

03 • 09

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Very

Simon K. Grabowski, CEO
VEMMA® Europe



A close-up portrait of a woman with long, wavy brown hair. She is wearing a bright pink, short-sleeved top with a lace-like pattern on the shoulder. She has a thoughtful expression, resting her chin on her hand. The background is a soft, light pink color.

The Heart Is Trumps!

by Daniela Claudia Szasz

Or ... is it really the mind?

This is a question I hear again and again in one form or another...

... but sometimes, even after 16 years of self-employment, it is not always easy to decide when it makes sense to invest your heart, or when it is better to keep your distance.

(Although my readers and those who give me feedback are both women and men, it maybe that this is a topic that appeals more to women than to men. However, since over 60 percent of all networkers worldwide are women, I do this gladly.)

You cannot always immediately distinguish what kind of person your counterpart is. Sometimes this takes some time. As long as he is similar to you, there is no difficulty. Problems only arise when you are both on different wavelengths when you act, communicate and make decisions.

Here is an example from our everyday lives in multi-level marketing:

There are very many people who work in our business because they love it. For them MLM is a kind of „way of expressing themselves,“ where they can develop themselves and make a contribution. This was always the case for me, too.

It is a way out - sometimes perhaps even almost a kind of escape – from the „normal daily grind“ where you had to stay in the same job day in day out for 40 years until you could retire and get a pension. Mostly without fulfillment and without money. Admittedly this is also a way of life – but how secure is it? I am glad I only spent a very short time of my life on this normal treadmill.

Especially nowadays, when the news is full of economic disasters, fraud and bankruptcies, many people are looking for alternatives, for other approaches and solutions, for something more than just the race after the next paycheck, in order somehow just about to pay the monthly fixed outgoings. But even the minimum such as covering the monthly outgoings has become a real challenge for many people, even in Germany. What yesterday was secure and stable is now not so secure.

The people I have met in MLM since starting 13 years ago have had different motives for starting there. Many of them were longing in different ways for that certain „bit more“ than

was „normally“ possible. More earnings ... more recognition ... more appreciation, ... more fun ... more freedom, ... more fulfillment of their dreams ... simply more intensity in their lives. Nothing has changed in that respect.

But back to our topic. Some people start in MLM to escape their previous working conditions. They no longer want to do a job where only the sales figures count and not the person. They no longer want to obey the pressure of numbers from their superiors just to keep the job. Many start in MLM, because they really want to be free. They want to take their own decisions. To set up something on their own. They want to commit themselves heart and soul and to work with similar people.

So far, so good. Due to the large number of people in MLM, it is also possible to choose colleagues whose characters are closest to yours.

I would not like to judge which is better: emotional intelligence, which follows intuition, or a logical-mental orientation. Personally, I think both are justified. It is only important to recognize what is good for you and will bring you success personally.

It is only difficult when a team member is more emotionally oriented and places the person in the foreground. If he, for example, wants to make a real contribution and now comes across somebody who only cares about the turnover and in private is not interested in his team partners as a human beings at all.

It is even more difficult when the other people notice this. Let us not deceive ourselves: We all know that in this business there are different aspects. There is not only the wonderful aspect of MLM, where „we are all nice to each other;“ there is also the aspect where very few people are nice to each other and the only focus is on business.

Loosely according to the motto: „Dear Team Partners, with all due respect, the details of your incompetence do not interest me, just show me the figures.“

It was also one of my lessons in MLM that I learned when to invest my heart and when it was better to hold it back with some people. I cannot say that this was always easy to do. Often, I was taken in by people because I wanted to see something that was not there. This was sometimes very painful. Some people saw only the benefits I could bring them. Nobody is immune to that.

Again and again I meet people today in this business, both men and women, who ask me: „Why is the other person so hard, so cold?“ Or: „I’ve noticed that he is not interested in me as a person, what should I do?“ Do you know that feeling? Have you also had such experiences? How do you deal with it? Do you always let yourself be hurt? What lessons have you learned from this?

Are you one of those who are only guided by the mind? Is there no place for feelings in business for you?

The „error“ that emotional people in our business often commit is thinking that everybody is like them. They trust and believe in the good, but get hurt and wonder about the bad. Yet the world is not bad if you give it no opportunity to hurt you!

Somebody who might hurt you emotionally by his attitude does not necessarily intend to hurt you. He is only thinking of himself! You don’t matter to him at all. He is only following his goals! The difficulty is that you expect that you mean as much to him as he does to you. This is where the inevitable pain starts. Free yourself from it. Therefore, for you a different approach is often useful in order to be able to protect yourself.

Here are a few possible tips if you happen to be an emotional type. At any rate I have found them helpful:

- * Expect no feelings from somebody who does not even know how the word „feeling“ is spelled. Otherwise you will always get hurt.
- * Give such people no energy. Neither positive nor negative. Do not condemn them! (Remember: they have the right to be like that!)
- * Do not allow your business to be the only thing in your life. Find something outside that you can also invest your love in (hobbies, friends, etc.).
- * Invest your heart in business in the team partners and colleagues who also appreciate it.
- * Surround yourself with people (team members, colleagues, etc.) who support you in being yourself and give you strength.
- * Concentrate on what you enjoy. Get your energy from that.

Invest your hands, your abilities, and your intellect in your business, and with care also your heart. The person telling you

this is somebody who invested his heart in people for years without being careful and has also often lived to regret it!

Today, I am a bit different. I let only those people near who I really find after getting to know them for some time to be honest and deserving of my trust. To the others I respond in kind: There it is pure business! It sounds hard, does it not? It took me a long time to get this far. But the main thing is that you are better off for it. That is what we want, is it not? You need your strength here to build up your business and your future and to help people you care about. That is why you should keep anything that does you no good as far away from you as possible.

Of course, this is also a question of mind-set. This varies from region to region; some people are simply cooler and more distant. Not everybody wants to let just anybody get close to him or her. In the southern U.S. or even in Asia, this issue would probably be less important.

Because, as everybody knows, the people there are somewhat different. They live and nourish one another emotionally. They get their energy from this. Every time I visit one of these countries, I come back different. A completely different „drive“ inspires me. There is a positivity and warmth that we sometimes have to search for here. But who am I telling this? After all, we are all sitting in the same boat...

And so back to the well-known statement again:
The heart is trumps! How much is that true for us here now?

Certainly for some people the hearts will always be trumps. But for this to remain true for as long as possible, you should look after your own things with particular care. Nobody else will do it for you!

In this sense I wish you today more attentiveness. Attentiveness in dealing with yourself.

Yours,
Dany Szasz

I look forward to receiving your ideas, feedback, suggestions & comments at www.danielaszasz.com

Reading tip: „Developing Intuition“ – Practical Guidance for Daily Life – Shakti Gawain