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with Daniela Clăudia Szász



Column by **Dany Szasz**

In review

2010



Yet another year is drawing to a close. 2010 will soon become a mere memory, where the present will dwell in the realm of times gone by.

At the beginning of a new year, a year can seem like a very long time, and then when it comes to an end, it's hard to believe it and we find ourselves asking where the time has gone.

Let us take a look back over the topics that have cropped up in my columns this year.

At the beginning of the year, we witnessed the death of Mr. Jim Rohn, one of the most prominent and well-known economic philosophers of our time. Even today, one year on, his lessons are every bit as practical as they were 10 years ago. His insight and knowledge still stand to this very day and this is likely to be the case in 100 years from now. "If things are to change, you need to change yourself first."

This sentence of his always manages to trigger something in me, by which, even though I have been familiar with this idea for 14 years, I continually realize that I perhaps could or ought to change one thing or another in my life. And I am always ready to take a look at myself: How can I change on a personal level? How can I gain a better grasp of the affairs in my life? In what areas of life have I simply not done this enough?

The areas in which I do this, I always notice that the power inside me grows. I am then not a victim of circumstances (even though this may often be the easier option), but am **PERSONALLY** responsible. I have the power to alter things. The times when I don't have any power are those when I believe others are responsible for certain things in my life and that I have nothing to do with them. I am then expectant on that which others might have to rectify or take care off with me. The longer I wait (expect) the more power that is taken away from me and I begin to feel powerless. This however

starts to change the moment I decide to assume full responsibility for myself. Have a go at it yourself; just don't take my word for it.

Since this is a review of the year, let's see what the next topic was. I received a letter from one of my readers that was anonymously analyzed in one of my columns. This letter also contained a passage that is as much valid today as it was back then: Upon taking action, there is no longer spades of time to ponder over things. Those who think a lot but only view everything as being terrible, don't have much time to take action and change things for their benefit. It is action alone that hurtles us forward - Action. Even if you can't see to the end of your path, just start to go down it and fill it with activities.

In March, I was asked to write about the basics of network marketing. It's a similar case here: Although what I wrote was a few months back and was based on my 14 years experience, I wouldn't really change anything I had written here. It was valid back then and it remains valid to this day. It would probably only loose its validity if network marketing were to undergo a massive change, causing us to redefine the recipes for success.

In April, in addition to the ash cloud, which resulted in the complete paralization of air traffic in Europe, various trends in network marketing were to be observed. All of these trends tend to dictate to us which start-up company is likely to become the nec plus ultra of the given season. That was only seven or eight months ago. The interesting thing here is that companies that were all the rage a few moths ago, are already old news and attention is now centered on other start-ups.

In my opinion, it is quite doubtful if constantly moving from here to there and then somewhere else every few months can actually result in long-term success. Or perhaps this is only something for those who cannot find inner peace as they are



very driven and simply don't realize it. They have no idea of even how to spell the word "peace" and in order to feel alive they constantly require new network adrenaline, which they can only get through continuous job-related re-orientation. They perhaps look to the outside world for that which they can't or don't want to find within. ;-)

In May, it was all about realizing how good things are going for us and how privileged we all are to live here and not in a Third World country, without any prospects. The question was, how can we make the most of this opportunity and whether we even recognize the opportunity at hand or not? This question may well come across as being quite esoteric.

Nevertheless, the fact remains that we are so much better off than so many other people who currently live in war zones and/or are dying of starvation. And what do we do? We fight amongst each other for more money or success? Or do we try to do something meaningful and train our awareness so as not to continue with the same behavioral pattern as hundreds of years ago? And develop as people?

June: The first half of the year was already up when we addressed the topic of our image to the outside world. The question was: What have we done so wrong that our image

to outsiders is more like that of a crook than that of a serious businessperson? The question is just as topical today. We still haven't succeeded in changing it. Despite OpusX coming to market with the best of intentions, it also didn't manage to change this reputation.

Maybe because it simply couldn't do it alone? Perhaps it is something that will take us all? Because every single one of us, without exception, has to assume responsibility for this and exhibit a different attitude in our everyday lives?

The column from July/August 2010 was one of my most commented columns. What to wear? ;-))) Jeans, a suit and tie or conventional "costumes"? We dealt with this topic in great detail and decided that you can go with the times and needn't necessarily squeeze yourself into clothes in which you feel completely uncomfortable and, moreover, aren't being genuine; as was the case 10 or 20 years ago. Having the courage to wear colors is also in, even with men, and everything in grey and black is by all means out! Nothing has changed since then in this regard either. ;-)

In August, we dealt with the perfect upline. I'm still on the look out for one to this day. ;-) You too? A few months on, we should be very clear about one thing; there is no such thing,



there never has been and there never will be! This was the discovery of the year and will remain valid in this business forever. Or is there an exception? Yes. If you act perfectly, your upline or downline will be perfect too ;-) This was definitely the column that received the most positive feedback this year. Thank you so much!

September. At the beginning of spring the question as to the responsibility one has the moment they become a role model was posed. What influence, which roles stars play in our lives. How should we deal with this?

In October, the following question was raised: Do closed meetings and workshops within a company make any sense or should we stick to general company events? If you should always work with all sideline and upline colleagues or whether you should concentrate on your own ideas for your team. If you have your own ideas, which duplicate well, then it always makes sense to “grab hold” of your team and go your own way. ;-)

November and the question was: Confrontation, yes or no?! This was also dealt with very intensively. When it is worthwhile, when is it not? I don't usually consider confrontation very worthwhile. However, even I have come to realize that it is necessary every now and then.

I therefore no longer shy away from confrontation and no longer try to resolve every issue in a peaceful manner, especially when the other side isn't the slightest bit interested in

finding an amicable resolution. I become fully committed to this. A while ago, a friend of mine had the following to say on this: “Maybe you simply don't have to jell with everybody and solve every problem”. But at the end of the day only one thing is of any importance: How you deal with confrontation and the conclusions you draw from it.

2010 has drawn to a close... It was a great, instructive and intensive year. I am now going to enjoy the last few days and prepare myself mentally, physically and spiritually for the New Year.

I would have given a forecast for the coming year, but I can't really offer one. All I know is that in the future I will continue to write about current issues, be it pleasant or unpleasant: About the lessons I personally learn from things and the various ways we can look at things. I can, however, reveal one thing: In January, we will be taking a closer look at “the Art of Communication”.

I hope you take the time to review the year yourself and take a look and see which lessons you have learned this year. The more thoroughly you wrap up the year, the more you can look forward to the next.

I wish you a happy and informative New Year!

Yours,
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