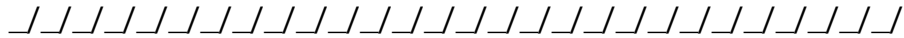


MAGIC ROADSHOW

July 4th, 2011 Issue# 121

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Street Magic's #1 free newsletter for magicians, street performers, restaurant workers, close-up artists, and mentalists, with subscribers in over seventy countries worldwide.



Hello Friends

And a Great Big HAPPY 4th Of July to you too... especially if you're from the USA. If you're not, then today is the day we celebrate our freedom. July 4th, 1776 - 2011.

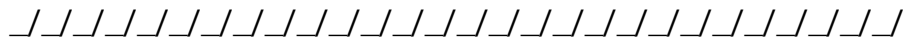
If this is your first issue, then I want to Thank You for signing up to receive our newsletter and becoming a part of our community. Don't forget to download your free ebooks at the end of this issue.

Yes, I'm a couple of days late, but this isn't the best week to send out a newsletter. Too many folks not working, on vacation, away from their office computers, and so forth and so on... I wanted to wait until the 5th but then I'd miss the opportunity to share a 4th of July greetings.

One thing you may notice is the addition of a couple of magic news feeds.. one from Google and one from Feedzilla. Hey, you can't get too much magic news. This is a good source of magic stories, including stories of a local nature, that make the news. I can't publish everything I find on the web, particularly news related, as the links tend to disappear after a short while and I'm left with a intro to an article that doesn't exist ..

I'm going to keep this short so you can get on to the good stuff... I hope you enjoy.

Comments, criticism, rants and raves... EMAIL ME



Happy Birthday - A Special Magic Square..

I have readers into math magic. I have readers into mentalism. I am going to try to make all ya'll happy... thanks to One of my magic heroes, John Scarne.

What if I could ask you your birthdate and turn it into a perfect magic square? This is the type effect that generates a very personal feeling/response from your audience, and the type effect that seems to be quite random, especially if you remove any doubt from your audience's collective minds that the date was preselected or that you used a helper. Actually, it IS totally random, as I will show you how to take any date from the 20th century and turn it into a minor miracle.

This is the patten Mr. Scarne used when introducing this effect...

"From obscure ancient times to the present day, many people have believed in the influence of cabalistic signs and numbers upon the lives of individuals. one of the oldest and most mystic of these signs has been the magic square. Discarded by th mathematician and scientist as a mathematical curiosity, it has been adapted by the mystical fraternity as a formula of great significance. One of the simplest of the magic squares is the one composed of nine units. using numbers one to nine, and placing each number in one of the squares - the sum of any three numbers in a straight line, in any direction, up or down or diagonally, will be fifteen, For instance..."

And you can proceed to show the audience how a simple, nine square unit looks when properly constructed. I seriously recommend you get a piece of paper and draw at least a couple of nine square units to assist you in understanding this effect. A nine square unit is simply a square with a tic-tac-toe drawn inside. That's three rows of three squares each. Simple enough...

In your first diagram, from upper left to bottom right, place the numbers 8-1-6 on the top row, then 3-5-7 on the second row, and lastly 4-9-2 on the bottom row. If you aren't familiar with magic squares, you'll see that by adding each row; up and down, across, or diagonally - they will all sum to 15. By memorizing the position of these nine numbers, which isn't hard, you can quickly show your audience what a magic square looks like, and in the process, impress them with your math skills. Don't make it look TOO easy.

Now, in your second magic square, just like in the first, write these numbers... 8-1-7, then 5-6-3, and lastly 2-9-4 in the bottom squares. This will be the 'template' you'll use each time you perform the birthday magic square. Yes, it's different from the first, but you'll figure a way to memorize it too. Here's a hint.. if you're performing it several feet from your audience, you can lightly write these numbers in the upper corner of the square to help you out. A light-colored wax pencil works good too. On with the show...

Select an audience member in a random fashion. Frisbee, beach ball, high card.. however. Ask them their birthday, and write it down in numerical form above the square. This is simply to give you and the audience a visual throughout the effect. If their birthday is September 16th, 1952, you will write 9-16-52 on the board.

