times in a row. No team in history had done it before or since. Trouble was, they lost every time.

The first year they went was regarded as their best chance. They were young, talented...but there was no sense of leadership. The final play came down to a field goal by kicker Scott Norwood. The attempt, which was well out of Norwood's range, wound up going wide right.

After the game, experts analyzed the Bills' performance and concluded that they mis-managed their time on the field. They wasted time, didn't use their time outs well at all and generally had no conception of what to do to maximize their time.

True leaders use their time wisely. They figure out the possible things that could go wrong and develop plans to handle things if they do go wrong.

Leaders are well-prepared Chinese Menus

CRIS

A good leader understands that situations change. People change their minds. New options arise. To be a good leader, you must be prepared. In any situation in which you are called upon to lead, it's important to know what you're in for and try to prepare as best you can.

There really isn't any big secret with preparation. Just prepare! Try to figure out all the things that could go wrong or all of your options, then make your preparations.

I've tried my best to prepare for today. I've put something in that envelope over there, but I'll get to that in a moment. First, I have three Chinese restaurant menus. Anybody here like Chinese take-out?

(Hands shoot up.)

CRIS

Perfect!

(Cris gives three menus out to three different students.)

CRIS

I need each of you to select one item on that menu and be ready when I come by to take your order. The order's pretend, so don't get too excited. In the meantime, I need one of you to sign my order sheet...

(Cris picks one student.)

CRIS

What's your name?

STACY

Stacy.

CRIS

Perfect. Stacy, I need you to write your name on this card, so you'll know it when you see it later.

(Stacy signs the card.)

CRIS

Wow, I can actually read your signature. Now I'm going to take the orders of everyone with menus. When I come to each of you, you're going to take the pen and write down the price of the item you ordered on the card Stacy signed.

(Cris goes around the room and has each student write down the price of their food, confirming with each that the order is going down on Stacy's card with her name on it.)

CRIS

Stacy, would you join me up here?

(Stacy joins Cris onstage.)

CRIS

Stacy, take this card and this calculator and total up those three items, okay?

(Stacy takes the card and the calculator and totals them up.)

CRIS

While she's doing that, I want to point out to those of you who have those menus that there were literally hundreds of possible items on the menus. You had a ton of possible options. The total of those three items could have been an almost limitless total.

That's like life...in any situation, you're going to have limitless options. Life is so open and with so many possibilities that to have lasting success, you HAVE to be prepared. If you're in a position of leadership, you HAVE to be prepared.

Now, Stacy, what's the total of those three items?

STACY

\$16.10.

CRIS

I'll write it on my chalkboard. \$16.10, right?

(Stacy nods as Cris writes the total in large numbers on his chalkboard.)

CRIS

Stacy, I want everyone to know that YOU totaled the numbers by yourself. I didn't. Everyone who has the menus, you all know that there are a few hundred prices on each so the total could have been a ton of possibilities...yet I came prepared. Stacy, would you open that envelope and take out what's inside?

(Stacy walks over to the envelope and opens it. She removes a very large piece of paper, unfolds it, and shows that the paper has "16.10" written in huge numbers on it!)

CRIS

Stacy, thanks for your help!

(The audience applauds as Stacy returns to her seat.)

Leaders are well-rounded **Shakespeare Experiment**

CRIS

Good leaders are three-dimensional people. They're not afraid to explore, learn. Many people don't realize that in addition to physical skills, a great NBA player is

well-rounded in all aspects of the game. Michael Jordan, arguably the greatest player ever to play basketball, was a fantastic and prolific scorer in his early years. He became a truly great player when he developed defensive skills, a deadly three-point shot, rebounds, assists and, most importantly, the interpersonal skills to not only mesh with his teammates but to also inspire them to make the most of their own abilities. Brock Lesnar was a \$4.5 million per year professional wrestler who walked away from it all to play in the NFL, but he got cut because he could not memorize the playbook in time during training camp. My point? Expand your horizons – try new things, learn new skills. Read more. Read the classics...

Let's get someone up here.

(Cris brings up one volunteer.)

CRIS

Thanks for helping!

(Cris brings out some books – two paperbacks and a thick leather-bound book.)

