

NEWSLETTER

"The Art of Living Abroad - Secrets for a Happy and Successful Life" For Courageous People on the Move

June issue (4)

"Hot Summertime Tips for Success Abroad"



Tips for Internationally Mobile People who wish to maximise their success, happiness and work/life balance while living abroad

WHAT TO EXPECT IN THIS NEWSLETTER

1. A WORD FROM JEANNE
2. FEATURE ARTICLE – HOT SUCCESS TIPS FOR YOUR CAREER ABROAD
3. YOUR 10 MINUTE ASSIGNMENT TOOLBOX EXERCISE
4. BOOK TIP AND WHAT TO EXPECT IN OUR AUGUST 2008 ISSUE
5. THE ART OF FINDING YOUR DREAM JOB ABROAD (SUPPLEMENT FOR ACCOMPANYING PARTNERS)
6. NEWS AT HEINZER CONSULTING
7. ABOUT JEANNE

Jeanne A. Heinzer, Editor www.heinzerconsulting.com mail to jheinzer@heinzerconsulting.com

This newsletter goes to subscribed readers only! **If you have not subscribed yet, please type "Newsletter please" in the subject line and e-mail me back.** The number of our newsletter subscribers grows daily which shows us the interest and relevance of this topic in today's globalised world. Please note that this is a bi-monthly issue. Our next issue will be published in August.

Please pass this newsletter on to anybody you know (colleagues at work, friends outside work who are preparing for a life on the move, etc.) who could benefit from it.

Thanks for keeping this issue unaltered.



1. A WORD FROM JEANNE

The Summertime Holiday Season is here. How can you optimize the time off from your daily routine and return to work feeling refreshed and ready to leap forward professionally? You could use this timeout to think about what a successful career really means to you? It is so refreshing and energising to take a step back every now and then and to think about what our success means to us.

According to Wikipedia, the free encyclopedia, it is a) the opposite of failure b) a level of social status and c) the achievement of an objective/goal.

For a lot of us a successful person is one who is successful in the sense of being rich, being famous or being successful in his job i.e. being promoted on a regular basis. But how do YOU define success for yourself? What makes you a successful person, both personally and professionally? Read our feature article below and **get some hot summertime tips** on how to live your most successful life abroad. In the "Assignment toolbox" you find another 10 minute exercise on how to define your personal and professional success. It is so easy, just do it!

As a **special gift in this issue** we enclose an article for Accompanying Partners **"The Art of Finding your Dream Job Abroad"** written by Tatjana van den Kamp, who works as a Career Coach and is an Accompanying Partner living in the Netherlands.

This newsletter is both for you the International Manager, i.e. the one who is being sent abroad, as well as for your Accompanying Partner (male or female). We all need additional support, information and care when we move to a new location. We also face an increased responsibility for our lives and those of the people around us.

Enjoy your vacation with your friends and families and gain new energy!

Warm regards,

Jeanne
Founder and President

2. FEATURE ARTICLE – How holidays can boost your success

"Laughter is an instant vacation." (Milton Berle)

"I do not know the key to success, but the key to failure is trying to please everybody." (Bill Cosby)

"For a while we wondered whether to get a vacation or get a divorce. We decided that a trip to Bermuda is over in two weeks, but a divorce is something you always have." (Woody Allen)

"There is only one success – to be able to spend your life in your own way".

How can a vacation be a boost for your career? By doing the right things and by simply relaxing and sitting back. In Europe we believe that a manager who does not have time off of at least two weeks in a row (and who usually takes at least 4 to 5 weeks vacation per year) can not be effective and deliver high performance during the rest of the year. There are companies in Europe who require their employees to take at least two weeks in a row. Have you ever done this or even had three weeks in a row? Our family decided to go on a four week vacation in July to escape the heat in New Jersey and to really relax, think about what we want to achieve in the second half of the year and to come back with tons of energy and new ideas and renewed focus. **How else can you make the most out of your summer break?**

Jeanne's 5 tips for a highly productive and super relaxing holiday break:

- ✓ **TAKE STEPS TO AVOID A WORKING HOLIDAY**
 - Make it a habit to not be available the whole day and avoid checking your e-mails daily, use an auto-response saying that you will only be checking your e-mails twice a week and will respond to non-urgent matters upon your return
 - Set expectations for your clients and business contacts for your accessibility, how and when do you prefer to be contacted?
- ✓ **DO WHAT RELAXES YOU**
 - What is it that relaxes you: reading a good book, going for a walk, getting on a bike, playing some tennis or golf or doing yoga or meditation? Everything is allowed, the only Important thing is that YOU feel relaxed. It can be a 10 minute thing, it can take two hours or more.
 - If you travel with other people communicate your wishes for your personal timeout to them. They may also like their own time off. Be considerate and do not compromise on making time for yourself. If not during your vacation when else can you do it?
- ✓ **DREAM BIG**
 - Dare to think BIG about your job or business and yourself.
 - Keep your eyes open to trends and observations in foreign countries. Is there anything you can take back home and implement in your life/job? A feeling, an experience, an encounter or discussion you had with somebody? All your senses are awake when you are relaxed, so.....
- ✓ **THINK AND ACT OUTSIDE YOUR BOX**
 - Set and achieve a goal in a different area of your life, e.g. climb a mountain or paraglide off one. Take a diving course, establish a fitness or healthy eating plan
 - Your confidence will soar and the momentum will carry over to your business success.

