

IN THIS ISSUE

- Editorial
- New Members Future Events

EVENTS P.2

Members' News

HEALTH P.3

 How Sodium becomes Salt SCIENCE/TECHNOLOGY P.4

A Smart Grid

TRAVEL AND LEISURE P.5 Beach and Holiday Photography

BUSINESS / FINANCE P.6

• Bring your fear to the table

```
SPORTS P.10
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 MTB: A Quick and Really **Dirty Guide to Mountain Bikes**

• From the LANES...

Freak Weather

SELECTIONS F HUMOUR P.14

Various

- PUZZLES P.16
- Sudoku
- TIDBITS P.16
- Member's Marketplace
- IMCZ Rates
- Corporate Space

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Super

Our beautiful night companion had taken on many adjectives: new moon, full moon, waxing moon, waning moon etc. However the latest was, 'Super Moon'. For the uninitiated, a Super Moon is a full moon when the moon is at its closest to Earth on its elliptical path around it. It is 14% larger and 30% brighter than the normal full moon. Those of you who had bothered to get up at night looking for a hole between the clouds to see the moon on the night of Sunday to Monday, June 23rd, would have seen one. I took the trouble and was amply rewarded. It was a truly beautiful sight, not to be repeated for the next 14 months. Next super moon shall be on August 14th, 2014.



Having learned all about the different moons, what is then a 'Blue Moon'? What does the phrase, "Once in a blue moon" mean and why? A blue moon is a second full moon in one calendar month. The lunar month is 29.5 days long and the calendar month can have 31 days, so it is possible to have two full moons in one calendar month. The second full moons in such months are called "Blue moons", they occur once every second or third year. The next blue moon shall take place on July 2015, full moon on July 2nd and blue moon on July 31st to be followed on January 2nd, 2018 full moon and January 31st blue moon.

Muthana Kubba, Newsletter Editor, newsletter@imcz.com

- WEDNESDAY JULY 17, Bowling at the White Line Bowling Centre
- WEDNESDAY AUGUST 21, Bowling at the White Line Bowling Centre
- SUNDAY AUGUST 25, IMCZ Summer Barbecue, Siehbacksaal in Zug, same place by the lake as last year.
- WEDNESDAY SEPTEMBER 11, Joint Stammtisch with the ZIWC, Park Hotel Lobby 18:00 to 20:30.
- WEDNESDAY SEPTEMBER 18, Bowling at the White Line Bowling Centre
- THURSDAY OCTOBER 3, "Prepare for the Upcoming Ski Season", presentor to be advised
- WEDNESDAY OCTOBER 16, Bowling at the White Line Bowling Centre
- THURSDAY NOVEMBER 07, New Members Reception with food & drinks, Place to be advised.
- WEDNESDAY NOVEMBER 20, Bowling at the White Line Bowling Centre
- THURSDAY NOVEMBER 28, Joint Stammtisch with the ZIWC, Park Hotel Lobby 18:00 to 20:30.
- THURSDAY DECEMBER 5, David Kauders, title shall be given in due course.
- WEDNESDAY DECEMBER 11. Bowling at the White Line Bowling Centre

Introducing...new members

THE IMCZ WELCOMES:

Roberto del Greco

Roberto is a Swedish/Italian citizen and has been living in Switzerland since 2006. He lived for six years in Winterthur and has moved to Zug (Steinhausen) one year ago. He is married and



has one daughter. His speciality is risk management along with compliance and prevention of money laundering. He holds a masters degree in risk management from the University of Lucerne and has accumulated 20 years experience in this field. He has held a number of management positions in various international companies throughout Europe. His last position was with LeasePlan (Switzerland) AG as Head of Risk Management and Compliance. At present he is working as an independent advisor within his fields of expertise. In his spare time, Roberto enjoys Nordic walking, mountain biking, hiking and cross-country skiing in winter. Travelling with his family is another passion of his.

Rodolfo Zambelli

Rodolfo has Italian-Spanish roots and grew up on Lake Constance. After his university education, he has worked in the USA, Spain, Germany, Italy and



Switzerland. In June 2012 he moved with his family to Unterägeri and completed the repositioning of a well-known international ITC company. Today he is building with three other specialists an innovative start-up that focuses on health care services.

