

# The Totem Telegraph—April 2010

The success of Totem Training Ltd is based on the belief that everyone is capable of making small, subtle changes in knowledge, skill and attitude. These changes consistently applied can offer great pay back for any organisation. Totem Training Ltd provides a range of solutions to clients over a variety of sectors including the Power Industry; Food Manufacturing; Local Government; Chemical; Logistics; Leisure; Accountancy and Social Housing.

If you think any of your contacts would benefit from talking to us please feel free to pass them our information.

## Just a thought!

Politicians and babies nappies should be changed often, and for the same reason!

There are a number of ways to contact a member of the Totem Team:

- [mail@totemtrainingltd.co.uk](mailto:mail@totemtrainingltd.co.uk)
- [www.totemtrainingltd.co.uk](http://www.totemtrainingltd.co.uk)
- 01507 608795
- 07970 440976
- [Why not connect to us on 'LinkedIn'?](#)

Pam ventured into the mysterious world of the 'SEO' last year and after a false start discovered Ashley at Seagull Designs.

Ashley is available at:

[www.seagulldesigns.co.uk](http://www.seagulldesigns.co.uk)

## Need a Change?

Those of you that know me well understand that I adopt a positive mental attitude towards life and that's true with one notable exception—DIY! I was thrilled then with the news earlier this month that it wasn't my fault. According to research carried out by 'Which?' magazine the ability to do it yourself may be pre-determined by your DNA, it's in the genes.

Apparently, it's all about the lack of special awareness, brain 'programming' and limited ability to learn. Well that's my excuse sorted then. But..that goes against everything that I believe and what I experience every week.

This month alone, as a Certified Practitioner of NLP and Hypnotherapy, I've worked with clients eliminating deep held fears and long estab-

lished habits, building confidence and self esteem and 're-programming' and reframing thinking from negative to positive.

In my work as a Trainer, I often come across teams that 'can't change' because 'that's how it's always been' and 'we've tried it all before' and 'nothing makes any difference!' But..with the correct type of support, using appropriate methods and working in partnership with the right people in the client organisation things can change and more importantly do change for the better. Individuals within the team can and do work differently, more efficiently, in a more open and approachable manner. The team works more cohesively with other departments, communicating better, appreciating how what they do affects others.

Change isn't easy, no. But.. Is change possible? Yes!

Research has found that 45% of British men can't put up a shelf. But..this week I'm proud and delighted to say that my own DIY 'phobia' has at long last been eliminated. Without assistance I opened boxes, read instructions, assembled the bits and pieces, and put together not one but two flat pack self assembly kits. What changed? I did.

The moral of the tale is simple—change is possible and it's never too late! Research can prove whatever it likes but I believe human potential is limitless. So, whether it's an individual with a limiting belief, whether it's a manager who requires support or whether it's a team that needs assistance to re-focus, Totem Training can help with the change.

## The Funny Bit...

### Proud to be British

Being British is driving in a German car to an Irish pub for a Belgian Beer, then travelling home, grabbing an Indian Curry or a Turkish Kebab, before sitting down on Swedish furniture to watch an American show on a Japanese TV.

Only in Britain..do supermarkets make the sick people walk all the way to the back of the store to get their prescriptions, while healthy people can buy cigarettes at the

front.

Only in Britain..do healthy people order a Double Cheeseburger, Large Fries and a DIET coke.

Only in Britain..do Banks leave both doors open and chain the pens to the counter.

Only in Britain..do we leave cars worth thousands of pounds on the drive while we lock our cheap junk in the garage.

Only in Britain..are there

disabled spaces in the front of an ice skating rink.

### The Final Word on Nutrition

After an exhaustive review of the research material here's the final word on the nutrition and health:

The Japanese eat very little fat and suffer fewer heart attacks than us.

The Mexicans eat a lot of fat and suffer from fewer heart attacks than us.

The Chinese drink very little

red wine and suffer fewer heart attacks than us.

The Italians drink excessive amounts of red wine and suffer fewer heart attacks than us.

The Germans drink beer and eat lots of sausage and fats and suffer fewer heart attacks than us.

The conclusion: eat and drink what you like because what seems to kill you is speaking English!