

# You're The One Newsletter

BEING 'SWITZERLAND'

Issue 8 Vol 11: November 2013

## In This Issue

What's New With Karen

Mojo Tip

Life Coach Tool

Be Inspired Interview

## Karen Recommends



COMING SOON TO THIS SPACE!

2013 - Mojo Classes  
2013 - Best Year Workshops  
2013 - Webinars  
2013 - New Products  
2013 - 1 on 1 Life Coaching  
And more....

## Quick Links...

[Our Website](#)

[Products](#)

[Services](#)

[More About Us](#)

[Join Our Mailing List!](#)

## What's New With Karen

Welcome to November 2013! In October, I cried when Ben was evicted from the Big Brother House. It seems the whole of Australia too was shocked as Ben was the outright favourite due to his thoughtful, kind and diplomatic personality. I reflected on the reasons why Ben was such a popular housemate & summarised it was due to his non-political nature (or as he calls his mindset "Switzerland.") I guess if I was in the house I'd like to be "Switzerland" too. People who live in the Swiss-Zone don't like to get into arguments, conflicts, and go out of their way to avoid gossip, and instead co-operate with others. Maybe they are seen as "do gooders" but I believe they are ultimately the true leaders. I mean who ever heard of a diplomat that didn't perfect the fine art of being able to not step on others' toes, no matter how challenging this may be. So this month, I've devoted my newsletter to the art of staying out of politics and to retaining the art of neutrality! I believe some of these hints may assist you to navigate the waters of dealing in particular with group dynamics, and how to come out, feeling good about yourself and the group also. Here's to Switzerland! Love Karen X

## Mojo Tip: The Art of Neutrality - Ben & Switzerland

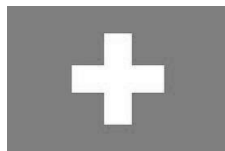


Ben ('Switzerland') from Big Brother Australia 2013

The 11th step on your Mojo muse mindset for 2013 is to master the art of switching to neutral. People with Mojo possess the tact, diplomacy and capability to interact with other people without conflict. The person with the Mojo mindset is able to operate from a "neutral" zone - and has the ability to read other people's feelings and thoughts and to weigh up all sides of a debate. They are able to convey messages that do not attack others personally - but speak to the issue/s at hand. This makes them very popular and very rare. They are devoted usually to helping all, doing good, without bias, and for establishing order. They are even handed and have immense trust in themselves (often more than in the group or in other individuals). These mojo-esque role models have the following traits: self reliant, helpful, courteous, kind, respectful, sensitive, friendly, loving, merciful, gracious, humane, altruistic, giving, respectful and protective of life. When they give their word they

honor it. Living from these principles are vitally important to their own moral code. When we think of an example of neutrality, one can refer to the famously neutral territory of Switzerland. Being bordered by Germany, France, Italy, Austria and Lichenstein allows it to perfect the art of remaining neutral and diplomatic to all. Furthermore, if we look to a wonderful role model who demonstrates the art of operating from neutral, Ben from Big Brother is a leading example. During times of conflict, and group alignments in the Big Brother House, I noted that Ben was the least willing to engage in gossip about another person to a fellow housemate. Instead, he used his neutrality to give an unbiased, fair and objective opinion and refrained from reacting with personal, stinging attacks on others. I witnessed many times also how if he was provoked, how he was able to stay neutral in his tonality and not take it personally and react - but rather to suggest to the other person if it was not appreciated. I think switching to a neutral and non reactive state could really enhance all our lives. If we can learn to be mindful to "switch to neutral" in our use of our energy - especially in times of high stress - we will be well on our way to truly being fabulous role models to others. So, let's take a leaf out of the book of "Ben" and "Switzerland" and learn to be friendly, unbiased and equal to all others. Remember, we are picking up "vibes" from others even in silence and this kind of "neutral" energy can help others feel safe, more trusting, and create fantastic shifts in improving relationships whether these be in our relationships with loved ones, workplaces, communities, organizations, and every countries. Be a Diplomat, try switching to neutral, smile and create harmony wherever you are! People will love you!!