EVENT NEWS INCZNEWS

Zug Newbie or Zug Veteran? | ZIWC Annual

However long you have lived and worked here in Zug, there is probably much still unfamiliar to you. By familiarising yourself with your local rights and obligations, you can more easily understand Swiss culture and learn German.



When you can find your way around your new environment, know the laws and understand the Swiss, you feel more at home. There are already so many people who initially intended to stay for a short time in Switzerland and have remained life-long in Zug.

FMZ (Fachstelle Migration Zug) has worked under the contract of Canton Zug and its municipalities since 1964 to support those new to the Canton. It offers confidential advice and support on all aspects of life in Zug in 12 languages.

FMZ supports the process of orientation and settling-in by providing the information you need in a language you understand. FMZ can answer your questions and recommend the appropriate German or orientation course to help you get the most out of life in Zug.

For quick and free advice without prior appointment visit our Welcome Desk: 11:00-12:00 / 13:30-16:00 (Monday - Thursday).

For a personal 30 minute consultation call us on 041 728 22 76 or contact welcome.desk@fmzug.ch

UPCOMING EVENTS:

"In Zug zu Hause" Learning to live in and love Zug - 10 week course Are you interested in finding more information about the social, financial and legal aspects of life here and improve your social network. The course includes guest speakers from the local authorities on subjects such as tax, health, law, tenancy and education.

Begins Tuesday 17th September 2013, 09:00-11:00 CHF 180.-

"In Zug zu Hause- light" 5 week evening course

The "light" course discusses work, leisure, education, health and tenancy. Begins Wednesday 28th August 2013, 18:00-19:30 CHF 120.-

"Grüezi Switzerland" - a crashcourse in Swissness.

During 1½ hours you are guided concisely through the most important cultural differences between Switzerland and your home country and the "unwritten rules" which exist.

You will also receive practical tips and information on daily and professional life here. Wednesday 28th August 2013 18:00-19:30 Free event.

For more information: cathy.newman@fmzug.ch 041 728 22 76



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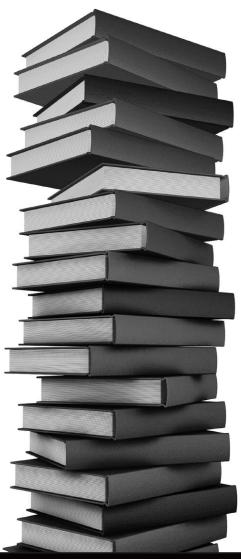
ZIWC Annual Book Sale

The traditional annual book sale of the ZIWC shall take place this year at the **"Guthirt", Guthirtstr. 1, 6300 Zug** on Wednesday October 2, 2013 from 16:00 to 19:00 hours

Come along and enjoy a snack and a drink and browse through thousands of books being given away at CHF 2,00 each.

If your shelves are full and you have no room for new books, empty them and give all the books you have already read to the ZIWC.

Contact Rikke de Romijn at 079 754 20 29 or rikke.de.romijn@datazug.ch





How Sodium becomes Salt

Contributed by IMCZ member Remo P. Jutzeler van Wijlen, Head R&D Sponser Sports Food Ing. Appl Food Sciences, MAS Nutrition & Health ETHZ

I chose a rather short and easy to read topic or my summer column It may make you smile or shake your head, over another example of the increasing bureaucracy amongst regulatory and health authorities. Today, the declaration of energy, protein, carbohydrates, thereof sugars (mono- and disaccharides), fat, thereof saturated fatty acids, fibres, and sodium is the standard labelling on most food and beverages. By the end of 2014 it will become mandatory to shift from the existing nutrient declarations on food to a new system. The most controversial change - but definitely coming into force - is the declaration of "salt" instead of sodium. At first sight this seems unimportant since the average consumer probably is hardly aware of the relation between sodium and salt, but well aware of the omnipresent health campaigns warning against high "salt" consumption. So, what? Well, the joke behind this is, that even foods like plain rice or plain whole wheat flour will have to carry the declaration of salt, calculated from the contained sodium multiplied with factor 2.5. For the former this will translate into approx. 0.01-0.02 g "salt" per 100 g, for the latter into approx. 0.05 g per 100 g. These are very low values, of course, but the point is that



"...there is a vast metabolic difference between ingesting food based sodium and sodium chloride added to processed foods."

