



## **THE 10 „ROSENHEIM COMMANDMENTS“**

**by Prof. Dr. Egon Heil**

- 1<sup>st</sup> Bear always and every day again in mind: The first priority is: TO ENJOY LIFE !
- 2<sup>nd</sup> S M I L E and bear in mind the old Chinese Saying:  
„Who cannot smile, should not open a business.“  
Therefore, start a new day by smiling and end it up by thanking.
- 3<sup>rd</sup> It is never too late to start again, or to begin something new,  
bearing in mind the old Chinese Saying:  
„A journey of a thousand miles is starting with the first step.“  
- hopefully in the right direction.
- 4<sup>th</sup> Have a vision, but don't dream in establishing a c h i e v a b l e objectives,  
and bear in mind that there is and always can only be o n e priority.
- 5<sup>th</sup> Be consistent, because: Who gives up will loose,  
and, therefore: Try, try, try it again !
- 6<sup>th</sup> Only the p e r s o n a l presence is changing the situation.  
No contacts means no contracts, but: New personal contacts will lead to new contracts.  
Therefore, bear in mind the old Chinese Saying:  
„Success in life and business depends on the number of joint meals.“
- 7<sup>th</sup> Be focused on your key competence, and bear in mind:  
DO HOW is more important than KNOW HOW !
- 8<sup>th</sup> Whenever you plan anything dependent on something or somebody else  
make sure that there is an alternative, if the answer is NO, and in doing so  
you keep in your own hand „The Law of taking independent Action“.
- 9<sup>th</sup> In decision making bear in mind „The Law of Proximity“:  
„A close neighbour is more important than a far relative.“,  
and the most important rule: If there is any doubt, say NO !
- 10<sup>th</sup> Last, but not least: „Be and always remain „MASTER of your TIME“  
in what you are doing just for having fun !



**There are, of course, 8 opportunities for investing your most precious asset,  
Your TIME:**

- 1<sup>st</sup> Take Your TIME to WORK; that is the price for SUCCESS.
- 2<sup>nd</sup> Take Your TIME to THINK; that is the source of POWER.
- 3<sup>rd</sup> Take Your TIME to PLAY; that is the secret of eternal YOUTH.
- 4<sup>th</sup> Take Your TIME to READ; that is the fountain of WISDOM.
- 5<sup>th</sup> Take Your TIME for FRIENDLINESS; that will lead you to HAPPINESS.
- 6<sup>th</sup> Take Your TIME to LOVE and to BELOVED, that is the privilege of the GODS.
- 7<sup>th</sup> Take Your TIME to SHARE; as life is too short to be an egotist.
- 8<sup>th</sup> Take Your TIME to LAUGH; as laughing is the music of the SOUL.

This above all: To Thine Own Self Be True,  
And it must follow as the night the day: Thou Canst Not Then Be False To Any Man.