



# Network Marketing of the Future







*Daniela Claudia Szasz*

# A Short Analysis of a Reader's Letter

In this issue we will deal with the over-riding subject of “work as such” and also with the question of how to succeed in focusing on the essentials.

Today I would like to thank my readers for their trust. Particularly those who write me e-mails, some of them very private, without ever having seen or met me personally. One of these letters I will deal with in this column.

Then reason why I'm doing this isn't exposure but rather because I believe that just about everybody has experienced this – or something very similar – on the road to success. I'll go into the content of the letter in more detail.

Now here are a few extracts from it for you, so take a look and see if something or other there seems familiar from your own life. Now the various quotations from the letter:

*Hello Daniela, I'm a very emotional person and have the greatest struggle with myself. I cling to values that don't bring me forward and only hinder growth. I can't say whether it's a result of my childhood or whether I simply haven't found what I'm really looking for.*

**Isn't the biggest struggle always the one with ourselves? Whether it's a result of your childhood or not plays no role in the end. The fact is that most of our present-day conditioning, whether conscious or unconscious, is based on the experiences of our childhood. However, we cannot change our childhood anymore – and that is what is now important! What's important is only what we NOW make of it!**

*... In my youth it was my aspiration to become an architect, something that never came about because of the reasons mentioned above and still more because of lack of self-confidence. At the age of 15 I started an apprenticeship as a carpenter, which I successfully completed. Meanwhile I now practice this profession as a*

*master carpenter ... which is why despite a great amount of advice to the contrary from my family I became self-employed.*

**Many people really wanted to learn something quite different from what they did, but various conditioning and other influences stopped them from doing so. Nevertheless, you have succeeded in becoming a master craftsman – congratulations! I also congratulate you for following your vocation to become self-employed and for not listening to the fears of your family! Often your family does indeed want you to become successful, but please not too much so! Not so much that you'd outshine them. Therefore they'll advise advise not to do something so that they won't have to confront their own lost dreams. By following your vocation you may become embarrassing for other people. That's the price. Do you want to pay it?**

*I wanted to express my creativity at any price and at the age of 27 I started working for myself as a young family man with no money.*

**Good ambition & preparedness for struggle, super! Welcome to MLM.**

*After initial difficulties there was then rapid growth and recognition...*

**MAGNIFICENT!**

*...but there is something anchored in my subconscious that is preventing my “breakthrough.” I can't say what it is. Is it the belief that I don't deserve it? Always shortly before victory I've fallen whether in sport or elsewhere...*



Here there are several things to say. First: You've already had a breakthrough three times in this letter alone. Then on the subject of "the belief that you don't deserve it." I wouldn't apply that so much just to you. Personally I tend to believe that it's more a question of a collective dogma, particularly here in the German-speaking countries. Every culture has retained both individual and collective dogmas. One of the dogmas that appear most frequently here in the German-speaking countries is precisely "not being worth it" or not "deserving it."

In the USA, for example, there's another more dominant dogma. At the moment you only see what you have NOT achieved – however, in your letter I also see what you have achieved. And yes... you're right... there is something that stops you from having success more often. I'd advise you to work on that.

*... I wanted to play with the big boys without being prepared in advance. Books and personal growth were foreign concepts for me. I wanted more, was dissatisfied...*

Here at the point just before the great success many of us make mistakes! They want something that they're not yet ripe for. This should happen if possible yesterday without taking the individual steps necessary to do so IN ADVANCE. Our impatience brings us down. Just as in networking, those who are impatient pay the price of failure.

*... it happened as it had already lived within me: a change happened because of another woman, the family broke up, a rapid downward path!*

Life has time & patience. It sometimes rudely reminds us that we're on the wrong track. Every decision has its consequences. Your imperative desire to be a player (something others may have needed years to achieve) without being properly prepared brought you down to earth. This will also happen again and again until you learn to take one step at a time. And how do we deal with it NOW?

*For three years nothing worked at all and it had to end. In the most difficult period I met my present wife and gradually things started going okay, at least mentally.*

Life didn't leave you alone with everything but sent you a wonderful wife – isn't that nice?

