



Healthy People Review

Sally Crosiar Reviews Helpful Books, July-August, 2006

In my work, I get to hear a lot of wonderful speakers who are on stage just before or just after I speak. Hanoch McCarty stands out in my memory for an impassioned public thank you to our mutual mentor Dr. Sidney B. Simon.

Hanoch had planned to use a Power Point presentation in his thank you, but technology failed him. So he drew pictures with his words and enthusiasm - and drew us all into his story!

In fact we were all so rapt that no one in the audience that night was missing when Hanoch spoke again the next morning! He had all the bells and whistles (I'm not kidding!) working that morning, but his story - his heart-felt story - is what I remember.

His title was *The Awesome Power of Your Story* - which engaged and empowered every one of us to remember funny and tender stories that helped define who we became. We laughed, we cried - and we learned!

Hanoch speaks from the heart - and his heart motivates audiences! Whether your audience is a classroom, a Grange meeting, an auditorium of 2000 people, or your own family, this month's book will give you important tips to help light fires in their hearts and minds!

The August Book

***Motivating Your Audience: Speaking from the Heart*, by Hanoch McCarty**

Hanoch knows something about motivating people to learn. He's been a classroom teacher in tough schools. He's a top name on the speaker's circuit - working with schools, corporations, and his newest passion,

Grandparents! (He was the principle editor of *Chicken Soup for the Grandparents' Soul!*)

On the very first page, however, Hanoch states, "I have come to believe that it is nearly impossible to motivate someone else." Hmm...

He paints a pretty convincing picture. You're in the front of the room and all these faces are looking your way - bored, disinterested, full-with-the-drama-of-their-own-lives faces. They wonder why they're there. They wonder why you're there. They wonder why anyone should care.

And it's your job to make them care. Good luck! You better have a copy of Hanoch's book because he goes on to give tremendous guidance about how you can "tap into the motivation that is already present in each person" in your audience!

He helps you know how to gauge what motivates your audience, tailor your presentation to meet their needs, and calm your own fears. And mostly he gives you tips on how to prepare, own the presentation space, and share your message in a way that people in your audience will actually be able to hear and apply to their own lives!

Besides sharing lots of 'how-to's', Hanoch has also included questionnaires, tons of examples, a timeline for the week before you speak, advice for the people introducing you, and room set-up diagrams. It's everything you need to know to prepare and deliver a knock-out talk!



Just One Idea

Groups are never homogenous. Hanoch reminds his readers that any group - regardless of why they come together - is made up of individuals who come with their own sets of motivations and lack thereof.

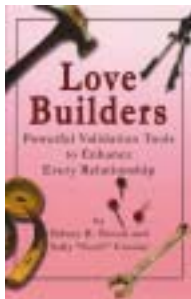
To reach the group, you have know - and speak to - many different needs. Even if you're trying to lead them in a particular direction, it's important to acknowledge the folks who are dug in against going in that direction.

How do you know people's needs? Do your homework. Talk with the group's leaders certainly. And also talk with the people most likely to resist the ideas you're promoting, and as many others as you can find in between.

Besides learning about various motivators within the same group, people will appreciate knowing that you listened and heard their concerns. And you may be able to help lead these folks with diverse opinions toward common ground where they can work more effectively together. That's just one idea.

Motivate by

Building Relationships!



You'll find lots of tools to meet people's most basic needs in the book that I co-authored with Sidney Simon.

Get **Love Builders** - \$14.95 through www.valuesrealization.org.

Living On Purpose speaks to what Hanoch calls Intentionality. Learn how to walk your talk so it shows - every day! In two formats.

Paper \$18.84
CD, just \$9.35



My Uncle Dave \$9.35.
Find the Love of Your Life! \$15.95

Get them all at www.healthypeoplelearn.com

A Healthy Person Gets Around!

I'm off *tomorrow* to work with my good pals from **Executive Edge on Earnst & Young's 10th Annual International Intern Leadership Conference** in Orlando, FL. Over the next week, we'll train and support over 50 facilitators who will then engage over 1000 student interns in a series of powerful and exciting teambuilding activities. What a great week!

Healthy People Telewebinars resume soon:

August 17 at 3PM	Turn Intentions Into Action!
August 24 at 3PM	Dealing with Difficult People
August 24 at 7PM	Relationship Builders
September 7 at 3PM	The Courage to Change
September 14 at 3PM	Living On Purpose
September 21 at 4PM	Values and Character Ed
September 28 at 3 PM	Turn Intentions Into Action!

All Telewebinars are on Thursdays, and all times are listed in Eastern Daylight Time.

Don't know what a Telewebinar is? Try your first one on the house! It's a new and fun way to connect. We're online and on the phone at the same time so it's almost like being there - except without the time and expense of travel! **Register at www.healthypeoplelearn.com** and check one out!



August 14, I help train **Host Agencies** to offer training courses for the New York State's School-Age Care Credential.

September 20, I kick off a semester of distance learning courses. I'll be teaching two sessions of the **School-Age Care Credential Prep Course** - using the same technology as my telewebinars!

October 20, I'll be offering **Turn Intentions into Action and Character and Values Education** seminars for the Adirondack Teacher Resource Council way up north in Malone, NY!