We will fill in a series of numbers, placing each in the appropriately numbered square using our template. The first number is the year, 52 in our example, and it will be written in the square numbered '1', the top middle square. Tell your audience that the year will serve as the pivot point for all other calculations. Observe that two other numbers are left, the day and month. Ask an audience member to choose one of the two. It doesn't matter which one they pick. Tell them that you are going to either add or subtract this

number from the year, whichever they want you to do.

Lets assume they pick the '16' and want you to add. Add 16 to 52 and write the number '68' in the #2 square. Now, add the 16 to 68 and write the number '84' in the number #3 square. These will be your 'key' numbers, so just remember that the numbers in squares, 1, 2, and 3 are key to your arithmetic.

Explain the the audience as you go along that you are trying to make a mathematical 'connection' of some sort with the birth year, and place the numbers in 1, 2, and 3 in an apparently random manner. You might want to write the number in a wrong square, and then go back and change it, as if you are struggling with the math.

You're now through with the 16, or the 9, whichever they selected...

Begin the next phase with the number 9. Add the 9 to 52 and write '61' in the #4 square. Add 9 to 61 and write '70' in the #5 square. (Note that each birthday date is added to two key numbers.)

Now perform two more additions to the second key number, located in the #2 square. Add 9 to 68 and put the answer in the #6 square, (77), and then add 9 to 77 and put the sum in #7 (86)..

Add 9 to the third key number, 84, and put 93 in the #8 square, and lastly, add 9 to 93 and place 102 in the #9 square. This is NOT as hard as it sounds. If you fill in the squares as you read this text, you'll 'see' what's going on. The math always works, unless someone was born after 1999.

Add these lines any way to wish, and the answer, in this example at least, is always 231. Your magic square is complete and with the proper patter, your audience will be more than impressed. It's up to you to make this appear as hard, or as simple, as you want. It's all in the performance... the math works itself.

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Dove Magic Anyone - a Review

My friend, Matthew Myers, aka. Maxwell Matthew Myers, has a slew of reviews posted to Youtube. Everything from reviews of magic shows, to magic series, to swords, to DVD's, to Crappy magic, to - in this case, Dove magic.

Matthew, uh.. Maxwell, discusses two different sources of dove magic, and puts his stamp of approval on one. He doesn't construct reviews from word-of-mouth or other sources, but from the show, or source, or DVD itself. Nothing second hand here. And being both young and inquisitive, Matthew yearns to learn. I'm glad he also has the inclination to teach and inform, as we all will benefit from that...

Check it out and leave some feedback.

<http://www.youtube.com/watch?v=l9A2VJmdYyQ&feature=uploademail>

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THE AMATEUR CONJURER

©2011 by Edward Glassman

(An exclusive monthly feature for Magic Roadshow readers)

#10. CREATIVITY CREATES CARD MAGIC

What on earth was I thinking? I have been a creativity consultant for more than a decade, and an amateur magician since I was a teenager, and yet I did not perceive the elegant creativity in the construction of a magic trick until I recently wrote two books on magic ("Family Magic I & II." (CLICK HERE for more information on 105 magic tricks).

There I was, writing about the secret behind a fine trick, and its methodology finally struck me as immensely creative.

THE ILLUSION: Consider this card magic trick. I tell a spectator-volunteer that he has magical talent. To test his potential, I ask him to do a trick with my coaching. I give him the deck and request that he ask me to:
select a card, put it back into the deck, cut the deck, put a rubber band around it, and place it on the table.

I instruct him to ask me the identity of my card. I tell him, say, the 3 of clubs.

Now I ask that he say that he will reach into the deck with his mind and reverse my card, the 3 of clubs, so it rests face-up in the face-down deck. He closes his eyes to 'mentally enter' the deck with his mind to reverse the 3 of clubs. After a moment, I suggest he look through the deck face-up to see if he succeeded.

