



A HAPPY NEW YEAR

Christmas time is THIS time during the year when most of us are taking some time-out to review the past 12 months: **in silent moments we reflect on what happened, what was good, in which area we have been successful and what was not so good, where we couldn't manage to fulfil our dreams – or targets.**

2007 has been a very successful year for me, both in regards to my private life as well as in connection to my business. Although my company first saw the light of day in January this year, it grew quicker than expected and my team could already prove what is written in our business philosophy (if you are interested in it you can find it on my homepage).

Many times I've been confronted with the question: "What is more important for you: private life or business?" and so far I have always replied: "There is no ranking foreseen in my thoughts, it's more important that those two sides of my life are in balance!" And they are...

It is always very wise to look back at what happened, because on one hand our own successes will promote our self-motivation and if we are on the other hand self critical enough we can also learn from our mistakes and failures. But it's in my opinion more important to look ahead, because we can't change the past anymore anyhow. So what we can do is draw the right conclusions for our future.

What does it mean to look ahead? According to my definition it means to be curious and ready to discover new things that you can influence and to have plans and goals, which motivate you for new experiences and adventures. Or as Benjamin Franklin once said: **"Look before or you'll find yourself behind."**

New Year's Eve is arriving and suddenly someone asks you: "What are your resolutions for the New Year?" and very often we are not really prepared for the proper answer. Then we come up with feedback like "...but next year I'll go in for more sports", "...from January 1st on I'll lose weight" or "...but next year I'll spend more time with my family than for business purposes".

I believe that most of those New Year's resolutions don't really have an honest and true background: **we promise so many times to change things, which we do not really want to change at all.** Why promise "...but next year I'll go in for more sports" if it already costs you a lot of self-conquest to put on your running shoes? Or why talk about changing vices, such as "...but next year I'll stop smoking" (from a non-smoker's perspective) if you know exactly that you have already tried it several times without success? But at least you demonstrate your good will to the questioner...

On the contrary, in most cases I miss New Year's resolutions that you as a person would love to do: for instance if you are playing guitar at home for yourself, why don't you define a goal like "I would like to play a guitar concert by the end of next year in front of all my friends" – and make one of your dreams come true.



I think that with this issue it's like with everything else that you plan to do on a very serious and professional level. I don't know whether this, what I'm suggesting to you, is the perfect method, but at least it helped me a lot in the past to implement my New Year's resolutions, in that way reaching my goals.

I developed something for myself – **I call it – “the pyramids of goals”**. What is it?

Please, imagine a pyramid! **This pyramid consists of different goals: the most important are on the top** and the less important a goal is according to my personal evaluation, the more you can find it on the lower and wider part of the pyramid. Each goal again contains at least a noun, a verb and a due date, so that it becomes more precise and assessable. Instead of “...but next year I'll go in for more sports” I would then define “3 times a week jogging for a minimum of 30 minutes – 31.12.2008”.

In the next step I created 3 pyramids. Number one contains all my private goals for 2008, the second one is exclusively related to my business goals for 2008 and the third one contains both private and business-related long-term goals.

Last but not least these 3 pyramids are created in Power Point – of course hidden in a secret and confidential place. Every pyramid covers one slide and whenever one target is reached, I'm going to mark it up, which always makes me very proud, as you can imagine...

Dear Readers, I hope that I was able to contribute a little bit to your success or to your personal development with my articles during this year. **If they could initiate a process of rethinking or start certain discussions, then I would see my mission for this year as being fulfilled.** Therefore I wish all of you a happy New Year and cross my fingers that all your New Year's resolutions come true.