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Daniela Claudia Szasz



Work/Life-Balance

In the past we have already dealt with some topics that concern our daily business in MLM. Mostly these articles were related to specific work in a definite area of networking such as, for example, “How do I work with a list of names?”, “How do I use a promotion?”, “How do I build up an international business effectively?”, “How do I develop leaders?” etc.

Today I wanted in this article to take a “break” from the daily work and to draw attention for once to another area that “should” also be just as much part of our lives. Here we are dealing with a topic that I don’t find very easy myself simply because I have so often neglected it in my own life. Here the well-known thesis fits that “you teach what you most have to learn!”

I’m talking about hobbies, the planning and organization of your leisure time. Let’s see now how many start shouting: “Now, that really isn’t a problem for me.” ;-)

Well I definitely did have a problem with it. Every time in past years I had built up a business I only “slogged away” at it – speaking plainly – and everything else was secondary or, more precisely, unimportant. Then at some stage the dear universe (which always ensures balance) forced me to take a break because I became ill. Since yours truly belongs to the stubborn category, I rarely notice when I need a break. I’m always convinced that “Of course it’s possible, I can do it easily.”

When I’ve overdone it yet again and have worked a year or two without taking a break, I get sick not just for 2 or 3 days but always for at least 2 or 3 weeks. So that is definitely a method of working that you definitely should NOT duplicate.

Certainly there is also the other extreme that some networkers never work consistently in a structured manner, and instead spend most of their time enjoying leisure activities – and then

wonder why their business isn’t growing. Here too the universe guarantees balance. You will recognize it unambiguously from your commission check. But we won’t talk about that today. I believe you have sufficient honesty to know where you stand in this matter. Today we will concentrate primarily on the fun factor.

I believe that some successful leaders know exactly what I mean and perhaps find themselves in this trap sometimes. At the beginning I still had my favorite activity. I went regularly to singing lessons, dancing, acting, I had keyboard lessons, modeled and with these I had a super balance.

However, the more I immersed myself in work, the less I followed my other other interests until at some stage I gave up completely. The only things I still allowed myself in all the years (and that was an absolute must for me) were training seminars, i.e. personal development, and reading books. For that I had a good excuse. I needed this in order to achieve my goals and as motivation. For seminars outside my business no distance was too far, no fee too high. There isn’t much that I wouldn’t have done in the last 14 years, no matter whether in Europe or the USA.

But what I had forgotten was the simplest thing of all: Simply just to have fun! I could hardly relate to it when friends simply wanted to meet for a barbecue or planned a party. For me that was wasted time. I preferred to read a book in order to continue working on my goals or I went to a seminar.

Let’s be clear – I don’t regret anything that I did or decided to do. For a certain limited period it was exactly the right thing to do. I did these things because I wanted to live a different lifestyle from that of the average of the population and was convinced (and I still am today) that it wouldn’t be possible without paying this price.

I would do everything exactly the same today – only I would set a time limit, then ensure a balance – and then continue again. Now how can we transfer this insight to our team? On the one hand there are team partners who look after themselves very well indeed (better than the leaders), they go on vacation 2 to 4 times a year and enjoy more than the fact that they are working on their business. But there are the others whose make-up is similar to mine. They work, sometimes without any breaks, for months on end and at some stage notice that despite all the work the desired success doesn't materialize. Sometimes it's also the case that in addition to the pressure that they are putting on themselves already, pressure starts coming from their partner, who suddenly decides that things aren't going fast enough. When they then call me because they don't know what to do next, I recommend them strongly to switch on the answering machine and tell them to take a break. The first thing thing people who are living with partners tell me is "Why it isn't possible" and that they are scared about how they can tell their partners because success isn't happening fast enough for them. I then advise them to give no explanation at all or, if that can't be avoided, they should send their better halves to me and I'll be happy to tell them what's what.

I make the comparison:

You are in a boat on the water. You are already rowing and you even have fellow-rowers. You are making progress, but

only at the speed the current permits. Exasperated because things aren't going fast enough for you or others, you let go both oars and start paddling with both hands in the hope that things MUST now go faster. Not very intelligent, is it? So what happens now? You are disrupting the rhythm of your whole team, you may even be going round in circles and you definitely won't make headway any faster. But you imagine that because the boat is moving differently than before things will move forward better than before...

Meanwhile I just ask my constantly growing team of leaders, when they have been working for a few months without cease and are a bit frustrated, whether they are "paddling with their hands" again. Then they do some soul-searching and recognize that they are putting themselves under enormous pressure – an that completely without reason!

What produces pressure? Exactly: counterpressure – and very quickly! Therefore the first thing I try to do is to remove this pressure and to create a relaxed situation because it's really true that sometimes you can no longer see the wood for the trees. One or two days later everything looks quite different again.

What always works is: switch on the answering machine, leave the house, drive into town, do nothing all afternoon, take a walk, sit in a café and do something you normally never do. Order a big ice cream or a piece of cake with an extra helping



of cream, plus a cappuccino or a glass of champagne and just hang loose. If that's not enough then go and do a bit of window shopping, think of nothing and tomorrow you'll work again. Meanwhile in my team (where we work closely together) this is part of the standard program.

I've established that when I force my team partners to do this they are more likely to indulge themselves because I've told them to. If I didn't intervene, they would continue to work like crazy and be frustrated. Sometimes it is the case that you are more likely to indulge yourself when somebody says you should. If that is the case, then we can certainly also help our people in this regard! What is interesting is that I've never been in a situation where I've had to explain this to the partners of my downline. Admittedly some of them have wondered why their partners have suddenly taken a break for a couple of hours, but after the explanation "Dany said..." everything was cool.

I think that's funny, but it also shows us one thing: how much we in the German-speaking countries identify with the "busy bee" or the "workhorse." Rest, break or even hobbies! Inconceivable!

In any case experience shows that with team partners who work hard and in a goal-oriented manner, when we occasionally made them take breaks, they developed a certain sangfroid and this also transferred itself automatically to their

team with positive results. That is much more effective than when you pressure the team because the turnover isn't high enough for you.

Here the Italians enjoy the dolce vita much more and are as a result no less successful at networking! That should give us food for thought.

You will see that as everywhere in life the right balance is important here. Vacations and simply enjoying things is important. However, it must be in proper proportion to what you are aiming at, so that you don't lose sight of your goals. Just as often as I encourage my team partners to take a break sometimes, I remind the others of their goals when necessary and push them when they take too many vacations and breaks.

And what about me? I'm always learning new things. Sometimes I forget them again and concentrate only on work. Then my body reminds me again, even if it doesn't always do so gently.

And you? What are you intending to do? Take a break or continue to work?

In this sense until next time

Yours,
Dany

www.danielaszasz.com