on the product the declaration of "salt" will give the impression of that it is really contained or added, neither of which is the case. Apart from intake of salt, i.e. sodium chloride, a whole different story from consumption of sodium in other forms, such as sodium citrate, sodium bicarbonate, and others. The disadvantageous effects of high salt

intake are based on sodium chloride, i.e. the use of table salt and its uncritical use in processed foods. However, even this is controversial in the scientific community. I have already pointed out the fact of the deciding influence of salt-sensitivity, age, obesity, and existing high blood pressure in a previous column. For all others, negative effects on health due to high salt consumption are not found, if they even exist at all. Furthermore, at the present low-dose recommendations of salt intake by health organisation an increased incidence of total mortality has been found (NHANES II follow up, Cohen et al, Am J Med, 2006). Last but not least, there is even an intervention study showing a reduction of blood pressure (in mildly hypertonic subjects) after the supplementation of sodium bicarbonate - in

contrast to the intake of sodium chloride! (*Luft, J Hypertens, 1990*)

Obviously it is quite important how the sodium comes and health concerns are limited to the (over)use of sodium chloride – and only in the already mentioned risk groups. However, the newly introduced compulsory declaration of "salt" instead of sodium on food has a bitter taste of paternalism combined with a strained "yes, we care" mentality on the part of our health authorities. It would be different to demand salt declaration, if sodium chloride is contained in a product, I agree. At least it will still be possible to mention



the declared "salt" content is not derived from sodium chloride. But it is not clear whether it will be allowed to declare a) the sodium content, b) the origin of the sodium content (e.g. sodium bicarbonate in cake blend powders), and c) to differentiate between natural sodium and added sodium chloride.

The devil is in the details; but that is not something politicians – obviously ont even public health politicians care about. But it is a clear sign to the people on the streets that they are not judged well-read and informed enough to care about themselves.



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SCIENCE/TECHNOLOGY

A Smart Grid

The island of Bornholm is a small island of around 600 km², which lies east of Denmark and south of Sweden in the Baltic Sea. It belongs to Denmark but is much closer to Sweden. Around 41'000 people live on it.

Contributed by IMCZ Honorary member and Newsletter editor Muthana Kubba

Due to the variability of these sources, (wind doesn't always blow, solar energy is available only during daytime when the sun shines; and the limited amount of biomass available), energy management had taken up top priority



It gets all its electricity through one undersea cable from mainland Sweden. The remarkable thing about it is that this undersea cable is regularly damaged by ships dragging their anchors on the seafloor, resulting in total blackout for up to six weeks, which is how long the repair crew needs to repair the damaged cable. The cable was damaged four times in the past ten years.

After the second time the cable was damaged, the islanders somehow learned their lesson. Living for six weeks in the dark long winter nights of northern latitudes is not exactly pleasant. Investing in new generating plant to supply the island's electrical energy needs, some 70 Mega Watts, was out of the question. So they decided to invest in renewable energy sources. They built an impressive array of renewable energy generators, wind, solar and biomass. They cover about three quarters of the island's energy requirements. on the island. The pressure to optimally manage the limited resources forced an evolution on the distribution grid making it one of the most advanced smart grids in the European Union (EU). In fact the EU has partly financed the development of the grid with a view to applying its findings to the whole EU in the future. The grid in Bornholm has evolved into a kind of a laboratory for testing out new energy management ideas and concepts. It is one of the first grids in which the household customers have online access to the price of the energy they are consuming or selling. Yes, many households have solar power generators which enable them to sell energy if the conditions are right. The idea is to consume electricity when demand is low and to sell it when demand is high.

At present the cocktail of generating plants on the island has a total capacity of about 50 MW, they include a mix of conventional coal fired and diesel generators, three dozen wind turbines, rooftop photovoltaic panels, and several wood-chip and straw fired plants as well as a biogas plant. When the last blackout took place on Christmas night, it did not take six weeks to turn the lights on, but only a few hours untill all the domestic plants went on line. The undersea cable to Sweden now lets the island buy electricity from the Nordic grid when it is cheap and sell it when the price is high. Normally, trading in electricity is done by the utilities, however, EcoGrid lets individual households and smaller businesses also trade directly.