CRIS

I've got three novels, all classics – The War of The Worlds by H.G. Wells, Dracula by Bram Stoker, and the complete works of Shakespeare. What's your name?

SALLY

Sally.

CRIS

Don't worry, Sally, I'm not going to hurt you.

(Audience laughs.)

CRIS

Sally, which of these books which you like to use?

SALLY

Shakespeare.

CRIS

Oh, an appreciation for the Bard! Well, take the book, flip through it...

(Sally flips through the book for a moment.)

CRIS

Now, Sally, I'd like you to just open to any page at random, preferably one page in the section with the plays – that's where the intense imagery is!

(Sally opens to a page.)

CRIS

Now Sally, I'd like you to hold up your pointer finger.

(Sally holds up her pointer finger.)

CRIS

And place it at the top of the left page, at the top of the left column. We read left to right, so we'll start there.

(Cris places her finger at the top of the page.)

CRIS

Sally, concentrate on that word...picture what it means in your mind, feelings, pictures, scenes in your mind...Sally, I'm getting a feeling of romance, of couples, of togetherness, valentines, warmth in the hearts, things of a peaceful nature...am I on the right track?

SALLY

Yes!

CRIS

Cool! What would it be exactly?

SALLY

Hearts!

CRIS

Nicely done – you're a good sender! Now, Sally, stay on that page...run your finger SLOWLY down to the bottom of that left hand column as you do so, letting some of those words flash through your mind...

(Sally runs her finger down the page.)

CRIS

Sally, are you at the bottom of that left column?

SALLY

Yes.

CRIS

Okay, last time I got several images and impressions of the word...this time, I'll try to zero in right on the EXACT word, much harder...Okay, this time I get the sense the word is pretty much the opposite of that last word. This word has to do with conflict, with fighting...is the word...weapons?

SALLY

That's right!

CRIS

Thank you for your help! Let's try one more...Sally, trace your finger from the bottom of that left column near the word weapons and trace that finger now to the top of the same page to the right-hand column on that page...are you at the top?

SALLY

Yes.

CRIS

Okay, just look at the first word at the top of that column...it's a short word, right?

SALLY

Yes.

CRIS

Just a few letters?

SALLY

Well, just one.

CRIS

Oh?

SALLY

YES!

CRIS

Stay there...let me see if I can follow your eyes as you read the first few lines...O, heavy lightness, serious vanity...Misshapen chaos of well-seeming forms...Feather of lead, bright smoke, cold fire...sick health...crap, it's fading...I think I can get a little more...Still waking sleep, that is not what it is...how'd I do?

SALLY

Wow!

(The audience bursts into applause as Cris sends Sally back to her seat.)

10 Conflict Resolution Tips

HPN

CRIS

In many situations where people must co-exist in a group, there will be disagreements, misunderstandings, and conflicts. A good leader goes out of his/her way to learn and understand conflict resolution strategies. I've got a few tips for you.

(Cris takes out a stack of bright yellow envelopes.)

CRIS

I'm going to ask nine people to stand up here in a line. I'm not going to embarrass you, I'm not going to ask you to dance or jump or wear a silly hat or anything stupid. I'll just need nine of you to stand in a straight line here.

CRIS

If I ask you to come up, just line up next to each other...

(Cris picks nine people and hands each person an envelope.)

CRIS

Perfect! Just hang on to those envelopes so we can all see the writing. I'll go through these conflict resolution tips very quickly.

1. Use a mediator or referee
2. Listen to other person's point of view
3. State your side clearly & calmly
4. Picture yourself in the other person's shoes
5. Express your feelings honestly
6. Make sure you understand the problem
7. Let each side speak without interruption
8. Compromise – give a little, get a little
9. Find a 'win-win' solution
10. If all else fails, seek expert advice

CRIS

Since I have you all up here, let's try something I could not do by myself. Something that will show you all the power of teamwork.

"Please hang onto these and don't switch with your neighbor. You are the Envelope Committee! Do you feel like you're at the Oscars? In a moment, I'm going to say to the Envelope Committee, 'Envelope Committee, READY!' You'll then lift the envelopes to about chest height. Line up the top of your envelopes with your neighbor so they are all the same. I'll then say, 'Envelope Committee, LIFT!' At that point, you'll lift what's in your envelopes out. Got it? OK, right now, just relax.