Sure enough, he finds a card turned upside down, my Chosen card, the 3 of clubs. Wow. I ask him not to reveal how he did the trick.

How do you think I carried out this magical deception? Think about it a moment before continuing. I did the trick like this...

THE SECRET: Before I suggested this trick to the spectator-volunteer, I secretly turned over the bottom card of the deck (say, the 3 of clubs), memorized it, and placed it second from the bottom.

Later, when asked the identity of my Chosen card, I answered the 3 of clubs, not the card I actually picked. Of course, since I turned over the 3 of clubs before the trick, he found it reversed in the middle of the deck. Simple & easy.

This bewildering trick oozes creativity. And yet, only when writing about it did I recognize the elegant creativity needed to create a magic trick so simple and at the same time so baffling to a spectator. Before that moment I thought the trick clever, not necessarily creative. And this appreciation of creativity applies to all the magic tricks I know.

Isn't this what we do every day when we encounter an unusual idea. We almost always don't recognize the creativity that went into it, or even see it as special. We call it ingenious, tinkering, Yankee ingenuity, intuition, trial-and-error, novel, imagination, clever, witty, inventing: anything but creativity. We think creativity an exceptional gift inherited by other people.

Not true. Almost all people think creatively most of the time; it depends on what you spend your time creating that makes the difference. Best of all, creativity helps solve problems in all areas of your life.

Many levels of creativity exist, from low, everyday levels to hot, unexpected, focused levels. Increase the probability you operate at a higher level by using advanced creativity techniques to create a creative atmosphere in your mind and in your life, and to stop pigeonholing yourself and other people.

Along these lines, some people think that the innovation process only requires creativity during the generation of the big-bang idea. After that comes hard, dull work. Purely a myth.

Creativity solves problems continuously throughout the innovation process. Usually we call it something else, like tinkering or fooling around. On-the-job creativity spurs the daily, ongoing process of transforming & combining old ideas into new ideas, and surely adds spice throughout the innovation process. Now try to identify an object in your life that is not an outcome of someone's creativity.

Given this reality, magicians might want to increase their abilities to conjure up new tricks and illusions. See my book on using advanced creative thinking techniques for problem solving at my OffBeatBooks site..

Contact me through my website: <http://www.magictrickbook.com>

ABOUT THE AUTHOR

This magic trick is adapted from his book "FAMILY MAGIC I & II," actually 2 books combined into one volume (105 magic tricks). A GREAT BOOK FOR BIRTHDAY GIFTS and WELL WORTH HAVING. Click here to order..

Ed Glassman has been an amateur magician since high school. When he turned 80 years old in 2009, he wrote his two Family Magic books so his family, and yours too, could have some magic in their lives.

He lives in Moore County, NC, where he wrote a column on "Creativity At Work" two times a week for the Citizen's News-Record and a column on "Business Creativity" for the Triangle Business Journal in Raleigh.

A Professor Emeritus of the University of North Carolina at Chapel Hill, he was a

'Guggenheim Foundation Fellow' at Stanford University and a 'Visiting Fellow' at the 'Center For Creative Leadership' in Greensboro, NC. He can be contacted at his website: <http://www.offbeatbooks.net>

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The Mechanics of Comedy - How to Form a Fantastic Joke

By Tim Tayag

Creating humor is part art, part science, and part guessing because you will never really know if it is truly funny until the audience responds with laughter or throws rotten fruits at you. This article will try to minimize the guessing part (and hopefully the throwing of objects at you) and increase the chances of forming a fantastic joke by breaking down the mechanics of comedy into simple techniques. These methods are not the only ones nor are they absolute, but they provide a foundation for delivering a well crafted joke.

The basic structure of a joke is the set up and the punch line. You might be asking, "Okay, I've heard this before but what does that mean?"