Stability of the grid is naturally a major factor to take into consideration. On a windy day, the wind turbines can supply up to 30 MW, more than half the peak demand on the island. But the wind is rather variable and unpredictable, which can make the grid unstable. If the wind suddenly dies, the generated power can dip below demand because it takes time to switch on the other generators and connect them up to the grid. This might result in an abrupt drop in the power line frequency and if it drops to below 47.5 Hertz instead of the nominal 50 Hertz, the whole plant shall shut down. It was therefore found that wind power input to the grid should not exceed 15% of the demand in order to avoid possible instability. In fact the 15% rule is now being applied to major wind parks in Germany and elsewhere.



Bornholm's 2 MW biogas plant, converts manure and other organic waste into electricity.

Further reading: Smart Grid, IEEE, Bornholm

REMEMBER The Stammtisch every Thursday evening 18:00-20:30

Join us in the lobby of the Park Hotel in Zug.

TRAVEL AND LEISURE

Beach and Holiday Photography

Contributed by ZIWC member Andaleeb Lilley

Before we know it, school will be breaking up for summer and the holidays will begin. Many of you will be booking holidays and hopefully be off to far-flung places for some well-deserved relaxation.

Beaches are a lovely place to photograph your family against. I always plan a little shoot with my family at the beach either at the name of the resort or the country plus year out in shells on the beach or writing in the sand with a stick. Sandy footprints or handprints once again place a time if your children are young. Other interesting details could include a light-house, colourful beach huts or beautiful rocks. These make lovely feature and detailed shots which can be used around family shots for an album.

and your subject will be well-exposed. If the image is over-exposed, you can turn down the flash strength (if you can control this) or otherwise move back slightly as the flash range will become shorter and will lose its impact the further away you are - you may have to experiment a little to get the best image. Squinting can also be a problem too a method I have used is to ask everyone to

close their eyes and then on the count of three, open them - you have a few seconds before they squint again...

Beaches themselves with stormy weather make for very atmospheric shots particularly dramatic clouds and skies (these shots look particularly good in black and white). As always, watch that the horizon is straight and not sloping and play around with where you put the horizon if the sky and clouds like dramatic, then fill the frame with this and the sand/beach with 1/3 of the shot instead.

Don't forget to minimize the amount of time you expose your camera to the elements - sand and water particles are not good for cameras so keep cameras away until you are ready to use them - keep a microfiber cloth

with you so can wipe your camera body and lens down once you are done.



beginning of the day when it is quieter or at the end of the day when the light is warm and golden. Avoiding the midday sun when it is at its hottest and most challenging in terms of contrasting harsh light is ideal if possible (although if you do take shots at this time,

someone holding a well-placed towel against the sun over a child can help). I take down special dresses and fairy tutus for my little girl and make sure that both children have something neutral on or white so the images look fresh. I then just let them play by the water's edge and just capture them looking at shells, playing with seaweed, jumping around, doing cartwheels - just kids being kids. Its nice to get shots of your family down by the beach not in beach-wear and although it takes some planning (and maybe even sweets), it's well worth it-some of my most treasured images of my family have been taken at the beach.

I like to use the surroundings at the beach to place a holiday in time too - for example spelling the One problem you may run into when photographing at the beach is that people will have shadows on their faces (cast by



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BUSINESS/FINANCE

Bring your fear to the table Contributed by IMCZ member Mark Dercksen

'Mark would you like to write something new for the Newsletter?' was the request that I got – reason being: 'The last article was appreciated', Muthana said.

Well I take this as truth and indeed a compliment helps to increase enthusiasm.... So here we go again. The subject of this article is fear in business meetings.

Some time ago I was in a meeting with a company that planned an organizational change. I advised them to have a sort of wallpaper session. This is a workshop where we discuss the entire flow of a business from the beginning - with marketing, reach-out to customers and sales towards the end where you deliver and invoice. Personally I am fond of these sessions. Since you can act dumb... ask stupid questions and every time you see that your audience gives a vague answer, you say.....'Well is this a problem? What do you think?'. The funny thing here is that the people, who actually run and execute the business, admit and address problems. Therefore the change and need to change no longer comes from outside (e.g. interim manager or consultancy bureau). The team itself clearly states where there are problems and what impact they have. A consultant should be asking questions and promoting thinking and awareness.

Back to the title of this article. Fear! In this particular situation I faced a team with some very typical fears.

Consl.: 'Okay, interesting, how many clients has your market and how many do you have now?'