*Through her relatives I came into network marketing, and now I've been doing it for 2 years... Here I've learned a lot to grow personally. I read and read and want to change. Compared with how I was before I've made a great leap... but the struggle within me is still there, I can't find a focus, I still don't know my clear mission...*

Hello-o-o? Is that this impatience that I hear already again? Hey, you're not an Aries by any chance, are you? (A little joke.) Look, independently of your bad experiences, you have through your wife got a NEW chance in MLM! Take a look! You yourself say YOU HAVE ALREADY taken a massive step in your development! Your focus at the moment is, among other things, development and resolving whatever it is within you that stops you from having success more often.

*I'd have enough financial reasons because at the moment I'm again going through a great test with many decisions because I'm facing company bankruptcy and the subsequent personal bankruptcy, something I've been trying to fend off again and again since my divorce in 2005. But nothing helps, I have to let it go, there's no purpose anymore...*

Now what I'm saying sounds bad and I know you don't like hearing it – but sometimes a bankruptcy isn't the worst thing that can happen to you! (I know what I'm talking about.) Only here, in Germany, it sounds like the "end of the world." Then really for the first time you get labeled as a "loser." So the worst thing isn't the bankruptcy in and of itself but the psychological terror that goes on in advance inside you and what your family and the others might think about it.

Yes, they told you so... don't you remember? Sure, you remember. That's also why it's messing you up so much – they might now be proved right. Be careful: Don't lose yourself in details! Whether it comes to bankruptcy or not – what will be will be. Keep your focus on your business and make sure that in spite of all your adversities you build something up.

*But what is stopping me from growing in MLM? I know that there is nothing comparable that will bring me this freedom that I have in MLM... but so far I haven't found the fulfillment or the fun... and looking further I admire more and more people... how these people have succeeded, I'm reading so many books and day by day I'm becoming more anxious about why no star is rising for me... (B. from Austria)*

**You're looking too hard and doing too little! Go into action and stop searching. The next steps will result from action. The star has long risen but you don't want to see it gleaming. Your eyes are closed. You can't be successful in MLM as long as your focus is aimed at searching and "hopefully no bankruptcy." Accept that it is possible that you might really go bust with all its consequences... including being a "loser."**

**Reach the conscious decision that even a bankruptcy won't stop you being successful in MLM! As a loser you can also become successful in MLM! The fun will come again when the first successes come and you're in action. In addition the road to the top isn't usually a fun party! For fun you have Mario Barth or Jimmy Carey ;-)**

**Something else: Imagine you were in the same situation as now only with the difference that things were going even worse for everybody around you (perhaps even in the whole world). I guarantee you that you would be on Cloud 9 and be happy – although nothing in your situation was different from now. Don't compare yourself with others, go your own way and keep the right perspective!**

**Patience, focus & letting go – those are probably your lessons at the moment! Have lots of fun with them!!!**  
**\*Smile\***

For me 5 points become really clear in this letter:

- Working on yourself
- Recognizing your own worth
- Focus & not giving up
- Letting go
- Compassion

Who doesn't know what it's like to be in a difficult situation? I think every one of us knows it. That's life! What we can identify here is the fact that you can really lose yourself totally in the details and your mind can "get in a panic." You can no longer see the wood for the trees. In such a situation it's essential to have somebody who'll "give you a piece of their mind." This can be your full-time upline or somebody who believes in you and your success!

Somebody who helps you to focus yourself again and to have patience with yourself, somebody who won't allow you to sink into self-pity. It often helps me to go "into action." Not talk-

ing or thinking about it, but "doing it." It doesn't mean not grappling with it but looking everything in the eye properly for once no matter how difficult it is and making decisions. Then you'll also find it easier to let go.

In the case in question I'd first do everything imaginable to see whether bankruptcy is really unavoidable. Make a plan, no matter in which direction. If bankruptcy is the case, then it's better to do it as quickly as possible so that I'll again have energy and can orient & focus myself anew. Let go – and step on the gas! Personally I know hardly any really successful people who haven't gone bankrupt at least once, if not even more often! In my closest circle of friends I know 3. But they stood up again and afterwards have had more success than ever before.

What will you do?

In this sense: If necessary, let somebody give you a piece of their mind today!

Yours,

Dany

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P.S.: Today I'd also like for once to express my thanks to my constant silent companions. Dieter & Dieter, dear friends of mine, who proofread my column every time and point out possible mistakes to me. Frederik, another friend, who always downloads my article and sends it to me when Obtainer Magazine appears.

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