### **Life Coach Tool: The Benefits of Neutrality**



*The Swiss Flag (sign of neutrality) \*note flag is red & white  
Shifting to neutral is a wonderful way to start learning how to be more diplomatic and can have wonderful consequences in our lives. The research below shows the consequences of not being neutral, and the advantages of being neutral in our lives:*

#### *the consequences of "not being neutral" are:*

- *Let hurt, strong emotions and fears control our behaviour*
- *React to people and events*
- *Feel agitated, upset, worried, anxious and depressed*
- *Start blaming others and ourselves*
- *Become exhausted from using our energy on reacting*
- *Create drama and then have to sustain it*
- *Increase support and momentum for our symptoms*

#### *the benefits of being "neutral" are:*

- *Able to stay objective*
- *Able to understand other people and the situation*

- *Able to be more open minded and balanced*
- *Able to be unbiased and impartial*
- *Able to be non-reactive to what any person/group/organization thinks/says/does or does not think/say/do*
- *Able to be more self empowered and wise*
- *Able to teach oneself to find a wonderful space to experience life's challenges*

***Watch how your life starts to transform as you learn the art of "switching to neutral." You will steer clear of dramas, conflicts, and disharmony. Instead, you will be sought after as a wise, kind, thoughtful, fair, and trustworthy statesperson! Just like Switzerland!***

### **Be Inspired Article: 10 Questions with Keith Masotto!**



#### **Who is the real Keith?**

I grew up in WA, lived in Geraldton, and worked in my uncle's hotels and real estate offices and came to QLD to end up running the Airlie Beach Hotel at 26 years of age. Met the love of my life and went into business with her buying the Airlie Pizza Parlor in 1981. In 1982 moved back to Geraldton and got married and then in 1983 moved to Cairns. I got into Real Estate and in 1986 I became a licensed Auctioneer. In 1987 I became Manager of a prominent Real Estate office and tripled the staff and turnover accordingly and we were the top Franchise in Australia (a pretty proud moment). Then I bought a lease on a motel business. Later I started my own real estate business and in 2006 I sold out. I now do the odd auction when required and I work in Real Estate with Remax Cairns.

#### **Which five words best describe you?**

Honest. Genuine. Sincere. Loyal. Dependable.

#### **What was your first job and what path have you taken since then?**

My first job is a debatable question, when I was 6 years old I was given two dozen chickens and it was my job to raise them and I sold the eggs to my mother and neighbours for two shillings (or 20cents) a dozen. I was given so many jobs by my Father like picking up all the horse manure from our 3 horses (one was my pony) and helping him down the stables to care for his racehorses; and helping him ride them, in training them and helping out on race day. This was great training for my life in learning how to accept defeat when they lost and how to enjoy the euphoria when they won also (more importantly when to put my pocket money on them).

**What's your proudest achievement?**

Being a single dad and raising my son from age 9 and daughter age 4 (they are now 31 and 26 and independent - almost!) They have good values and are good kids. Opening my own Real Estate office in 2000 was a proud moment. Paying off my own home in 1998 after buying it 4 years earlier was something else I will always remember too.

**What's been your best decision?**

To get out of the Motel 15 years ago because the hours and stress was taking its toll and I bought a half finished timber resort style tree house and finished it and paid it off. So to answer that in a short sentence would be to reward myself.

**Who inspires you?**

My mentors were my neighbours and parents of my friends and my parents and relatives - all good people. In the business world I am inspired by: Bart Cummings (never give up), Racehorse Trainer of 12 Melbourne Cups; Tommy Smith(dec) Racehorse Trainer who won 31 Sydney Training Premierships (successful and nothing could stop him); Gai Watherhouse, daughter of Tommy Smith and a champion Trainer in her own right (A woman who overcame all obstacles to be successful); Zigmund Bordacs, (a previous employer of mine who was a great boss and good friend); Angella Capitanio, a super Salesperson in the Ray White organization who is still selling and running a business at age 74 and has broken all sorts of sales records over the years, and Warren Buffett, the world's richest man and successful investor.