Team member: 'We don't understand the question but the answer is that we are market leader. We were a niche player and first in the market and we think there is some competition but nothing relevant. There are 2.000 target companies that could be potential client.'

Consl.: 'As market leader you talk to all of these, or less?'

Team member: 'We have approx. 5-6% of this market in our reach.'

Consl.: 'So the other 95-96% of the target companies doesn't need your service?'

Team member: 'Oh, yes they do, definitely, but... euh...'

Consl.: 'So how are you going to let them know that you might become a potential interesting business partner for them sometime in the future?'

Team member: 'We don't know but we still hate cold calling and we are afraid that an angry prospect will hang up on us or start calling us names.'

Analysis:

Of course I don't know what sort of position you have in your business but maybe you recognize this discussion. Some analysis: this



Typical fear 1:

'The client hates me... upfront'

For instance, at the beginning of their business process they said: *'We have great difficulties in cold calling'*. Let's take a look at the discussion that followed.

Consl.: 'Interesting, why?'

Team member: 'We don't like to call someone who didn't ask for our help. They hardly have time for us and we hate being cold called ourselves'. company is either (a) not a market leader any more, since approx. 95-96% of the market is delivered by competitors or substitutes, (b) is the market leader but in a product/service that the target companies hardly know exists. So you either have to develop market share or market awareness. You don't develop that by sitting next to your phone or email-box waiting for a potential client to come to you. Should this company start cold calling? Yes! But with complete respect for their fears as well. If you fear that your client sees you as a pushy cold caller with a script that just reads lines to him, that he does not respect you and is getting sick of people like you - simply address it.

A sentence such as: 'I understand that you are cold called by all sorts of people offering you all sorts of products and services that are not relevant to you'. Most likely you will get an answer like: 'Yes I get sick of them'. 'Is it okay if I ask you why? It is of great help for me to understand how I could reach out to potential future business contacts at best.....' At this moment you're entering into a conversation not a completely pre scripted reading without anv real interest, but an open question....actually for some help even. 'To be honest with you my biggest fear is that people hang up on me or start calling me names before we even know each other or have figured out if there could be some interest.' 'Typically, organizations like yours do business with us because: XYZ. Of course I don't know if you recognize these XYZ topics? From my side I have been screening the market, your organization and profile and at this moment it made me think there might be possible value for you sometime now or in the future, is this a wrong assumption?' 'We can come to a conclusion that there might be some mutual interest (or not) if we understand a bit more about each other. This would cost a few minutes but are you willing to share some thoughts now or at a planned moment?'

Please notice that it might take a while before you talk about yourself and your stuff. First of all you let the prospect know that you understand his position and you try to trigger curiosity, interest and run into a conversation. Most likely the guy was doing something else when you called him so you have to start-up a conversation.



Typical fear 2:

'The client has negative pre-assumptions against me.'

In Switzerland I have met some salespeople who believe, true or not, that they are not liked because of their country of origin. Some of these salespeople think they might not get a BUSINESS/FINANCE

fair chance to pitch. If this is one of your fears as a salesperson my advice would be to open the conversation with: 'As you can probably tell I am German, British etc. Occasionally I hear that there are some people who don't like people from my country etc. Upfront already. This can be a handicap in developing a business relationship but if this is the truth and I have to face that it would be of great help for me if I knew this as soon as possible'. 'I don't want to be in a situation where I am disliked upfront and I can imagine that you don't want to do business with people to whom you have some negative pre-assumptions as well'. 'Do you think this topic could be of any importance in the development of a potential business relation?'

How does a client – even a Swiss one - react if you bring this to the table? Most likely a bit shocked! Negative? Not necessarily. There might be a few response options:

- (a) 'Indeed we prefer to do business with CH companies for that reason'.
 This is probably a game over situation.
- (b) 'Indeed, we know that this is possible, but we think it is ridiculous since we have also had very positive experiences of dealing with ??? and ??? companies. We experience that they might be (insert stereotype here)'. This answer leaves a fair chance and if you can make a joke and you disarm the negative perception. You can make use of the pre-assumption.
- (c) 'No. We think that those CH colleagues that act like this are very unprofessional'. Most likely this person is willing to talk further.

Analysis:

In option B or C there are still a lot of paths to go on developing a business relation with mutual respect, understanding of each other's pro's and con's and pre-assumptions (truthful or not).

