

Opening Act Presentations are ±20-minute programs that explore small, simple things you can do to make—and keep—your job fun

Presentations are for all employees and are given live only in the Seattle/Eastside areas at your location. See website for our Talk Is Cheap fee schedule and to book a cheap date.

opening act #1: gutsy!



Courage is your ace in the hole. You hire people to make a difference. They need to get out of their comfort zones to make things happen. With more courage they'll stop overthinking the situation, take the initiative, and be more aggressive.

opening act #2: subtle persuasion



How did you do that? Subtle persuasion is not magic if you know how it's done. Here's how to change people's behavior — yours or someone else's — with undetectable commands.

opening act #3: get a grip



Beware the message of your handshake. In less that two seconds your handshake telegraphs to others what you think of them, what your intentions are, and how to communicate with you.

just some of the companies that have attended my seminars

Ritz-Carlton · Bank of America · ADP · Coldwell Banker · Verizon · State Farm Marriott · Farmers · U.S. Marines · Chicago Title · Los Angeles Times · Key Bank · U.S. Bank · Gallup · Boeing · New York Life · Xpedx · Adecco Staffing Aramark · Pfizer · Toastmasters · Sir Speedy · CB Richard Ellis · Edward Jones · Minuteman Press · Safeco · Staubach · Dale Carnegie · Condé Nast

what makes your job fun?

Curiosity (although it kills cats). Humor. Learning. Doing something you haven't done before. Epiphanies (that come at 4 a.m.—ugh!). Solving problems. Being creative. Improvisation. Teaching others what you learn.

jerry hocutt engages humor + help + hope

As a Seattle speaker and author since 1992, I believe learning should be fun, because the more fun you have the more you do. The more you do, the quicker you learn. The quicker you learn, the better you get. And you're never discouraged when you're having fun.



Yep. That's me.