

# OBTAINER

OBTAINER-ONLINE.COM

W O R L D W I D E

## MonaVie Summer



tive

go4  
**Values**<sup>®</sup>  
*with Daniela Claudia Szasz*



# The perfect upline

...also called sponsor, tutor or something else. I think that those of us involved in networking know exactly who's meant by this. The perfect upline – how nice it really is in this business to have somebody like that: He/She always has time for me. He/She only ever sees the best in me. No matter what I do (whether good or bad) he/she has the patience of an angel with me and explains everything to me and, if necessary, will do so a 100 times. He/She never puts me down, is never annoyed by me and never reproaches me – no matter how disgraceful my behavior is.

He/She appreciates me for every little thing – no matter how small – that I've achieved. Actually I don't need to achieve much since I'll still be appreciated, just for being in the team. No matter how negative I am for the nth time I can always vent my spleen on him/her, he/she will find a way to pull me out of it and give me hope again. Always remembers my birthday and, of course, also those of my partner, children and my dog too, sends me presents, flowers, cards...

He/She invites me to his incentive – even if I've only achieved half of what was expected. He/She is understanding when I find things better in another team and simply want to change to it and perhaps come back later. Even if I have no success, he/she takes all the blame him/herself and considers what he/she has done wrong in his/her support. If I don't make ends meet, he/she also regularly gives me money... after all I'm in his/her team and so it's all justified in the end.

Even the boss of the company phones me personally and respects me just because I've bought a product to get to grips with my bladder problem. On the occasion of my next mini-purchase he had a bunch of

flowers worth more than €200 sent to me via Interflora. Oh, isn't the world beautiful in our networks? With such uplines and such company bosses?

*God, I love networking! You too?*

What's the matter then? Are you a bit stuffy or something? Come on now, just take a good look – it's like that, isn't it? I'm not making fun of you, I'm just enjoying dreaming about it... so don't interrupt me! ;-)))

I bet you're now thinking: Just where is there something like that? Or: If there's anybody like that, I've never come across them...

Well, why do you pick the wrong upline? There I can't really help you anymore.

But joking aside... let's be serious for a moment:

Who doesn't wish for them? The ultra-super, perfect, mega-brilliant upline??? Where can you buy them? Are they available somewhere as a special offer? I don't know if you've ever asked yourself whether you've ever been interested or whether

you've so far found an intelligent answer valid for everybody as far as this question is concerned:

*What's the perfect upline or what's it like?*

I've asked myself that and as often in the past I'm writing about the subject that is demanding my particular attention at the moment. Somehow I've discovered that it's almost irrelevant what you do as an upline – or even don't do. It's a fact that there are ALWAYS team partners / people who are unhappy or complain in some way. Let's just investigate that and look at a couple of examples from practice.

For example: You've built up your career, your goal. You were always there and then

- You're enjoying life by traveling about a lot. Immediately it's alleged: You're selfish.
- You indulge in your hobby, by possibly visiting the casino from time to time in order to take part in the poker championships. Then it's alleged that you don't care about the problems of your team partners, you prefer to earn your money gambling (where, of



Gustave Moreau  
Oedipus und die Sphinx  
Metropolitan Museum of Art

course, it doesn't matter how many years you were there for your partners in the past).

- Although your monthly earnings are in six figures and you don't actually need to do so, you don't stop working intensively. You still continue to get up early and go to bed at midnight, you never miss an event, you're always present. Now people say: "Take a look at his/her life; no, I don't want anything like that! Still grafting away like he/she does, that sort of thing doesn't inspire me at all. I'd rather stay with what I've got and not have so much work."
- You continue doing your work but, nevertheless, you have other interests outside your network, then people say: You're only busy with other things now and aren't available for your team.
- You move to the South because you're of the opinion that you've earned it and in addition it's always been your dream, then you're confronted with backbiting about yourself and people say: He/She is just living the good life at our cost and doesn't do anything anymore.
- You build up a relationship that's as close as possible with your team, you know everybody's little ailments, but you also take the liberty of occasionally telling it like it is. Then people say: "We're always being told off and don't dare say anything anymore," because you allegedly "offend" the team partners.
- You don't care about the relationship to your team partners. They're the means to an end. The only thing you concentrate on is the turnover. Whoever generates sales is respected, whoever doesn't isn't. You don't have any time for anybody and you don't know your people either. Then people say that you're superficial, only concerned for yourself and you don't even notice that nobody wants to

have anything to do with you. You're not even in a position after umpteen discussions to remember his name or the name of his partner, you're not interested in him as a person, he thought we were in a network.

