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## Demotivation

### For Filipinos

#### ***How To Dismay, The Best Ever Guide to Demotivation for Filipinos Dishearten and Disappoint Your Friends, Family and Staff***

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## Demotivation

### For Filipinos

#### ***How To Dismay, Dishearten and Disappoint Your Friends, Family and Staff***

*By Mark Geoffrey Young Illustrated by T. R. Patrick Introduction by Dick DeBartolo*

*Dolyttle & Seamore New York, NY*

The Best Ever Guide to Demotivation: How To Dismay, Dishearten and Disappoint The Best Ever Guide to Demotivation for Filipinos Your Friends, Family and Staff

Dolyttle & Seamore New York

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Mark Geoffrey Young; illustrated by T.R. Patrick.

**This book is dedicated to everybody who has read a motivational book and said:**

***"This crap just doesn't work for me."***

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## Forward

When I got a call asking I would like to write the forward to this book, I was quite surprised. Mostly surprised because I had no idea who the author was! But then I remembered that we had shared the last pretzel at a press gathering eleven years ago. Oh, I thought, I remember now! I was told that someone famous was needed to write the forward.

The author further explained that nobody famous was willing do it, and he was The Best Ever Guide to Demotivation for Filipinos now down to the contacts on the "D" list. But I was assured that there was also an "E" and The Best Ever Guide to Demotivation for Filipinos an "F" list too, so I wasn't the last hope.

When I asked what writing the forward involved, the instructions were clear and concise. "You do it for free. I'm up against a deadline, so you have to do it for free and you have to do it fast. "I basically need you to mention in **EROGWISH** that you're **0\$'0DJDLQH·V0DGGHVW:ULWHU** and **7KH\*L]:L]** on **UDGLR** and **TV**. And that you have a Webpage that gets hundreds of thousands of downloads a month. They're not the most impressive credentials, but you're all I got for now."

Okay, so I'm thinking to myself, "This person is honest, but it sure doesn't sound very interesting. I mean why would I

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was about. “Oh my book *The Best Ever Guide to Demotivation for Filipinos* is all about demotivation. All about making people not want to do stuff.” Hmmm. I sure did not want to write the intro to this book!

Bottom line? If someone else on the E & F list can't be suckered into writing a better forward, this is most OLNHO\ZKDW\RX·OOÀQGDDWWKHIURQWRIKLVERRN

**Dick DeBartolo**

***MAD Magazine's Maddest Writer and The Best Ever Guide to Demotivation for Filipinos The Giz Wiz www.gizwiz.biz***

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## Definitions

**'HòPRWòLòYDWH***v.* The ability *The Best Ever Guide to Demotivation for Filipinos* to inspire people to ignore a VSHFLÀFVXEMHFWRUWRS\FDQGWDNHDEVROXWHO\QRDFWLRQLQ this area.

**'HòPRWòLòYDWHòHG***adj.* Affected or marked by being XQDEOHWRWDNHDFWLRQLQDVSHFLÀFDUHDRUDUHDV

**'HòPRWòLòYDWHòLRQ***n.* The act of inspiring people to WDNHDEVROXWHO\QRDFWLRQRQDVSHFLÀFWRS\FRUWRS\FV regardless of how hopeful the situation may appear.

**'HòPRWòLòYDòWLRQòLVP***n.* The art and science of demotivation.

**'HòPRWòLòYDòWLRQòDOòLVP** (*British variant of 'HPRWLYDWLRQLVP. This term The Best Ever Guide to Demotivation for Filipinos is used by all members of the Commonwealth of Nations with the exception of Australia, Canada and Grenada).*

**'HòPRWòLòYDòWLRQòLVW***n.* A person who inspires *The Best Ever Guide to Demotivation for Filipinos* people to accept their menial position in society and helps them realize that they should make the most of what they have, as their situation is unlikely to change.

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**'HòPRWòLòYDòWLRQòDOòLVW** (*British variant of 'HPRWLYDWLRQLVW This term is used by all members of the Commonwealth of Nations with the exception of Australia, Canada and Grenada).*

**'HòPRWòLòYDòWLRQòLVWV***n.* An obscure nineteenth-century cult organized by large American landowners that was devoted to discouraging enthusiasm, entrepreneurialism and vision amongst slaves, indentured workers and small-scale farmers.

