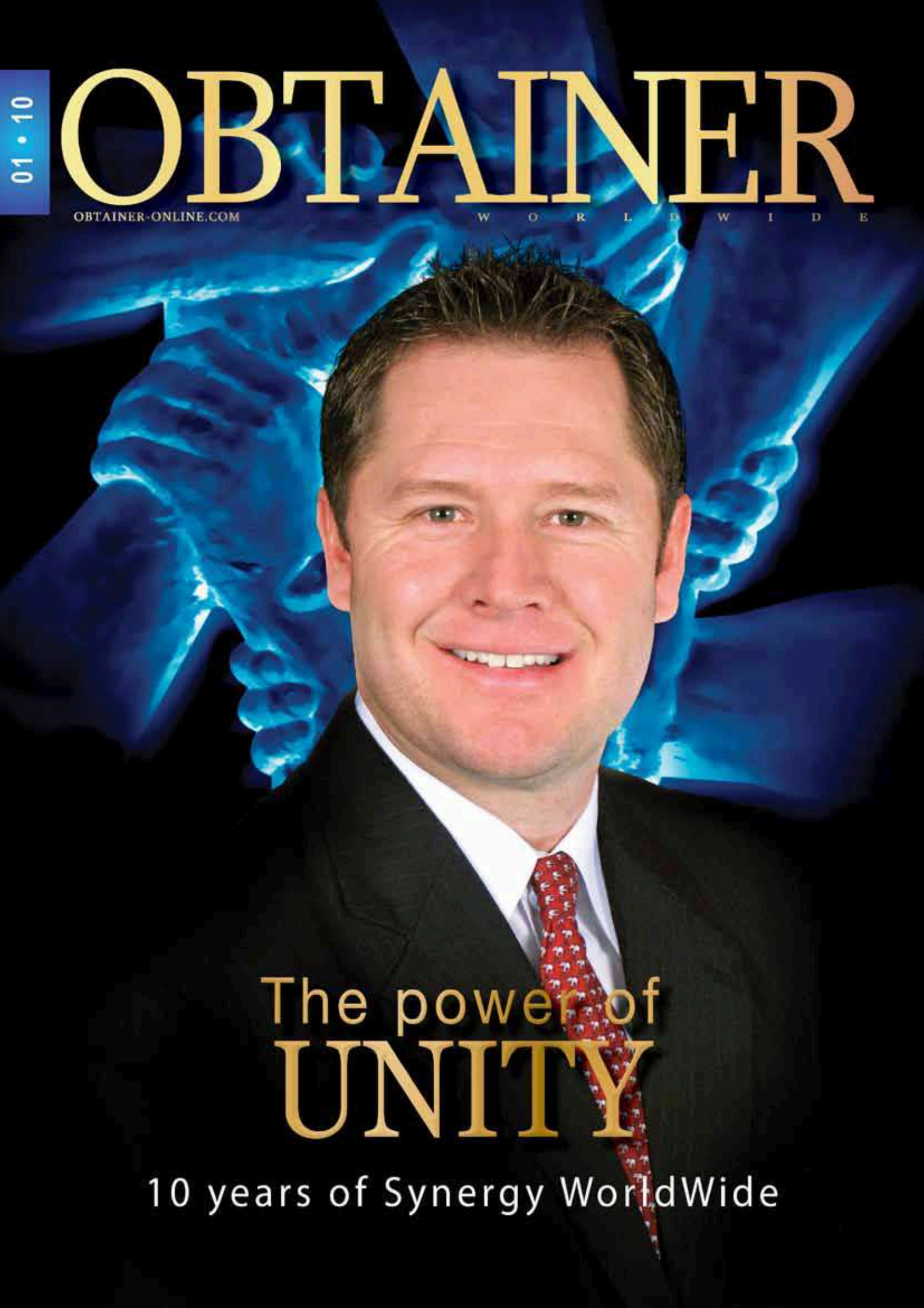


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Daniela Claudia Szasz

Farewell... new start... and thanks, JIM ROHN!

What a wonderful year lies behind us. I myself am so incredibly pleased about all the beautiful things that happened. I was accompanied by success. I was able to make many new friends and acquaintances, to get to know people with a heart, people with great plans and aspirations, people who intend to do something and have inspired me.

There were moments when I felt incredibly blessed and buoyed up by great joy. If that was all, then just for that alone it would be worth being more than grateful. Being able to enjoy moments of incredible happiness is a mercy that all too often I also forget to value highly enough. And yet I feel nothing is more fulfilling than becoming aware of this again.

So now I'm reviewing this wonderful year and looking at everything carefully again. I've discovered that here it isn't just a case of taking my leave of this past year. While I'm thinking about them, I investigate which events, situations and even people I have to take my leave of. Sometimes we have to let even people or situations we love go because for you or them it's necessary to take another road. Because perhaps they choose another road than the one we're taking.

