



The Festive Season - facts in history

- ♣ "White Christmas" (1954) was the first movie to be made in Vista Vision - a deep focus process.
- ♣ A spider and web are often included in decorations on Ukrainian Christmas trees. A spider web found on Christmas morning is believed to bring good luck.
- ♣ Candy canes began as straight white sticks of sugar candy used to decorate Christmas trees. A choirmaster at Cologne Cathedral decided to have the ends bent to depict a shepherd's crook and he would pass them out to the children to keep them quiet during services. It wasn't until the 20th century that candy canes acquired red stripes.
- ♣ Child singer Jimmy Boyd recorded "I Saw Mommy Kissing Santa Claus" for Christmas 1951 when he was only 12 years and 11 months old - the Catholic Church in Boston, USA banned the recording on the grounds that it mixed sex with Christmas.
- ♣ Christmas caroling began as an old English custom called Wassailing - toasting neighbours to a long and healthy life. Wassail comes from the old Norse "ves heill" - to be of good health. Hence the tradition of visiting neighbours on Christmas Eve and drinking to their good health.
- ♣ Christmas was once a moveable feast celebrated at different times of the year - December 25 was chosen by Pope Julius I in the 4th century AD - because it coincided with the pagan rituals of Winter Solstice (Return of the Sun) - to replace the pagan celebration with a Christian one.
- ♣ During World War II it was necessary for people to mail Christmas gifts early so troops at the front would receive them in time. Merchants joined in the effort to remind the public to shop and mail early - the protracted Christmas shopping season was born.
- ♣ The eating of mince pies at Christmas dates back to the 16th century. It was believed that to eat a mince pie on each of the twelve days of Christmas would bring 12 happy months in the year to follow - and the editor is only allowed one mince pie???
- ♣ British tradition says that a wish made while mixing Christmas pudding will only come true if you stir the pudding clockwise.



The Election is over - now what?

We talked last month about the effect elections have on business - all business. What now it's over? Still looking for that "magic potion" or "silver bullet" or "quick fix" to revitalise your business? Forget it - it doesn't exist - or if it does, the answer is as totally humdrum as **plan, execute** do it **again and again and again**. Work out what you want to do and then do it and keep doing it until you break through and achieve!

The result or ultimate achievement comes with the last 1% of effort. Unfortunately, most people have long since given up before that last 1% is given!

The most expensive and frustrating business (and life) mistake you can make is only going to 99% or less of what is required to generate a **result**, as when you do, you are guilty of squandering a huge amount of resources on **activity** or **busyness** that doesn't produce a meaningful **result**. So remember:-

At 99 degrees Celsius, water is hot. At 100 degrees - just 1% more - it boils. And, boiling water creates steam - and steam creates power to do whatever.

The **result** came with the last 1% - don't you agree? The power of small improvements - which occur due to commitment and persistent and extra action. It's your life, your career and/or your business. You are responsible for your results. It's time to commit to operating at 100% - not 99% or even less! How?

- \$ Upgrade your professional or trade skills by investing an extra 3 hours per month outside of your normal work day - you will have invested the equivalent of a full working week after a year.
- \$ Make one extra contact with a client every day - at the end of the year you will have opened up an additional 200 opportunities or possibilities!
- \$ Eliminate 30 minutes of TV every day and you will get an additional 182.5 hours to allocate to more productive pursuits - business, family, leisure?
- \$ Complain once less every day and you will remove 365 seeds of negativity.

Positive planning
Plus
Positive attitude
Plus
Positive actions
= Positive Results.



Things About Life I Learnt From Santa!

1. Encourage people to believe in you
2. Always remember who's naughty and who's nice
3. Don't pout
4. It is as much fun to give as it is to receive
5. Some days it is OK to feel a little chubby
6. Make your presents known
7. Bright red can make anyone look good
8. Wear a wide belt and nobody will notice how many kilos you have gained
9. If you only show up once a year, everyone will think you are important
10. Whenever you are at a loss for words, say "Ho, Ho, Ho!"



Never let your boss have the last word!

A sales rep, an administration person and a manager are walking back to the office after lunch when they find an antique oil lamp. They rub it and a genie appears in a puff of smoke. The genie says, "I usually only grant three wishes, so I'll give each of you just one."



"Me first! Me first!" says the administration person. "I want to be in the Bahamas driving a speedboat without a care in the world." And she was gone.

"Me next! Me next!" says the sales rep. "I want to be in Hawaii, relaxing on the beach with my personal masseuse, an endless supply of pina colodas and the love of my life." He too was gone. "OK, you're up next," the genie says to the manager. The manager replied, "I want those two back in the office right now!"

All in a Day's Work?

A nurse in a busy emergency ward recalls how one night a woman came in with a deep cut on her arm. She had eight earrings in her left ear, six in her right, a ring through her eyebrow, two through her nose, one in lip and a pierced navel.

When told that the cut would need stitches the patient turned pale and said, "I go faint at the thought of needles!"

What surprises will you experience in your work day?



Christmas 2007 Quiz

1. What are the names of Santa's reindeers? _____

2. Born Christmas day 1899, was Humphrey Bogart of Casablanca fame. What did he actually say to Sam?

3. Born Margaret May Trigar on 11/12/1936, best known for fashion & photographic modeling, editing women's magazines and a larger than life fashion label. Who was she?

Email answers to editor@focusofficesupplies.com.au or fax to (02)95534077.

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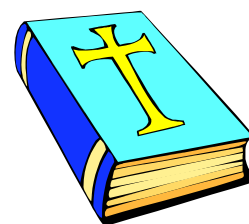
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September Quiz Answers - how did you go?

1. The 42-line Bible was the first book to be published - by Johannes Gutenberg in 1452

2. The stage name of Marvin Lee was Meatloaf and his defining hit was "You Took *The Words Right Out Of My Mouth*" and



3. The Thylacine was better known as the Tasmanian Tiger.

Congratulations to one of our Melbourne clients who correctly answered all three questions and wins a 4GB Imation Nano Flash Drive.

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