(Cris moves toward one of the students holding a sign.)

CRIS

"What's your name? Tracy? Thanks for joining me! As you can see, I have a big phone book. I'd like you to flip through this phone book, paying special attention to the white pages because that's where the most numbers are.

(Tracy looks through the phone book.)

CRIS

Tracy, just flip through that phone book.... lots of different numbers, right?"

(Tracy nods, as she flips through the book.)

CRIS

"There are probably a couple hundred numbers on each page, right? With several hundred pages in the book? Which means there has to be at least 6 or 7 dozen numbers in the book, right? Actually, that was silly – truthfully, there are probably hundreds of thousands of names in those white pages, correct?"

(She nods)

CRIS

"Would you open to a random page in the white pages?"

(Tray does.)

CRIS

"It's been proven that people are psychologically drawn to certain numbers if asked to name a number. I want this to be completely random, so put with your right hand, put your first finger at the top of the page, cover your eyes with your left hand...and start to SLOWLY draw your finger down that page back and forth and stop wherever you want to stop.

(Tracy eventually stops on a point on the page.)

CRIS

"Tracy, you're on a specific phone number. You can stop where you are, go up or go down. Do you want to move? No? OK, keep your finger exactly where it is...I'm going to mark your place."

(Cris puts his finger near where she stopped.)

CRIS

"Keep your finger where it is but open your eyes. I've got your place marked...can you read that number? OK, I've got a microphone and I've got a

big mouth, so I'll say to out loud...if I say a phone number that is NOT where you stopped, let the audience know.

(Cris reads the number, encouraging the audience to say it with him a few times...)

CRIS

"OK, Envelope Committee, READY!"

(The group of eight holds their envelopes at attention.)

CRIS

"Envelope Committee LIFT!"

(The eight people each lift a white number printed on a black card out of the envelope. The numbers in sequence spell out the random phone number Tracy selected. The audience applauds as the committee and Tracy take their seats.)

Leaders Never Give Up!

Col. Sanders Story

CRIS

Leaders never give up! I'll tell you about a guy that you would know. Has anybody ever heard of Harland Sanders? Has anybody ever heard of Colonel Sanders, Colonel Harland Sanders?

"I traced back and found his story. He was at the age of 65 and he was bankrupt. At 65 years old, he was bankrupt. He had a restaurant that had failed. And he was just basically broke at the end. He got his first Social Security check. He looked at it and it was for \$105. He said, 'I am NOT living like this.'

"He had an idea. He had a goal, he knew his outcome. He said, 'I have this wonderful chicken recipe. Now if I give this away, or if I sell this to a restaurant, I'll make a couple bucks and I'll be broke again.'

“So this was his idea. He knew his outcome, like I said. He said, ‘I’ll give this chicken recipe to a restaurant. Give it away. All they have to do is give me a percentage of the profits based on what they sell with my chicken recipe. I’ll get this residual income coming in.’

“So he knew his outcome. He committed to it, believed it was going to happen. He said, ‘I’m going to do this. I’m not going to live broke, on a \$105 Social Security check every month.’

“He took off around his area, telling people about his plan, going to restaurant after restaurant, rejected time and time again. No, no, no. He didn’t stop there. He was taking action. He was changing his approach the whole time, seeing what was working, changing his approach. He didn’t give up. He took out across the country, sleeping in the back of his car because he had no money for expenses. He kept changing his approach.

“How many no’s do you think he got? How many rejections? 100? 200? 300? No. Colonel Sanders got 1009 no’s before somebody said yes. 1009.

“Now, how many, after 500 no’s, would have said, ‘I better check my recipe. This can’t be that good.’ But he knew his outcome. 1009!

“Now, what do you think he would have done if he would have gotten to 1010? He would have gone to 1010, 1011. He would have done whatever it took. Shortly thereafter, within a few years, every town in America that had a population of 30,000 people or more had a Kentucky Fried Chicken restaurant in their town.