Typical fear 3:

'The client might think I am too expensive so I don't discuss price and hate talking about money.'

Again back to the workshop. Further along in the process we came to price negotiation. I asked: *'What do you do here?'*

Consl.: 'Okay....the client calls you, tells you what he needs, where, how much and when. What happens next?'

Team member: 'We send an offer.'

Consl.: 'What is that exactly?'

Team member: 'That is our pricelist.'

Consl.: 'So you don't discuss a price on the phone?'

Team member: 'No.'

Consl.: 'Why?'

Team member: 'Because we think he thinks the price might be a bit too high.'

Consl.: 'And...?'

Team member: 'We are afraid to discuss the prices on the phone, we don't like it. We could be perceived as too commercial and unkind.'

Consl.: 'How many offers don't convert into a deal?'

Team member: 'We don't know exactly because we are too afraid to call if a client decides not to work with us. It is also a little confronting and uncomfortable for him, and us, to let us know that he uses alternatives.'

bad news while facing the potential customer... because than you are still able to manage some collateral damage.

A typical question that might be of help on a telephone call could be:

'I understand that you need XYZ at moment ABC, in volume DEF. It is important for you because of reasons 1,2,3 or 4. It might be possible that we could help you with that but we need to tell you that this has a cost attached, which I'm sure you understand. What would it be worth to you, what do you consider reasonable? It is helpful for me to have this information in order to see if we can make a deal that makes sense for both of us. If not than regretfully we must come to the conclusion that we are not the proper party to help you and it is OK for you to say so. Is that okay for you too?'



In this situation the team members are afraid to hear the client say 'Ouch....that is a high price'. For that reason they put the bomb, their offer, in a letter/email and hope it explodes, or not, on the desk of their clients. Interesting - good luck! I learned to accept



Analysis:

The customer could answer here with:

- (a) 'Yes, I pay my people €60 per hour, so on these terms I understand that €70 would be reasonable for a flex hour rate in an ad-hoc shift.' If this reaches your internal pricelist you could add some other key features that you add as well..... like: 'Yes and than we also take care of insurance, education, illness, guarantees and a fresh pair of eyes from outside with experiences from other practices etc.....'. So if we have this in mind, it seems a fair deal to you?
- (b) 'Well, I pay €60 an hour, I don't see why I should pay more for a flex'. You have to explain where you take care of, why there are costs involved and last but not least... how much this would problem cost if he kept it or had to solve it himself. If he cannot understand this it might be good to stop the process and walk away. A statement such as: 'If you don't

BUSINESS/FINANCE

see any added value that we can bring to your business, then we are probably not the right business partner for you.'

(c) 'Yes, I pay my people €60 an hour, so on these terms I understand that €75 would be reasonable for a flex hour rate in an ad-hoc shift'. This is higher than your own price requirement so there is no price issue at all. You have gone up on the estimations of this client if you say: 'Yes. I might be able to help you then. Is it okay if I send you the confirmation?'

The lesson:

- When interacting with prospects and clients, your objective is to uncover the truth, even if it's not something you want to hear. After all, if the answer is going to be "no" – the prospect isn't going to grant you an appointment, your customer isn't going to buy the latest promotion, the prospect isn't going to become your next customer – wouldn't you want to know sooner, rather than later?
- When asking prospects or customers to make a decision or give an opinion on a delicate subject, let them know in advance that a "Yes/favourable" is desirable, but a "No/unfavourable" is OK. That's right: a "No" is OK. When you give prospects permission to say "No", and make it very clear that "No" is OK, they are less inclined to disguise what they tell you with some form of "think-it-over".
- A potential fear, leaves you with an assumption that might:
 - Not be true: so there is no issue: fear is not valid (bomb disarmed)
 - True: better handle it upfront or come to the conclusion it is not workable (bomb explodes under control) and you are able to manage collateral damage or conclude this was not the right opportunity.
- Better start discussing the fear as soon as possible. It creates understanding of your position and it helps to get rid of any uncomfortable feeling at both sides. Such

as: 'Where and when does the surprise in this conversation come from where is the hidden agenda?'

 It cracks the ice and gets rid of any taboos by bringing them into the conversation and talking about them openly. Discussing a fear in the open promotes an open and honest conversation.