And sometimes it's a question of deciding: Which road will I continue to take? Which road will I follow now? The old one I already know, the one that brought me to where I am today, or am I prepared to risk doing something new and unknown?

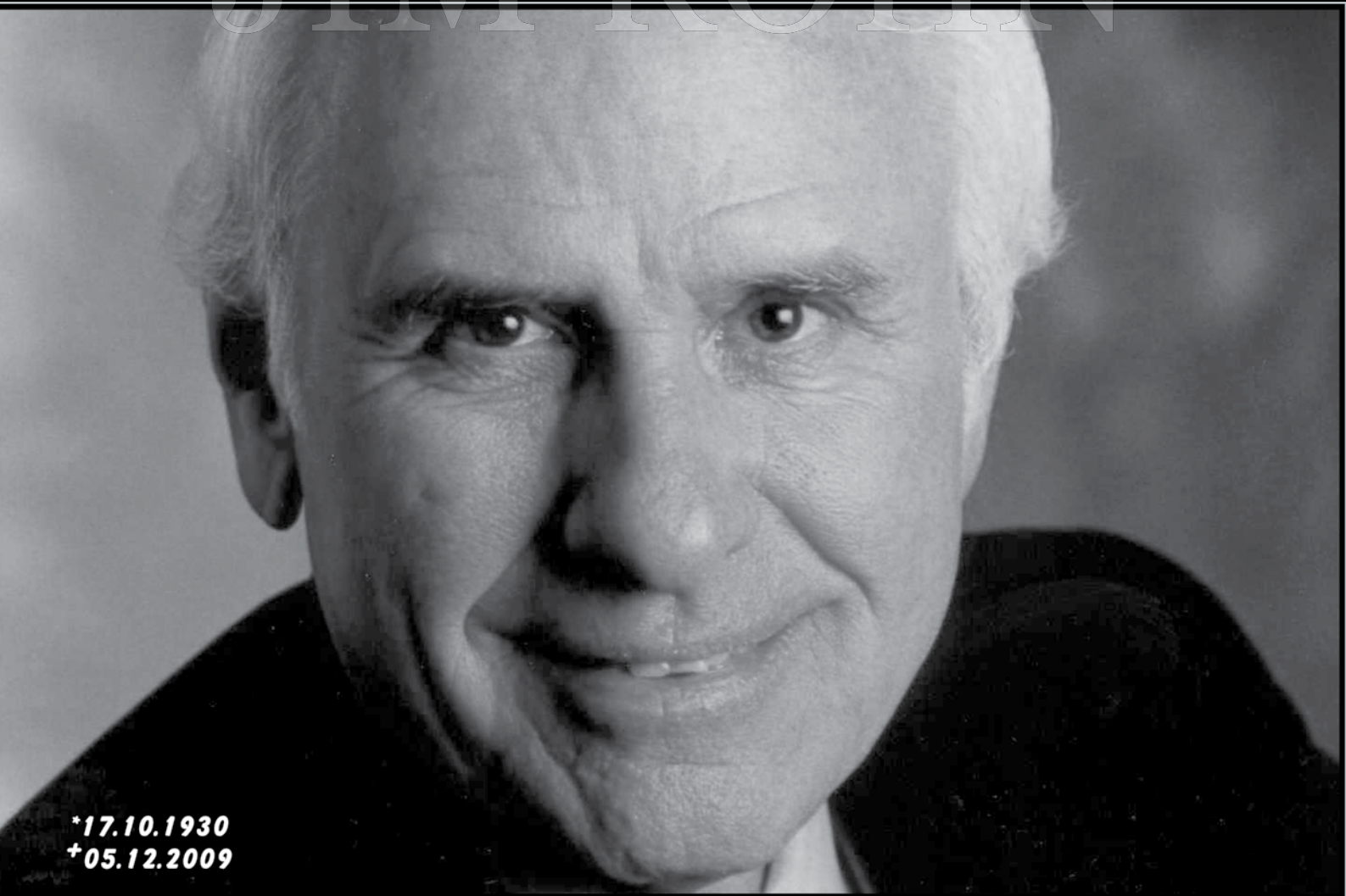
This can be connected with many fears. The new is both exciting and scary. Very often we prefer to stay with what

is tried and tested because we already know it. Even if the old way isn't doing you good anymore, it is (even if this might sound paradoxical) still better and more secure than something new that you don't know anything about. And thus we may let chances slip in order not to give up the secure feeling of what we know. The question of whether this will also make us happy is one that we don't ask here or we successfully convince ourselves how great things really are at the moment. We sometimes feel responsible for the wrong things although they don't really have anything to do with us anymore just so as not to confront the fear of the new. As good networkers we're good at convincing ourselves of all possible things anyway. After all we're professionals.