“At the end of his life, he died I think around ’90 or ’91, he was giving away money as fast as he was making it. He sold out to a major conglomerate. It was the Taco Bell Corporation or some corporation that owned it, for like \$200 million.

See, the one thing people say after I tell them about never giving up is that they have all these obstacles, all these reasons why they can’t do something. Look at Col. Sanders – he was 65 years old, living in the back of his car trying to start a new life for himself with this chicken recipe. If these guys can do it, ANYONE can do it. You just have to believe.

Leaders trust their instincts
Blindfold Routine

CRIS

So often in life, we are faced with situations that we do not feel prepared for. It feels as though we are flying blind. Well, if you've prepared yourself as much as possible and learned from past experience or mistakes, in many cases your instincts, your guts will lead you down the right path. It may feel like you're totally blind, but if you keep your wits, you can still succeed. I'm going to demonstrate that now as I take away my sight. No, I'm not going to poke my eyes out – that would be sick! I'm going to have three of you will draw some pictures and I'm going to have myself blindfolded and then I'll see if I'm able to use my 'psychic powers' to describe them. First, the drawings. I'm going to give three of you some paper and pens. Don't draw anything yet. Wait til I'm blindfolded, when it will be slightly more impressive!

(Cris passes out three large sheets of paper and markers to three audience members.)

CRIS

Now, I need two of you to help me get blindfolded.

(Cris selects two students to help him.)

CRIS

Thanks for helping! What's your name?

BOB

Bob.

CRIS

Thanks for helping! And yours is...?

JOY

Joy.

CRIS

Thank you both of you. Here's how I'm going to be blindfolded. It will be in several stages. First thing I will do is close my eyes. Bob, close your eyes.

(Bob closes his eyes.)

CRIS

Can you see?

BOB

No.

CRIS

Pretty effective, huh? Second thing will be these two quarters – one over each eye. Joy, check ‘em out. Can you see through them?

JOY

No.

CRIS

Next, several pieces of duct tape.

(Cris tears off three strips of tape.)

CRIS

You each get one. Place the quarter in the middle. One of you will also get a second strip of tape...

(Cris looks at Bob.)

CRIS

And the other person will be my lovely assistant and hold onto this stylish sleeping mask.

(Cris looks pointedly at Joy.)

CRIS

Joy, here’s the tape for you. Bob, would you take the mask?

(The audience laughs.)

CRIS

Bob, take note of that sleeping mask...you'll quickly notice that it is not a sleeping mask at all but rather a piece of sheet metal that has been bent and custom-fitted to completely block my view of anything. Bob, hold it up to your face – can you see anything?

BOB

No.

CRIS

Wanna try it on? Might be fun...

(Audience laughs. Bob quickly shakes his head.)

CRIS

Joy, do me a favor...hold this up to your eyes and check it over carefully. Are there any openings or secret gizmos that would allow me to cheat in any way?

JOY

No.

CRIS

Okay, then we're ready to begin! Joy, place that tape over my eye at a 45-degree angle, making sure the quarter is over my eye.

(Joy presses the tape on Cris' face.)

CRIS

Press it down so there's no gaps. If you feel any jelly-like substance squirt onto your hand, that means you pressed my eye too hard. Bob, your turn. Put your quarter and tape over my other eye, at a 45-degree angle. Make sure there's no gaps. Don't hurt me – I bruise easily.

(Bob presses the quarter and tape over Cris' other eye.)

CRIS

Joy, you have one more piece of tape. You can put it anywhere you like, however...

(The audience laughs.)

CRIS

The mouth is very funny, but I do need to speak and breath. Just put the tape straight across where my eyes used to be.

(Joy presses the third strip of tape onto Cris' face.)

CRIS

All right. To blindfold myself, I have my eyes closed. I have two solid metal quarters stuck over my eyes, with several strips of duct tape. Some people THINK I could still see. I call them hecklers. Joy, take the tape, and pull just a bit of the end off for me please...

(Joy hands Cris the tape. Cris immediately wraps the tape around his head over his eyes several times!)

CRIS

Bob, hand me that smashing sleeping mask.

(Bob hands Cris the mask. Cris puts the mask on.)