AND: WHAT SPF DO YOU USE? (SUCCESS PREVENTION FACTOR)

What stops you from making plans for your career and life? – Procrastination!

Write down one small action you have been putting off and answer the following questions. Really put some thought into the answers:

1. What am I missing out on by not doing this?
2. What will I gain most by doing this?
3. Why is it important to me to get this done?
4. What can be the first small steps towards getting this done and ticking it off?

3. YOUR ASSIGNMENT TOOLBOX

TOOL 4 "My Personal Success Story – what does success mean to me during my assignment?" - 10 minute exercise

Please take a big sheet of paper and ask yourself (sit down and write the answers down that come to mind):

- ✓ What has to happen within the nextyears of my/our assignment to allow me to say that these years have been really successful?
 - On a personal level? (e.g. make new local and international friends, learn a new language)
 - And professionally? (e.g. develop your network within the company, be seen as a valuable asset to the company, be promoted within two years of your assignment)

- ✓ Make it your habit to check your list regularly (twice a year). You may realise that a success factor that you thought was important does not really matter to you and may be replaced by another one.

4. HOT SUMMER BOOK TIP//WHAT TO EXPECT IN OUR "JULY/AUGUST 2008 ISSUE"

Paul Evans and Fernando Bartolome "Must success cost so much?" (available used via Amazon) This book was published in 1980. I saw a talk given by Fernando Bartolome in front of INSEAD couples about 14 years ago in London and the simple but powerful messages have stayed in my mind ever since. First you need to be happy as an individual, then as a couple and then as a family. This is all the more valid for those who live abroad. We need to get our priorities right and can easily get lost in translation. This major work, the product of years of interviews and survey analyses in many countries, addresses the question of how corporate success in fact impinges on the manager's family life. Evans and Bartolome examine the career and life paths of those executives who succeed – as well as those who fail – as professionals, husbands and fathers. A book that is even more relevant nowadays. I keep my fingers crossed that you get hold of a copy.

Timothy Ferriss – The 4-Hour Workweek, Escape 9-5, live anywhere and join the new rich

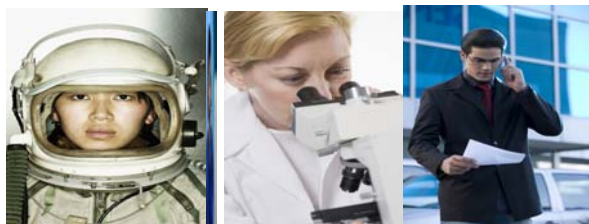
For those of you who are thinking of a dramatic change in their lives, this may be the book for you. Tim Ferriss has raced motorcycles in Europe, skied in the Andes, scuba dived in Panama and danced tango in Buenos Aires. He has spent more than five years learning the secrets of the New Rich. Whether you are an overworked employee or an entrepreneur trapped in your own business, this book is the compass for a new life. Makes a good holiday read – dream your new life during your vacation!

FEATURE ARTICLE IN OUR AUGUST ISSUE:
"Finding the right school abroad"

5. FOR ACCOMPANYING PARTNERS: "THE ART OF FINDING YOUR DREAM JOB ABROAD"

by Tatjana van de Kamp, www.interculturalmatters.com
(Tatjana is a Coach/Intercultural Trainer and currently lives in the The Netherlands).

"Think not so much of what you have not as of what you have." (Marc Aurel)



Finding a job can be demanding. Finding a job you love in a country with a different language, customs and values is even more demanding.

"But what if I really want to work?"

If you really want to work, don't let your intentions and goals be clouded by unrealistic expectations. Success comes from strong will, passion and perseverance. This is not to say that finding a job abroad is easy, but it may not be as difficult as we sometimes think. **Change your perspective and ask yourself:**

- ✓ What if a new country opens completely new options for you?

- ✓ What if your native language turns out to be a huge asset, which differentiates you from all the other candidates?
- ✓ What if entry barriers to certain jobs are lower than in your home country?
- ✓ What if you see a chance of doing something completely different, that you would have classified as crazy back home?
- ✓ What if you experience finding a job abroad as being an “art” and really playful rather than a big problem? You will learn so much about the new culture in the job search process alone.