The set up is a simple truth that you and/or your audience accepts to be so. And the punch line is just a twist of that truth. So how do you twist the truth? You can do it several ways. These are just some of the ways you can do it. Once you've gotten the hang of these types of punch lines, you can do it more naturally without consciously thinking about it, kinda like riding a bike. In fact, you can probably come up with other types of punch lines which might actually even be funnier but can't explain why they're funny. You'll just know it. Here they are:

-Misdirection

Most jokes are in some form of misdirection. Get your audience into a line of thinking, then you quickly give them a turn that they don't expect. It is this element of surprise that makes them laugh. A good example of this is the popular tool called Rule of 3's. The first two elements form a pattern then you twist the third. For example (taken from one of my old comedy bits):

"I've heard all kinds of excuses from girls who don't want to go out with me - I'm doing my hair tonight, I'm watching my favorite show, I'm your cousin."

-Mix and Match

This tool works by putting a character or yourself in an inappropriate situation. It answers the question "What if?" Example would be a doctor who can't stand the sight of blood, a black member of the Klu Klux Klan, or a terrorist who is always late. Some call this fish out of water.

However, you must be careful not to just try and use this right away because it might

come off as inauthentic or hack, like if you say "Hey what if Kermit and Miss Piggy were making love?"

There has to be some basis of truth in the setup first. For example, if you have a traditional Filipino mother who wants you to marry Filipino woman and she keeps saying, "The white woman will only divorce you!" Then you put her in a deli and she says, "What kind of bread do you want? The white bread will only divorce you!".

There are many other tools in making punch lines but the key is really in the setup. The more unique or insightful your truth is, the better because most of the time the punch lines will just write themselves, assuming you do have a sense of humor...

Tim Tayag is a pioneer of point of view stand up comedy in the Philippines and Asia. He started his comedy career in San Francisco back in 1997 and has toured and performed all over the world. You can learn more about him by visiting his site <http://www.timtayag.com> or purchase his comedy cd .. <http://www.timtayag.com/nutritiousstandup/>

Article Source: http://EzineArticles.com/?expert=Tim_Tayag

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Magic Tips and Tricks

A special 'Thanks' to everyone who has ordered my MAGIC TIPS AND TRICKS. It's not that I hope to make mucho money on my book, that's doubtful, it's that I would like to get it in as many hands as possible. I honestly believe in the KISS principle, explained in the book, and think that all of us stand to benefit from it's simplicity.

We try to make magic too hard. Yes, some effects demand extreme practice, but most don't. If we would work on our presentation as much as we work on our techniques, we would all be in twice the demand. Don't think I'm advocating we ignore technique, I'm advocating we work on the TOTAL effect and make the presentation just as important as the "triple injogged double undercut from the mechanics position.. thingy".

Magic Tips and Tricks tries to bridge the gap between performance and technique, much as John Scarne tried to do in the fifties. Although he was, according to some, the greatest card mechanic of all time, he thoroughly believed in the KISS principle, although he didn't have a clue what the KISS principle was. What he did was write books that reflected this wisdom without spelling it out as such.

<http://www.createspace.com/3605025>

Purchase at Amazon

Purchase for Kindle

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Only Three? - Card Effect

Here is another effect from Magic Tips and Tricks.. Although not original, I cannot credit this effect to one magician, as many magicians have performed one version or another.

Have three spectators each chose a card at random from a shuffled deck. Ask each to look at their card and memorize it, but not share the value with the other spectators.

Deal a pile of ten cards on the table, Now, deal a pile of fifteen cards to the right of the pile of ten and then another pile of fifteen cards to the right of this one. Lastly, you should have nine cards left in your hand. Drop them as a pack to the far right of the rest of the packs. Deal all cards face down. Ask the first spectator to put their card, face down, on top of the pile of ten. Ask them to cut as many cards as they want from the middle pack of fifteen and place them on top of their chosen card.

Repeat this with the second spectator, asking them to put their card on top of the first pack of fifteen cards you dealt, and then cut as many cards as they want off the other pack of fifteen and place them on top of their selected card. Ask the last spectator to put their card on top of the second pack of fifteen and cut as many cards as they want off the pack of nine and drop them of top of their selected card, just as the other spectators did..