CRIS

Bob, Joy, you've both been wonderful. Please take your seats. Everyone, please give them a HUGE round of applause!

(Bob and Joy return to their seats.)

CRIS

Now I'm blindfolded. The three of you who have paper and pens, please draw something on your paper, but listen carefully – please make it unique. Don't draw the obvious. If you're drawing an animal, give it a fifth leg or take a leg away. If you're drawing a person, give the person a third eye. Make it something I could not guess. Finally, make the drawing as large as possible to fill up the page. When you have finished, please join me up here on stage. I will not embarrass you. I'll ask you to do this as quickly as possible. The last time I did this, the audience had left.

(The volunteers start drawing.)

CRIS

While they're doing that, I'm going to try something.

(Cris begins wobbling slowly toward the first row of people.)

CRIS

Whoever is directly in front of me, do me a favor: please hold up your forefinger.

(A girl in front of Cris holds up her forefinger.)

CRIS

If your finger is up, hold it steady...

(Cris holds up one of his fingers and slowly starts moving his finger toward the girl's.)

CRIS

Don't move...you're going to have to mentally guide me in...

(Cris is able to eventually touch her finger! The audience gasps.)

CRIS

I'm glad that worked! Let's try something else. Please hold your hand over your head.

(The girl raises her hand.)

CRIS

Now raise one, two, three, four or five fingers – the choice is yours.

(The girl holds up two fingers. Cris waves his hand slowly near the girl's hand, without touching it.)

CRIS

I'm getting the sense of...two.

(The audience gasps again.)

CRIS

Hey, this stuff works!

(One by one, the three volunteers join Cris onstage.)

CRIS

I hear footsteps...are you all here? Please stand to my left in a line. The person closest to me please place your drawing face down in my hand so I can hold it up for the audience...OK, should this be horizontal or vertical?

GUY 1

Vertical.

CRIS

OK...I'm getting an impression of a sword, is that correct?

GUY 1

Yes!

CRIS

And number 2...

(The second person hands Cris his drawing.)

CRIS

Is this right side up?

GUY 2

Yes.

CRIS

I'm getting the impression of a pirate ship. Is that right?

(The audience applauds wildly.)

CRIS

Last one...

(The third volunteer hands Cris her drawing.)

CRIS

I'm sensing a ladybug. Is that right?

GIRL 3

Yes!

(Audience applauds.)

CRIS

Thank you! The three of you can take your seats and now, the most entertaining part of this routine for all of you...the removal of the tape.

(Bit by bit, Cris slowly removes the tape, yelping the entire time. He finally gets it off and faces the audience once more and opens his eyes. He bows to thunderous applause.)

Pro Viper
Expect the Unexpected

CRIS

I need a volunteer...someone who is very brave...who likes animals...who likes reptiles...who likes snakes...

(Hands shoot up and Cris calls on one young lady to help him.)

CRIS

Hi! What's your name?

GWEN

Gwen.

CRIS

You like animals, right?

GWEN

Yes.

CRIS

Great! I've got to get something from offstage...

(Cris disappears for a moment and returns with a small table with a large basket on it.)

CRIS

I'm not sure if he's awake...I couldn't see his head and he's all coiled up...

(Everyone reacts to that line!)

CRIS

Gwen, we'll get back to the basket in a moment, but first, I'm going to show a deck of cards. Each card has something written on it: 'Leaders make use of their time,' 'Leaders are good communicators...'"

(Cris continues, reading off the short phrases of several cards, all referring back to the leadership principles in the show thus far. In essence, we're recapping the show here in a subtle manner!)

CRIS

Gwen, you get to pick a card. Tell me when to stop.

(Cris riffles the deck. Gwen says 'stop' and takes the card she stopped on.)

CRIS

What's it say? Oh, it says, 'Leaders prepare for the unexpected – great! In fact, things can and do go wrong. Leaders work to prepare for all the things that can go wrong. Equipment breaks down, workers call off sick and so on. In any leadership situation, a good leader will think of all the things that can go wrong and then design a plan just in case they DO go wrong.

Gwen, please sign your card...

(Gwen takes Cris' Sharpie and writes her name on the card.)