Mark Dercksen MBA is practice leader of Sandler Training. He is educated as a social scientist and economist but developed into sales, consultancy and change management later. He moved to Switzerland in 2012 due to a career move of his wife.



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SPORTS INCZNEWS From the SLOPES...

MTB: A Quick and Really Contributed by our sports editor Joseph Dow Dirty Guide to Mountain Bikes

I've always thought that Switzerland was specifically designed by God to be a playground for skis in the winter and mountain bikes (MTB) in the summer. So, one of the first items I wanted to get when I moved over here was a "real" mountain bike. Since I had sold my car back in the States, I needed at least some transportation around town and instead bought a more practical city bike (s'velo from Welcome across from Metalli. A very nice bike for urban riding.)

In a fit of madness, I decided I would see the big mountains around Interlaken by riding my city bike from Meiringen to Bern, along the shores of the Brienzersee and Thunersee, in a single day. Over 100 kilometers on the Swiss National Bike Route #8 (River Aare) and ten hours later (8 of which were actually in the saddle), I reached the capital with the use of only one leg to pedal and unable to walk unaided, never mind sitting down. The worst part of my ordeal was not managing to see anything of the famous peaks of the Berner Oberland. Down by the lakes, a rider is just too low and cannot see anything, other than the lakes themselves. So, this experience renewed my desire to purchase a real mountain bike to reach those magical Alpen vantage points.

Just like skis, there has been a recent explosion of different types and designs of mountain bikes that focus on different styles of riding over specific terrain. I'm certainly no expert, have no riding skills whatsoever and the categories can blend into each other somewhat, but I'll try to make some sense of them for you . . .

By Construction Type:

Hardtail - The bike has a normal rigid frame in the back, although these bikes usually have a shock-absorbing front fork. Most basic and MTB-looking bikes are hardtails. However, some serious bikes are also hardtails. Being lighter weight without the rear suspension, hardtails are faster climbers for racing and have greater precision handling without the cushioning of the suspension. Example: Santa Cruz Highball.

Full-suspension (dual) - The bike has front and rear shock-absorption with a hydraulic/air suspension or springs cushioning the back wheel in addition to the front suspension fork. Some Fullys have a lock-out switch to fix the rear suspension from traveling for better riding on pavement and hard ground.

By Use and Function:

Citified Mountain Bike/ Sport - This bike is made in the style of a mountain bike. An MTB bike in name only, it is acceptable for some unpaved rides, but not meant to take the punishment of any significant off-roading. Example: Specialized Hard Rock.

Cross-country (XC) - This style is meant for riding off the road with both uphill and simple descents on easy terrain and marked trails but not for bombing down the mountain with big air and lots of obstacles. These bikes should be fairly lightweight, somewhat durable and good climbers. This kind is the most popular and could be called the "typical" mountain bike. Example: BMC Fourstroke.







SPORTS INCZNEWS

All-Mountain (AM)/ Enduro – This bike is decent for climbing but heavier than the XC and burly enough for some moderate descending. It usually has a longer front fork with more travel. *Example: Bionicon Edison.*

Freeride (FR) – This bike's design has a heavy emphasis on going down and is clearly in the realm of "gravity" mountain biking. It is not a very good climber, at all, and is quite similar to purpose-built DH bikes. This serious bike weighs a lot more than "normal" mountain bikes and has heavy-duty parts to take the punishment of big air, drops, tricks, and hitting obstacles. *Example: Intense Uzzi*

Downhill (DH) – Unlike the Freeride, this single-purpose bike for big mountain descents is meant ONLY to ride down hill on steep terrain at high speeds. With a DH bike, you would always ride the ski lift or some other mode of transportation up the mountain. These bikes usually have huge coil springs and a very radical geometry. *Example: Kona Operator.*

Additional Developments:

Bikes are now appearing with 29" wheels, in addition to the standard 26" wheels, which allow easier rolling over obstacles like rocks and roots and increased speed at the expense of quicker turning and maneuverability. There are also various gizmos for quickly dropping the seat when changing from an uphill to a downhill track.

In the end, I chose a rather unique bike from the German company, Bionicon, called the Edison, which is basically an AM bike with the ability to change the geometry with the push of a button to and from a climbing bike and a gravity bike. As with all compromises, it will not perform as well going up as a XC bike or as well going down as an FR/DH. However, for an amateur like me, who actually wants to go fairly level and look at the mountain scenery, it should be more than adequate. I'll let you know how I like it and where I manage to take it. Enjoy the ride!