Pick up what remains of the pack of nine and put it on top of the pack next to it. Put this pack on top of the pack next to it and repeat until all the cards are in one stack. Pick up the stack and, holding it face down, casually move the top four cards to the bottom of the deck. Remind the spectators that you had no control over how many cards they cut off the packs.

Now, deal a card face up on the table and another next to it face down. Ask the spectators to call out when they see their card. Continue to deal cards, one face up on the face up pile and another face down on the face down pile. If no one saw their card, (and they shouldn't have) pick up the face up cards and move them to one side. Pick up the face down cards and repeat the same procedure... a face up card and then a face down card. Eventually, you will be left holding only three cards face down, and guess what? They are the three chosen cards. This is self-working, although it doesn't seem quite possible because of the random way the cards were cut by the spectators.

R.Carruth

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FreeMagicTricks4u.com Relaunch - Free Resources

Simon Crack is a friend and fellow colleague who loves magic as much as I do. When his forum opened for members a couple of months ago I was one of the first in line. He was overrun with new members and had to shut the doors... for awhile. Well, his Underground Magic Members Area and Forum reopened on Tuesday, June 28th at 9:00am eastern U.S (New York) time.

His prelaunch page has lots of magic downloads such as an mp3 interview, eBooks and magic videos... all at no cost. You get...

- An exclusive mp3 interview I did of Simon Crack creator of FMT4u.com (He hates doing interviews so grab this while you can)
- Quick Trick Report Vol 1 for instant download (Learn some cool tricks and find out about the Underground Members Area)
- Learn the Zig Zag card trick (A classic of magic in miniature form)
- Learn how to make a pencil vanish and appear (A fairly unknown technique you need to know!)

Even if you don't want to become a member on Tuesday you can still grab all this stuff at no cost... I encourage you to check it out, as the doors WILL shut again. Simon is the only guy I know with a list as big as the Magic Roadshow, and I look for everything to stay up, freebies and all, for about two to three weeks.

<http://member.freemagictricks4u.com/?members-area=1516>

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Exclusive: Inside David Copperfield's Holy Grail of Wizardry

David Copperfield has perhaps the most exclusive museum of magic on the planet; so exclusive that he doesn't permit anyone, including some of his closest friends, from viewing the massive collection. We do know it's somewhere in Las Vegas, and, according to Robin Leach.. *"Every miracle that he performed in 23 hours of TV specials is stored alongside more than 80,000 pieces of the ultimate history of magic: posters, props, magic kits, illusions and thousands of individual rope card ball tricks from prestidigitation performers through the ages. It's a jaw-dropping, mind-numbing hike through the aisles sprawled over two floors of an anonymous Las Vegas warehouse from by-gone days of Houdini to David's own up-to-the minute creations."*

What does David say when asked about the private stash...?

" I'm a human being who goes through different periods just like everyone else. I've learned I need to focus on other things for a while sometimes. I did 20 years of television before all of a sudden there was a bunch of shows copying what I was doing. In television, that's kind of normal, as you know yourself. For me, though, it was really painful because every little 5-minute thing on screen, I'd have spent two years developing. When a crappy version gets put out there, that's years of my time being homogenized a bit."

"I became unmotivated to do new things because of that, so I turned to developing an entire island of magical wonders..."

<http://www.vegaseluxe.com/blogs/luxe-life/2011/may/26/photos-nirvana-inside-david-copperfields-holy-grai/>

It seems David visited the Giza Pyramids in Egypt, the unexplainable statues of Easter Island, the Sun Pyramid in Mexico, and the always mysterious Stonehenge. He connected all four locations by drawing lines on a map and guess where the lines intersected? Musha Cay.

David purchased it in 2006 and promptly spent over 50 million bucks to make it a very 'magical' place as well. Sounds good, doesn't it. Located 85 miles southeast of Nassau, It has become a very popular, but 'secret' hideaway for the rich and famous... read on...