CRIS

Gwen, there's a SNAKE in that basket! He's going to jump out of that basket, dig through the cards and come up with one card in his mouth – your SIGNED card! Let's just put your card in the middle of the deck...

(Cris puts the signed card openly in the middle of the deck and sets it down next to the snake basket.)

CRIS

Okay, the hard part...I gotta open the basket...

(Cris slowly opens the basket...and while looking inside, waits several seconds and then screams! Everyone jumps and then laughs.)

CRIS

Sorry, I forgot to warn you, he likes it when I scream. Gwen, I had to train the snake, using this:

(Cris reaches into his table and grabs a cuddle blue squeak toy!)

CRIS

Okay, Gwen, take the toy...squeak it...

(Gwen squeezes the toy.)

CRIS

Just squeak it, don't kill it.

(Laughter.)

CRIS

Walk SLOWLY toward the basket...

(Gwen slowly walks toward the basket. The music theme from "Jaws" starts playing, leading to nervous laughter. As Gwen nears the basket, a large 4-foot snake jumps out of the basket and falls to the floor! Everyone reacts! Cris picks up the fake snake and shows the card stuck in the snake's mouth...)

CRIS

Okay, obviously he's a FAKE snake, but even though he's fake, he jumped out of that basket, and came up with one card and one card only...Gwen's card complete with her signature!

(Cris plucks the card out of the snake's mouth and gives the card to Gwen as she heads back to her seat.)

CRIS

Like I said, true leaders plan for the unexpected!

Closing Remarks

CRIS

During this program I have tried to relay some important tips about leadership, but the biggest point to take away is very simple – just show the people you're leading or working with that you care. That you're not just going to be a tyrant. Be respectful. Be mindful of the future. Be prepared. Keep those few simple things in mind and you can Lead to Succeed. Thanks very much.

End

Opening Bowl-A-Rama

Comments: This Kevin James effect, Bowl-A-Rama, is available for \$795 from most dealers. A cheaper alternative is Andrew Mayne's Freefall off of his Freefall DVD, about \$25 from most dealers. It's not quite as effective as Bowl-A-Rama, but it does play well.

The only real purpose of the effect is to grab the audience's attention. I play some upbeat music, walk out and just do the effect. Afterwards, I also like interacting with someone from the audience mostly to convince everyone that the bowling ball is in fact real.

Opening Remarks

Jerry Rise, choosing to lead, no special skills

Comments: Obviously no "effect" here, but talking about a football icon like Rice will certainly curry favor with the male athletic teens in the audience.

Leaders ask for what they want...with RESPECT

Respect, Conviction
Money Morph

Comments: This routine can use any form of the classic Hundred Dollar Bill Switch. There are a zillion handlings out there, but the only real criteria is that you can borrow a dollar bill and do the effect. My handling is based on Kevin King's Money Morph DVD, available for \$25 from most dealers.

One key point I want to make is that by giving the \$5 bill to the volunteer, I'm really endearing myself to the audience. Every other stage performance I've ever seen involves changing the bill to a high denomination...and then back again. This always leads to a deflating of the emotions of the audience.

This is bad theater, so I decided I would not do it anymore.

Leaders understand that honesty is the best policy

Ever been caught in a lie?

The Relic

Comments: This is the classic "which hand is it in" plot that so many mentalists love. There are a trillion gimmick versions out there, but I've found the Relic effect from Outlaw Effects to be reliable, simple to use and features an attractive looking prop. It's available from Rick at: <http://www.outlaw-effects.com/store/>.

The Relic is \$150, but if you want another alternative that's a lot cheaper, consider Max Maven's Kurotsuke presentation from his Video Mind DVDs. The DVD in question, Volume 1, is available for about \$30 from many dealers. True, it's not a true "which hand" presentation, but you can adapt the presentation for a truth telling script by simply telling each person to say "no" if they have the 'odd color' as in Max's effect. Due to the nature of the effect, some people will be lying, and one will not.

Leaders communicate effectively

Questions about students' bosses...don't be patronizing – slow talk gag

Smart Ass

Comments: This is my routine for Bill Abbott's marvelous Smart Ass effect. It retails for \$60 from many details or from Bill Abbott himself. If you're on a very tight budget, you can do a similar effect simply by forcing a card of your choice. Honestly, though, Bill's effect plays well for teens because it is so clean – the volunteer holds the cards for most of the effect.