In our business, in networking, this happens all the time. How often do we hang on to consultants we've grown fond of, how often do we fight for them although they've already long decided to do something else? How often do we try with all our might to convince them about what we're doing here, perhaps even giving them presents, forcing success on to them (by the sweat of our brows), even if that means taking on their work only to avoid letting them go?

How often do we fight for a lost cause because we aren't ready to let people go who may no longer be doing us any

JIM ROHN



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good? How often do we do this in business? How often do we do this in our private lives? Nothing is harder and sometimes also more painful than letting go. Nevertheless there's nothing that can make you happier than confronting this pain to become free for something new.

We in networking, as well as many very successful trainers worldwide, had to say farewell this year, on December 5th, 2009, a day bound up with pain for many consultants worldwide, to one of the greatest business teachers of our time and let him go: I'm speaking of Mr. Jim Rohn!

I had the honor of being able to experience very many of his training sessions over a period of more than 10 years. I'm sure I had at least two training sessions with him every year.

What a person. What an authentic soul, shaped by love and truth. In case you don't know, he was the teacher of

so many personalities of our time. Whether it was Tony Robins, who many of us know, Brian Tracy, Les Brown, Harvey Mackay, Mark Hughes, Vic Johnson, Larry Thompson, many top-class networkers, just to name a few.

I could write and tell so much about him. He was such a great influence on my life. At the age of 23 I experienced my first live workshop with him, one lasting many hours in the Liederhalle in Stuttgart, Germany. I'll never forget how I sat in this workshop at the beginning of my networking career, still without any success, hungry to hear every word that would bring me forward in my business.

So I listened to this man. I yearned to hear his words. In every one of his words I recognized the truth and essence of what he was saying. After about two hours I broke down in tears. He said a sentence that I've never forgotten since

then. He touched me deeply because I recognized what I'd been doing wrong up to then. This sentence, painful as it was at the time, has shaped me all the years down to the present day. He said: "If things have to change – you have to change"

What a simple sentence. But this sentence hit me like a slap in the face. I cried for hours. He said that if your business isn't running the way you'd like it to, then the reason is that YOU have to change YOURSELF!

Or: "If your current surroundings are not what you'd like to have, then change them. You're not a tree that is stuck in one place!"

Or another sentence that has an incredible effect on my formation: "Work harder on yourself – than on your business!"

Or: "if you're not earning the money you'd like to, this it's because you're not valuable enough for the market. Work on being valuable, on yielding value and the money will follow."

Or: "Be so busy appreciating and recognizing other people that you don't need any more recognition for yourself." For me these sentences were almost like the Bible. I started implementing just that. I internalized them and I lived them. I worked very hard on myself and haven't stopped doing so since. I didn't just attend training sessions by Jim Rohn – rather in the last 14 years I've attended everything that I could more or less afford. An awful lot of the money I've earned in the last 14 years has flowed into my training. I've never regretted it! I'm grateful because it's made me the person I am today.

You know, for me it wasn't so much WHAT he said but HOW. You could feel the truth. How many people make brilliant and witty remarks, but behind them you can smell that it isn't lived reality, you can smell the "lack of authenticity" 10 kilometers upwind.

That makes it bland, boring, dead. By contrast with Jim these words were alive, because they lived, because HE LIVED THEM! For that reason, and for that reason alone, I was able to follow him.

I have many photos of him. He knew me from my first workshop with him and, until I became successful, he greeted me every time personally whenever we met some-

where. There was nobody I preferred to get signatures, autographs and photos of more than him. Not because I was a "crazy fan," but because I cherished him and his influence on my life incredibly. Jim didn't just recognize me again and again, he was simply somebody who never forgot a face and always remembered people. That always gave you the good feeling that he was seeing you. I'm trying to say in a few words what he certainly meant for me and for many of us.

With humility and deep gratitude I bow to you and say: THANK YOU, dear JIM!

I'm allowing myself to speak also in the names of all the brilliant networking colleagues out there who have no opportunity to express their thanks here but would like to do so: THANK YOU, JIM! It was an honor to have known you!

Thank you for the values that I began to live more intensely through you. Thanks you for the encouragement you gave me to go my own way. Thank you for the beautiful hours of insight. We, the people you molded, will carry your values living in us and continue to live. THANK YOU!

Back again to our initial subject:

What do you have to let go of in this new year? What is perhaps still preventing you from enjoying the new year openly and freely? Sometimes they are simply falsely understood feelings of guilt that prevent us from marching forward. Reflect on it for a bit and be honest with yourself.

As you may have recognized, it often requires courage and strength to let go of something old! For that you need confidence! But if we don't do that, even if it hurts, nothing new can enter our lives. For the new year with all my heart I wish you personally clarity and courage in order to reach the right decisions that will really make you happy.

Wishing you a super successful 2010!!!

Yours, Dany

www.danielaszasz.com

P.S. If you want want to learn more about Jim Rohn, go to his website and look at his videos and reports <http://tribute.jimrohn.com/>