David Copperfield, Part 2: A tour of his Caribbean hideaway Musha Cay

<http://www.lasvegassun.com/news/2011/jun/05/david-copperfield-part-2-tour-his-caribbean-hideaw/>

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The Magic Marker Card Trick - video

This is another great effect from my favorite Youtube channel. The Magic Marker Card Trick.. a nice 'reveal' of a selected and signed card. Be prepared to waste two cards, but I believe it's well worth it. I think you'll enjoy performing this 'surprising' effect.

Try it... you'll like it.

<http://www.etricks.info/2011/07/magic-marker-card-trick.html>

Secrets Revealed: How Magicians Protect Intellectual Property Without Law - PDF

I originally published this resource about three years ago, but considering the number of new readers during that time I thought I'd reprint this interesting and informative article, leading to a PDF.. (Look above the title of the article for a download link..)

To quote from SSRN...

"For centuries, magicians have sought to tame the laws of nature. They have made pebbles jump from place to place, pulled rabbits from hats, made canes dance, turned doves into handkerchiefs, plucked cards and coins from thin air, levitated their assistants in midair, sawed ladies in half, and made nearly everything disappear-from coins to elephants to the Statue of Liberty. And all of this with the effortlessness of a waved wand or a muttered abracadabra."

"Of course, this enchanting control over the laws of nature has usually also been presented with a knowing wink of the eye. These magicians are not demigods, but rather performers and entertainers who we ask to suspend our disbelief by way of illusion, artifice, and prestidigitation. "[I]t is the very trickery that pleases me," Seneca wrote long ago. "But show me how the trick is done, and I have lost my interest therein."1 Hence, the ancient ability of magicians to control the world around them, for our amusement, depends on their ability to control the ideas and methods of their art-the hidden "trickery" that makes magic possible."

Loshin, Jacob, Secrets Revealed: How Magicians Protect Intellectual Property without Law (July 25, 2007). Available at SSRN:
<http://ssrn.com/abstract=1005564>

Magicians Escape Attempt Fails Badly - Video

An escape attempt at the Atlanta Motor Speedway went terribly wrong this month, as the magician was drug down the speedway by a speeding car. I have a video up at eTricks.info if you want to see the scrapes and broken bones.

<http://www.etricks.info/>

What Every BODY is Saying: An Ex-FBI Agent's Guide to Speed-Reading People (Great for Mentalists too!)

This was one of my favorite books from 2011, and it's just over \$10.00 for the paperback. To quote from Amazon...

"Read this book and send your nonverbal intelligence soaring. Joe Navarro, a former FBI counterintelligence officer and a recognized expert on nonverbal behavior, explains how to 'speed-read' people: decode sentiments and behaviors, avoid hidden pitfalls, and look for deceptive behaviors. You'll also learn how your body language can influence what your boss, family, friends, and strangers think of you. You will discover:

- The ancient survival instincts that drive body language
- Why the face is the least likely place to gauge a person's true feelings
- What thumbs, feet, and eyelids reveal about moods and motives
- The most powerful behaviors that reveal our confidence and true sentiments
- Simple nonverbals that instantly establish trust
- Simple nonverbals that instantly communicate authority
- Filled with examples from Navarro's professional experience, this definitive book offers a powerful new way to navigate your world.

Joe Navarro was a career FBI agent specializing in nonverbal communications and is now a lecturer and consultant for major companies worldwide. He has appeared on Hardball with Chris Matthews, the Today show, the CBS Early Show, CNN, Fox News, and other major media.

Read Reviews at Amazon

Stop Thief! - A Message from Raymond Crowe

This story just went to air in Adelaide South Australia tonight - a story of a guy from "Thailand's got Talent" doing my hand shadow routine.

We held onto the story to coincide with an act on "Australia's got Talent" who was caught out doing other comedians material.

Hopefully the other States will pick up the story to help as a publicity push as my stage show goes out next month for 6 dates.

Take a negative and turn it to your advantage ... hopefully that is what we have done.

http://raymondcrowe.com/rip_off.html

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Weekly News Hub - a news resource

OK, a little self promotion. This is my latest site, and I've spent the better part of two weeks trying to get it up and running. It's a news 'hub' with news on a variety of subjects, all in one location. It won't hurt my feelings if you bookmark it and refer back to it for a little dose of information every now and again. Let me know what you think, as I am working on another site, technology oriented.