It's so strong that after I performed it one time, a big hulking brute of a student, a football player, stopped me by grabbing my arm and asking, "Are you going to tell me how it's done?" I wasn't sure if I was going to make it out alive!

That being said, this is a spot in the program where virtually ANY effect that involves giving instructions to a volunteer onstage will work because you can recap the fact that you had to communicate in a certain way.

Understand the strengths/weaknesses of those you lead

Ultra Board

Comments: This routine uses Richard Osterlind's Ultra Board and while I like the clean ending and no force this prop gives you (the board itself is ungimmicked – teens have asked to examine it before!), the truth is you can use any Mental Epic-type prop or handling as long as said handling is brisk. This is NOT the time to use Bob Cassidy's wonderful "4th Dimensional Telepathy," which involves a lot of work with envelopes.

Recently, I have started using the Astor Mental Epic board. If you want some 'homemade' options, I can highly recommend my friend Paul Romhany's book on Mental Epic - The Mental Epic Compendium. Of course, a traditional Mental Epic board is also just fine for this part of the show, too.

Leaders aren't afraid to get their hands "dirty."

Lawyer story

Needles

Comments: While a traditional handling for this old effect is available in Tarbell, I personally love Steve Spill's Confessions of a Needle Swallower DVD, available for about \$50 from many dealers. Steve's handling eliminates the tangling issues many people have reported using older handlings. I've used the routine many times and never have trouble with it.

As I understand it, Scott Alexander and Puck have released a routine called The Needles that retails for \$295. I haven't seen it so I cannot comment on it other than to say other effects from Puck and Scott Alexander (separately and together) ROCK, so their Needles effect is probably a good investment.

I also want to make clear – I do NOT recommend using anything with razor blades, as it just conjures up thoughts of wrist cutting.

Leaders make good use of their time

Buffalo Bills Super Bowl Story

Comments: No effect here, but just a good story. I used to use Richard Osterlind's Watch Routine here, but my run time was too long. For my thoughts on that effect, please read the "It's Your Choice, It's Your Life" booklet with this course.

Leaders are well-rounded

Shakespeare Experiment

Who here reads for fun?

Comments: I love using the Shakespeare Experiment here for two reasons...actually three: one, the effect ROCKS – it's so clean...no page number counting or anything like that. Two, the subject matter of the book plays into the effect. It's not random words but real Shakespeare you're mentally picking up which makes the book more relevant and not just a thing and number three, closely related to number two is the fact that teachers LOVE the fact that I'm subtly pushing literacy with the Bard during my program.

I never thought teens would get into a book test as I always feel they're dry in terms of presentation, but this goes over very well. At \$300, The Shakespeare Experiment is not for everyone, but there are other simple book tests out there for a fraction of the cost. Banachek teaches a pretty good method on his PSI Series of DVDs. James Biss teaches a simple version in his Messing with Minds book. Of course, there's also The Mother of All Book Tests and while I feel it's overrated, it is a good test. There's also Larry Becker's Flashback series, too. You could also use a magazine test here, as I covered in the "It's Your Choice, It's Your Life" script.

Additionally, I also add in two simple alternate book tests – The War of the Worlds and Dracula. Both of these tests are around \$60 and available from your dealer. The 'reveal' of each is not all that impressive as you only reveal one word at the top of the page and you must know the page number, but I feel that by giving volunteers a choice of which book to use, it seems fairer. In my case, rather than mess around with an Equivoque type of force, I let the volunteer pick any book. If they pick Dracula or War of the Worlds, I do a quick one word reveal and then suggest "something tougher, without telling me page numbers" and move into The Shakespeare Experiment. I like the 'jazzy' feel of letting the volunteer decide on the direction of the routine!

Leaders are well-prepared

Chinese Menus

Comments: This routine is simply my take on the old "Add-A-No" principle but instead of using random numbers, I get the "prices" off of Chinese restaurant menus. I use Chinese menus because it seems impossible – two hundred or so separate dishes and prices on one menu!