**What are you passionate about?**

I love horses, the graceful way they move, their courage and will to win, their stamina and endurance, their trust in you, allowing you to groom, ride and swim with them - it's such a buzz to ride a really good thoroughbred at full gallop. Also passionate about houses and real estate and how owning your own home enhances your life and adds to your security and so many other lifestyle benefits. Also, marketing property and achieving wow value results where the owner gets a great price and the buyer is also delighted with the ownership of their new home - it's what I strive for in business - a win win deal.

**What's the best lesson you've learnt?**

"Timing Is Everything." "Treat others as you would like to be treated yourself." "Decide in Haste and Repent at Leisure."

**Which person, living or dead, would you most like to meet?**

Jesus Christ.

**What dream do you still want to fulfil?**

I would like to find a compatible partner and settle down and enjoy my days being waited on (but now that is a dream)!! I have traveled to USA and Europe and would like to travel more and work less.

**What are you reading?**

'Peter Pan' by Jessica Owers, a great book about the fantastic racehorse who won 2 Melbourne Cups and a heap of other races and 'The Snowball,' a book about Warren Buffett, his life to date and his incredible investment achievements.

**Daily Hint: Make a "Neutral switch" in An Area Of Your Life:**

Thank you! Your Daily Hint this month is find an area of your life where you seem to be fixated on complaining about. Now make a decision, that you are going to "let it go" and "not react." Watch how the art of making a decision to "switch to neutral" frees you up and gives you so much more positive energy to focus on all wonderful things in your life. Be a Swiss Master!!

*I am so looking forward to more of your feedback, suggestions, or what you would like to see in this newsletter! I'm so happy to introduce you to my good friend Keith. Keith can teach us all how to be objective when faced with life's challenges. His fair, even and wise view has helped many people over the years who go to him for his sound advice. Be inspired by Keith as I am. Love Karen x*

***"Tact is the knack of making a point without making an enemy."***

***Isaac Newton***

***"I observe and remain silent."***

***Elizabeth I Tudor***

***"Blessed are the peacemakers, for they shall take flack from both sides."***

***Unofficial UN Motto***

Sincerely,

***karen vella***

***yto owner & founder; performance consultant & life coach (cert iv)***

***yto nlp practitioner (nlp, Time@Line Therapy, Hypnosis, Coaching***

***M:0419570011 | B 03-93183711 |***

***E:karen@youretheone.com.au | W:www.youretheone.com.au***

**AFFIRMATION  
JUST FOR YOU  
(to switch to  
neutral)**

"This is Happening and It is OK." This Affirmation is for you to say on a daily basis over the coming month, and to pass on to family and friends who wish to learn to switch to neutral in certain situations that will produce a win/win for all. (& remember to mention yto!). [karen@youretheone.com.au](mailto:karen@youretheone.com.au)

**Offer Expires: 30th November 2013**

Copyright © You're The One

Disclaimer: The ideas, thoughts, concepts and models (Information) that have been detailed above are those of the person sending you this communication and do not take into consideration your business finances, risk profile, legal and specific needs for your business. You should always seek sound financial and legal advice if you are unsure whether to act upon the Information provided. You agree to assume the entire risk as to your use of this Information. You agree to hold You're The One, its directors, shareholders, employees, agents, representatives and affiliates harmless in any claim or event.

**IMPORTANT NOTE:** You have received this email because you have subscribed to a past newsletter, readers resources or other communication. If you no longer wish to receive this message, please unsubscribe or change your preferences. (see the links at the bottom of the page). Please don't use the junk mail filter on your mail service as it prevents other subscribers on your USP from receiving their messages - thankyou!