Thanks guys.. and ladies too!

<http://WeeklyNewsHub.info>

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Fiverr - a resource

Are you guys familiar with Fiverr. ?? I'm sure some of you are, as some of us have shared info via emails about Fiverr.. Basically, it's a website where folks from around the world offer to perform specific tasks for five dollars (or the foreign equivalent). Need a wordpress blog set up for you? Need a picture of someone under water holding up a sign with your website url? or what about someone putting up 25 fliers for your cause in Dallas?

You'll find a gazillion things folks are willing to do for five bucks...

<http://fiverr.com/>

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Excerpt From "How to Win Friends and Influence People" by Dale

Carnegie

Although not directly 'magical' in nature, I believe Dale Carnegie can have a magical effect on the lives of folks who strive to improve their lives and their relationships, utilizing some of the basic principles found in "**How to Win Friends and Influence People**". If you read these suggestions, I'm sure you'll agree that most of them are simply 'common sense', and not something cult-like or hokey, both terms I've heard used to describe Mr. Carnegie's books. I challenge someone to prove me wrong. You can spend hundreds getting your hands on the latest Tony Robbins, or, you can learn all you need to know for a few bucks from Mr. Dale...

As I get older, I appreciate more and more the importance of a good personality and being able to effectively interact with others... Here are a few tips...

On Becoming a Friendlier Person -

1. Don't criticize, condemn or complain.
2. Give honest, sincere appreciation.
3. Arouse in the other person an eager want.
4. Become genuinely interested in other people.
5. Smile.
6. Remember that a person's name is to that person the sweetest and most important sound in any language.
7. Be a good listener. Encourage others to talk about themselves.
8. Talk in terms of the other person's interests.
9. Make the other person feel important - and do it sincerely.

On Winning People to Your Way of Thinking -

10. The only way to get the best of an argument is to avoid it.
11. Show respect for the other person's opinion. Never say, "You're wrong."
12. If you are wrong, admit it quickly and emphatically.
13. Begin in a friendly way.
14. Get the other person saying "yes, yes" immediately.
15. Let the other person do a great deal of the talking.
16. Let the other person feel that the idea is his or hers.
17. Try honestly to see things from the other person's point of view.
18. Be sympathetic with the other person's ideas and desires.
19. Appeal to the nobler motives.
20. Dramatize your ideas.
21. Throw down a challenge.

http://www.dalecarnegie.com/secrets_of_success/

Free eBooks for Subscribers

(All downloads are now available from one location - see link below.)

- *Erdnase' "Expert at the Card Table"
- *JP Jacquard's "Easy Mentalism"
- *Hugard's "Royal Road to Card Magic"
- *Hypno Illusions - A Massive Fifteen eBook Download
- *Bullivant's 'Ventriloquism in a Month'
- *R. Carruth's 'Hypnosis Mania'
- *R. Carruth's 'Body Language Magic'
- *Rick Carruth's 'Public Speaking'
- *Magic and Computer Science 1
- *Magic and Computer Science 2

<http://StreetMagic.info/downloads.html>

Not a subscriber? Simply go to <http://streetmagic.info/subscribe.html> and sign up, then download your free ebooks. All I require is your email address and first name.

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Bless you for making it this far.. I sincerely hope you've taken something of value with you. I know I learn something from every newsletter, simply through the process of scouring the web, looking for resources...

I encourage you to share your favorite links, videos, and resources with other magicians from around the world. If you know of a site that has a free ebook or a wide assortment of magic related material, let me know. I'm sure all the other readers will appreciate it..

You can go to the url below and use the web form to easily send your articles and effects to the Roadshow for publication.

<http://www.streetmagic.info/submit.html>

Email me..

A couple of my other sites...

<http://LasVegasMagicShows.info>
<http://MimosaServices.net>
<http://MetalDetectorsForFunAndProfit.info>
<http://MagicBookStore.info>
<http://eTricks.info>