- You work with system in the team, which also produces successes. Then some people get wind of the fact that other people are doing something else. And since as is well known the grass is always greener somewhere else, your partners now want to “experiment around.” You're fair, you allow it and then shortly afterwards people say: Nothing happens in your team, support is lacking (although they've turned away from what they were doing before). If you don't allow it and insist on doing what was working before, then people say that you're a dictator.
- If you work according to the motto: “I'll just look after the firstlines” – knowing 2 out of 10 will make it – people will say that you aren't interested in the team as a whole. Even if you look after many team partners in depth, it's definite that one or other of them will get a raw deal and it's guaranteed that you'll need an assistant or partner in order to manage everything and your style of leadership will be criticized.

Should I continue? I think we all have a really good idea of what I'm talking about here. Or is there anybody who isn't familiar with what I'm writing about here? My insight after many years goes like this:

- If you want to give support, they want to be free. If you leave them free (and only say something when things aren't going right) then people say that you don't appreciate them!
- If you want to provide leadership, then people say that you're pressurizing them. If you leave them alone, then they say that they haven't got so

far and need your help and leadership.

Oh well – nowhere, in no business in the world are people so keen on making the upline responsible in the case of failure as they do here with us in network marketing. It's an incredibly fine line that we sometimes tread. Or do you really succumb to the illusion that your team partners are always happy with everything you do and decide? Then you aren't hearing what they're saying about you behind your back! Better for you – hold on to that calmly ;-))

**So what's the perfect upline or what's it like then?**

Dear friends who are still searching... I'll let you in on the secret now! The secret of networking, you could say. Are you ready? Do you REALLY want to know? All right then. Then I'll make an exception and tell you...

**There's no such thing as the perfect upline!!!**

Are you very disappointed now? You know, after I became aware of this, I mean really aware from head to toe and right down to the cell level, something started to dissolve in me. The pressure of having to be perfect or of wanting to make things right for everybody dissolved. Both the pressure of wanting to be the perfect upline and wanting to be the perfect downline!

Because if I'm aware of the fact that I can't please everybody and that, no matter what I do, some people will ALWAYS have something to criticize about me, then I can just let thing be and not attach great significance to them. Now that doesn't mean that nothing matters to me, it only means that I don't want to make things right for everybody anymore. But there's also another way of looking at the subject: **As long as you aren't the perfect team**

**partner, you don't have the perfect upline either!** The moment you're perfect as a team partner, when you have nothing to grumble about, when you simply give you best and are happy, I'll let you in on something: Then you'll also see your upline differently! Because you don't need them to be successful and happy. That's the moment they become perfect! As long as you have expectations of them about how they should be in your eyes, neither you nor they are perfect. And there's still another way of looking at it. For this, however, some humor is required:

What is sometimes expected of an upline with us is what is called “an Oedipal structure” in the technical jargon. That means a mother-father/child relationship with the upline instead of doing adult teamwork.

And since children always blame their parents for everything in their lives (even if they're already over 50... if my parents hadn't..., blah blah blah... then I wouldn't be in such a bad state now...), they will, of course, as a result of this parent-child projection blame us, i.e. the upline, for everything bad in their network business.

Such an “Oedipal structure” can be treated therapeutically, I'm sure – but definitely NOT by the upline! But as they say:

*If you have money problems – talk to your banker.*

*If you don't feel well – go to the doctor.  
And if you're Oedipally structured – off to your psychotherapist :-))))))*

My dears: Have fun and remember that you can't please everybody anyway. So relax. Just go! To conclude one more quote from Jim Rohn for success in network marketing:

NEVER COMPLAIN!

Yours, Dany

[www.danielaszasz.com](http://www.danielaszasz.com)