The Add-A-No switching device I use is made for just a few pennies from Banachek's wonderful PSI Series of DVDs. It's clean, simple and works like a charm. The DVDs are \$35 each or available from many dealers for a discounted rate if you buy all four...and I recommend all four – great material.

I also sometimes use my Stealth Assassin wallet (by Peter Nardi) which has about a zillion uses including a simple “out to lunch” function that you can use easily for “Add-A-No.” The Stealth Assassin, I believe, has been replaced by another wallet Peter put out, but at \$200, I think Banachek’s simple solution is the best thing out there and you can make it up for pennies anywhere.

Of course, if you have a preferred method of Add-A-No or switching things, by all means, use it. My routine simply adds the Chinese menus to give the routine more flavor (pardon the pun) than just random numbers.

10 Conflict Resolution Tips

HPN

Comments: This routine, HPN, stands for Human Phone Number, referencing Bob Kohler’s incredible multi-solution release of the classic phone number test. I started shortening the title to “HPN” whenever I was writing out show outlines and scripts for myself, so I carried that abbreviation over to this book.

What I LOVE about Bob’s solution is that it’s so visual! Eight people standing in a row fills a LOT of space and of course the revelation is big enough to be visible for two or three thousand people.

Bob Kohler’s Human Phone Number retails for \$350 last time I checked from Hocus Pocus or Bob Kohler’s own website: www.BobKohlerMagic.com.

In my case, I printed out the ten conflict resolution tips, one each in big letters, on an 8 x 11 sheet of paper. I then had them laminated and simply stick them to the Tyvek envelopes Bob provides with the routine. Of course, only 8 envelopes are needed for the trick, so two of the laminated sheets are never attached to envelopes. I hold one of the sheets and call for 9 volunteers. Each of the envelopes is held in the right order, with the 9th person holding one of the remaining envelope-less sheets. I then use this person for the actual trick.

There are other phone number revelations out there, but Bob’s HPN enables me to get 9 volunteers onstage and cover ten concepts very quickly. I’ve used this basic concept with Bob’s trick for other programs and I now have a series of different envelopes with other “top ten” concepts on them. I’ve used this for Top Ten Stress Reduction methods, Top Ten Benefits of Healthy Diets, etc. It’s a wonderful routine that’s a show closer if you want it to be.

Leaders Never Give Up!

Col. Sanders Story

Comments: No trick here, but it is a great story. As much as it pains me too, this is one thing I cut if the client wants a shorter-than-60-minute show. It’s a powerful

story, but in my case, most of my clients are hiring me because I promise a lot of action. That being said, most of the time, for me, I'm brought in for a 60-minute show and this powerful message stays.

Leaders Prepare for The Unexpected

Pro Viper

Comments: If I had to pick the ONE trick that I value above all others, it would probably be this one! The Pro Viper just kills audiences. It's got it all: amazing magic, tension, comedy, surprise, and it's easy to use, too. It's pricey, around \$500 from Hocus Pocus, but for me, I've only found one other thing that could end my high school shows and that's Alive by Bobby Motta.

Like my presentation for Alive, I'm using blank-faced cards that allows me to comment on the various concepts I've presented during the program, allowing me to subtly and casually "re-cap" the show without beating it over the heads of the audience. With high school teens, who often think they know more than they do, this is key!

If you don't want to spend \$500 on a prop like this or Bobby Motta's Alive, a simple 'shocking' trick would be to produce a rat from a dove pan. It's a cheaper trick and it's the appearance of the live animal that really gets the audience. A rat shocks people while a dove warms their hearts...and we're going for 'shock' here. :) You can also do a non-animal effect, of course, such as a 'danger' trick or something of that ilk.

Quick note on the dove pan: I know a guy in Texas who still uses a dove pan to produce a live dove during his high school shows and the reaction is incredible! Don't discount the simplicity of an old classic...we magicians are jaded sometimes!

WRAP UP

Study this script, make any changes you want to the exact wording in order to fit your character better, but keep the essence of the concepts intact as this is the kind of lessons clients are looking for in a program.

Always remember, too, that I'm available via email: crisjohnsoninfo@verizon.net.