

COLUMN



go4 values®

with Daniela Claudia Szasz

WHY CONFIDENT MANNER AND RHETORIC ALONE CAN NEVER LEAD TO LONG-LASTING SUCCESS!

Today I'll take a somewhat closer look at a few things, which sound good and professional and which we hear again and again from all sides.

On the market for "Motivation, Seminars and Training Sessions" an incredibly large number of things are on offer. And with this incredible range of offers it's very difficult for the individual to decide what will lead to "success and fulfillment" in the long term and what won't.

For this reason I've decided to write about this and to ask you some questions today which I don't expect you to like – quite the contrary. These questions may, however, get you thinking a bit. After all, it isn't worthwhile to only tell you things you like to hear in order to avoid having it out with something a bit deeper, i.e. with yourself. And now let's get down to it.

Just consider: how often have you yourself heard something about rhetoric and body language? And have you already tried to learn that yourself?

Now just consider seriously: Why weren't you able to implement these points successfully and permanently?

Now consider further. How often have you heard something about success? WHY then haven't YOU yet had the lasting success you'd like to have?

How often have you already learned or heard how to communicate better or to treat others? Or how to create a win-win situation?

WHY then, with all the win-win situations you've had, haven't you become an ace yet land arrived right at the top at last?

How often do you invest money in something to show yourself better, to sell yourself better than you are? How often have you already heard or learned how to stand and walk so you create an impression of self-assurance?

How often have you fallen on your "face" again and again? How long-term were your successes?

Have you ever heard anything about "evil rhetoric"? That's something that some people like to teach. Do you know what it's all about?

It consists of implanted phrases, sentences and tactics in order to put them off their stride and confuse them – and to "recruit" them for yourself.

You could now also be a bit over the top and say that it's the art of being even more artificial than you are already.

With what I convey it's a question of authenticity – **GENUINE AUTHENTICITY**, mind you. It's a question of people once again having the courage to be authentic. During the last 19 years when



“ You can learn as much as you like about how to come across self-confident and relaxed, but if deep down you’re afraid, no success you achieve will be permanent. **”**

I've been self-employed I've had dealings with tens of thousands of people as a result of my jobs. In the course of this I've noticed the following: More than 80% of people are not themselves!

I don't like talking about the concept "conformist"! Here I have to say that, unfortunately, about 80% of people are precisely that – **CONFORMIST!** That's not something they have to learn – they're already so, in fact they have been since their childhood!

Too many people are unfortunately exactly what the Oxford Dictionary understands by conformist: conforming to accepted behavior or established practices, conventional – i.e. exactly what is expected of them by their family, their friends, society, their job etc.

PEOPLE CONSTANTLY CONFIRM! They aren't ONE-OFFS! But that's how YOU come into the world – as a ONE-OFF! What society makes of you or **what you let be made of you** is to be like EVERYBODY ELSE. So you're CONFORMIST!

Do you really want to hone **that** even more?

If you've already learned so much about success, manner and watchwords and you haven't yet arrived where you'd like to be, then have the courage to ask yourself:

Why am I not there? What's blocking me? Am I tired of spending money only to achieve nothing?

Perhaps it's your **unconscious values** or your deepest unconscious fears that make all **coaching and rhetoric training** (no matter how good they are) useless?! You can learn as much as you like about how to come across self-confident and relaxed, but if deep down you're afraid, no success you achieve will be permanent.

How long do you want to continue playing this game? Doesn't it bore you?

With "**working on yourself**" it's also like it is in sales. EVERYBODY wants to get to the top! Everybody wants the conveniences! Everybody wants to enjoy the luxury and the status that somebody else has already worked for. But when it comes to doing what's necessary, turn tail and run and have a thousand reasons why it isn't possible.

With "**working on yourself**" it's just the same. Everybody goes hooray when something is offered. However, when it's a question of showing the flag, being there, trusting yourself, admitting that things aren't going well at all, how to do things and **changing something**, then the most incredible reasons come why it isn't possible.

And that, my dears, distinguishes the theoreticians again and again from those who simply do it. Many people talk, but only very few do something. Which group do you belong to?

I can promise you one thing:

Everybody who's prepare to work on themselves and has no fear of the truth is OK by me. In addition, it's guaranteed that you'll make a giant step forward. But you have to be prepared for it – for a radical new start!

If you decide against making a new start, then you're entitled to do so. But then don't wonder again about the non-existence or inconsistency of the results you'd like to have in your life. The reason for this is up to you alone!

I stand for profound changes. What you use from this I leave up to you.

To experience a profound change it's not sufficient to attend a motivation seminar or to make a phone call. Admittedly, this is a good start, but the solution.

A profound change in your life, in the life of any individual, can only take place on an individual basis. With every individual it has to be seen what types of conditioning are present, which patterns are creating the blockage, what you'd like and what you're longing for most.

Then a look is taken to see where your own talents and abilities lie instead of running after what "you think" you can and want to do.

It's impossible to recognize all of this alone. Too much is stored in our subconscious and defends itself with all its might against coming to the surface. And this is precisely what I tackle with my clients in the 3½ days of intensive coaching. In my practice during recent years this intensity has shown itself to be the most efficient, the most successful and the most effective.

The biology professor, Dr. Bruce Lipton, said in an interview how strongly the first seven years of our lives shape us. They shape us in a much more intense way than you might ever have thought. With this Dr. Lipton emphasizes once again what has also been my experience, which I've just described.

By clicking on the following link you can access this interview:
<http://www.youtube.com/watch?v=BLX-hucuDMU>.

I wish you lot's of fun with the "recognition".

Let's now come back to the "chaka-chaka seminars." Does this mean that you should attend such seminars again?

No, it doesn't! I've tried everything imaginable myself, including



walking over hot coals with 3,000 other people. But these seminars were always just a complement to all the things I was doing anyway. These seminars were never my first priority.

I haven't written down all these things here in order to jump to the top of your hit parade. I'm well-aware that some of my readers might have a problem with what I've written and develop resistance against accepting my words even to some extent.

But if I hadn't shared these things with you, it would be as if I was only revealing to you half of what I really know.

What you now choose for yourself I leave up to you – as always.
 Daniela

P.S.: To register for my "Go 4 Values" seminars follow this link:
<http://danielaszasz.com/go-4-values-das-werte-erfolg-seminar/>

You're cordially invited.