“But how do I do this?”

Let us do a bit of career counselling: *“Your job options lie where your talents cross the needs of the markets that are accessible to you”* (adapted from Aristotle). So two tasks lie ahead:

1. Get to know yourself

- ✓ Start dreaming: what are your wildest dreams? Who did you want to be when you were a child? Who are your most admired heroes and heroines? What inspirations did you have that you have given up upon? What would you most like to contribute? If you could change the world, how would it be different?
- ✓ Think about your future boss/colleagues: Who would you most like to work for? With whom would you most like to work? How big would your ideal team or company be? What kind of people would you most like to help?
- ✓ What activities come so naturally to you that you forget about time and effort?
- ✓ What do you most love to do? What do you most enjoy thinking about? What do you most love to see, or hear? To what extent can you decide what you enjoy? What keeps you from doing what you enjoy? What could you do to overcome these barriers?
- ✓ Your job should support your life not the other way round. What is the framework into which your future job has to fit, in terms of geography, time, flexibility, etc?

2. Get to know your potential target markets

- ✓ Your target market consists of potential target groups of employers, contractees or clients you would enjoy working for in a potentially attractive field of activity. Jot them down starting with your local and regional community and personal contacts.
- ✓ Make sure you use the Internet as well: there are businesses looking for freelancers to do writing, editing, consulting and many other jobs. A lot of companies have a jobs section on their websites. You can also join virtual networks like “linked-in” or “xing” in order to find information, potential employers or potential clients. You can do business via the internet or telephone for many clients.
- ✓ How much are you prepared to travel?
- ✓ To which markets or market niches could you contribute value? What would you need to do or have in order to contribute value?
- ✓ Which of those markets resonate with you?
- ✓ Find out as much as you can about your potential markets: researching the internet, networking (in person and electronically) and asking people (friends, career counsellors and job agencies), launch a trial application or proposal, etc.

“What if I am not sure ...?”

Move and try it out. Volunteering, freelancing, temporary work are good ways to try something new, before you commit to a contract or expensive studies. You will only know the job once you have done it, so rigorously challenge all your excuses!

Which are the key success factors?

I don't have a success formula for you. But I can list two things which will facilitate your job search:

1. Be clear about your goals for your assignment e.g. "I want to find a job" and work through the analysis described above. Don't wait – if you wait too long, your assignment will be finished before you have started any job.

2. Set yourself a deadline for taking action i.e. either applying for jobs, starting to try new things, registering your business. Start small and make gradual but firm steps - and enjoy your small successes.

Remember, you are seeing this as an art, not a problem. Problems seem serious, linear, menacing - art has something playful, circular, creative. You are not looking for "the right" job, but rather for a job you can tremendously enjoy, and there is more than one kind of work out there that you can enjoy. And: **Believe in yourself!**

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You may quote and re-print this article by referencing the author.

6. WHAT'S NEW AT HEINZER CONSULTING

Heinzer Consulting has moved into their new offices in Montclair, close to New York City. Thanks to our access to great technology (Skype, low telephone costs, etc.) we can easily continue to serve our customers (individuals, companies) worldwide through a network of dedicated Coaches and Trainers.

Heinzer Consulting offers Personal Coaching as well as Intercultural Training with Coaching throughout the whole length of the assignment. Research has shown that three months after an Intercultural Training, participants only retain a training impact of 24%, while training plus coaching retains an impact of 87%.

If you would like a **partner who can help you achieve more personal happiness and professional success and a great work/life balance while living your life on the move** please contact Jeanne at jheinzer@heinzerconsulting.com for an informal and FREE discussion of your current challenges. Jeanne can coach you herself or can put you in touch with the right coach no matter where you live.

JEANNE'S BACKGROUND

Jeanne A. Heinzer, the owner of Heinzer Consulting, is a trained Coach and Expat Expert who supports internationally mobile people to live their most exciting and successful life abroad.

Jeanne and her team of coaches worldwide offer the following for courageous people on the move:

- O Reinvention Coaching for anybody who opens a new chapter in his/her life
- O Pre-Assignment Coaching for Individuals/Couples "Is this assignment really for me/us?"
- O Mobility Coaching for "First Timers", i.e. for people preparing for their first assignment abroad
- O Mobility Coaching for "Multiple Country Changers"
- O Life Coaching for Accompanying Partners
- O Relationship Coaching for Couples
- O Repatriation Coaching for Managers returning home

Please contact Jeanne for an informal and FREE half an hour discussion of your current challenges and dreams and to see how she can support you to live your best life ever.

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Please send us a quick e-mail if you do not wish to receive any further information from us.

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