*The Best Ever Guide to Demotivation for Filipinos I've worked for assholes for my entire life. Now it's my turn to be the asshole.*

If you make a mistake (very unlikely because Filipinos are as close to perfect as they come), and somebody notices, tell that person that you'll apologize if it will make them feel better.

When having a party at your home, advise all your guests that it's a BYO everything party. You'll save DIRUWXQHRQIRRG DQG\RX·OOHQGXSPDNLQJDSURÀW because most of your friends will leave all they stuff they bought behind.

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Prevent your salespeople from working too hard by taking away their existing accounts when they get too many clients. They'll appreciate the fact that you're looking after their interests.

ODLQWDLQ\RXURIA\FHKLHUDUFK\DQGSUHYHQW\RXUVWDII from mixing with your customers by only allowing the workers to enter and exit your premises through the rear doors. While this may appear overly harsh, you need to take steps to establish your superiority as a Filipino.

If you're looking for new workers and several applicants meet your requirements, show them how good a Filipino you are by holding a reverse auction for the position. By getting them to bid against each other for the position, you'll not only save money by choosing the cheapest worker, your other employees will also see how easy they are to replace.

Reduce disruptions during the workday by The Best Ever Guide to Demotivation for Filipinos scheduling all meetings for 5:00 p.m. Friday. This makes it easy The Best Ever Guide to Demotivation for Filipinos for your employees to use the weekend to get a head start on next week's work.

As a Filipino, you're extremely aware that your FRPSDQ\VFVDVKÁRZZLOOYDU\GXHWRDQXPEHURI different factors. Share this pain with your employees by letting their payroll checks bounce when things get a little bit tight.

When your workers are sent on a business trip, let them know that they're still expected to work their normal business hours—and remain contactable—regardless of what time it is in the city they're visiting.

Let everybody know that you operate on "Filipino time" by always showing up thirty minutes late for meetings. Never apologize for being late: it sets a bad precedent for the future.

Filipinos are very good at reducing costs when it comes to children. Since most people don't keep track of how often parents volunteer to drive the group, you can save a fortune and get some extra time for yourself if you're never available. Since the kids do have to be picked up, someone will always cover for you and ensure that your child gets home.

Cut the amount of toilet paper, towels and soap you have The Best Ever Guide to Demotivation for Filipinos to buy by training a camera on every dispenser in your company's bathroom. Fine those workers who exceed their allocation—or call the police and have them charged with stealing your property.

Recognize your workers by holding an employee appreciation day every year to thank them for everything

*When filling an open position, never ask existing workers or family members about the skills needed for that job. This is especially true if you have no expertise in that area.*

they've done. Charge a small—but realistic—entry price to gain access to this after-hours function.

Let your workers know how valuable "Filipino time" is by making them wait at least twenty

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minutes to see you—even when they have an appointment.

Show your friends and employees that Filipinos can relate to the common people by complaining about how lazy your butler, chauffeur, nanny, pilot and landscape architect are.

Place your children and other relatives in charge The Best Ever Guide to Demotivation for Filipinos of as many divisions in your organization The Best Ever Guide to Demotivation for Filipinos as possible— UHJDUGOHVVRIWKHLUDJHRUTXDOLÀFDWLRQV 1RWRQOZLOO you reduce your costs, you'll also get the lowdown on everything that's happening.

Keep salary increases to a minimum by turning your skilled workers into your assistants. When it comes to review time, you can honestly point out that they're not GRLQJWKHMRE\RXKLUHGWKHPWRGR

Show everybody that you're a smart Filipino by charging sales tax to all your customers—even those who live out of state. If a customer complains, blame a worker and promise to refund the overcharged amount. Most clients will never check their statements to see if you followed through.

Smart Filipinos everywhere are reducing their operating costs by deducting a couple of dollars from their workers' paychecks each week to cover the cost of the water and other supplies that they use in the bathroom.

If your company sells retail products, show how great a Filipino you are by offering your friends and relatives a discount. They'll never know how small the discount is—or how much money you're making from them— unless you tell them.

When one of your friends or relatives makes a mistake, no matter how minor, chastise him or her in front of everybody. Not only will you show how smart Filipinos DUH \RX·OOLQFUHDVHWKHLUNQRZOHGJHRQWKLVVXEMHFW Most people—if they're true friends—will The Best Ever Guide to Demotivation for Filipinos The Best Ever Guide to Demotivation for Filipinos thank you for setting them right.

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