Here are some of the many brands that produce MTB bikes:

BMC: bmc-racing.com/ch Bionicon: bionicon.com Yeti: yeticycles.com Intense: intensecycles.com Santa Cruz: santacruzmtb.com Kona: konaworld.com Commencal: commencal.com Lapierre: lapierre-bikes.co.uk Specialized: specialized.com







SPORTS INCZNEWS From the LANES...

Freak Weather

We cannot win this summer, it is either grey, wet and uninspiring or it is so hot that we all are lethargic and not at our best on the lanes! I certainly was below par, however it did not stop us welcoming four guests and we ended up with eleven enthusiastic players. I must thank lan Brenton and Colin Mason in particular for bringing new blood to the bowling event. Keep it up chaps because it is a good thing you started there!

Organised and compiled by IMCZ members Stephen Butterworth

Thanks also to Hans Peter for bringing his wife Dorothea. Hans Peter started with a spare followed by 4 strikes! What a way to start out, unfortunately the magic faded, whereas mine never started! Whatever I did went wrong. Well to make up everyone had a lot of fun and laughter and fittingly Sarah Brown and James Heidrich will be taking their bottles of wine with them to celebrate in Vegas at their wedding coming up real soon. We wish them both a happy marriage and life together. Beat tried his best but fell short needing on 7 pins to secure a bottle, a valiant attempt. Ian Brenton also tried very hard.

The bowling alley has installed new software, the screens are sharper, the print-outs are printed out with style in mind, and now consume two sheets of paper and not one as before! The next event shall be on July 17th, and the statistics shall be updated in due course.

First Name	Surname	Game1	Game2	Game3	Bowled total	overall_avg	handicap	STRIKES	SPARES	Split
Beat	Züger	147	147	164	458	128	58	10	10	1
lan	Brenton	138	138	127	403	119	65	6	10	
Colin	Mason	123	149	111	383	125	60	6	8	2
Hans-Peter	Schobert	179	82	94	355	128	58	5	8	2
James	Heidrich	101	102	139	342		99	4	6	2
Dan	Rabil	120	86	130	336	125	60	3	8	1
Catherine	Butterworth	94	128	107	329	108	74	6	6	1
Stephen	Butterworth	118	72	96	286	120	64	2	7	
Sarah	Brown	93	88	79	260		99	4	1	1
Dorothea	Schobert	46	47	82	175		99		1	
Martina	Stierli	55	57	56	168		99			3

First Name	Surname	Game1	Game2	Game3	Handicapped	overall_avg	handicap	STRIKES	SPARES	Split
James	Heidrich	101	102	139	639		99	4	6	2
Beat	Züger	147	147	164	632	128	58	10	10	1
lan	Brenton	138	138	127	598	119	65	6	10	
Colin	Mason	123	149	111	563	125	60	6	8	2
Sarah	Brown	93	88	79	557		99	4	1	1
Catherine	Butterworth	94	128	107	551	108	74	6	6	1
Hans-Peter	Schobert	179	82	94	529	128	58	5	8	2
Dan	Rabil	120	86	130	516	125	60	3	8	1
Stephen	Butterworth	118	72	96	478	120	64	2	7	
Dorothea	Schobert	46	47	82	472		99		1	
Martina	Stierli	55	57	56	465		99			3



www.SELECTIONS

The sad news about David (see Obituary May 2013 Newsletter), has brought this section to an untimely end. The Editor invites a willing Club member who can pick up where David left off and continue this series. In the meantime, he has prepared this Selection.

Prepared in the interim by the editor, Muthana Kubba

All web sites included in this series are offered in an unbiased way and do not always reflect my personal views; the reasons for bringing them to your attention are that I found them interesting, perhaps offering another point of view and definitely worthy of note.

Sending large Files

http://www.cincopa.com/mediasend/start.aspx

Sending large files through email is slow and difficult. Files above 15 MB can't be sent; in fact many email providers refuse to transport files larger than 10 Mbytes. This link provides an easy and practical way of sending one or several files over the Internet.

Sighting of lunar and solar eclipses and moon sightings

http://www.moonsighting.com/

This is a useful sight for checking current lunar and solar eclipses and moon phases anywhere on the planet for the current year.

Watch all TV Channels

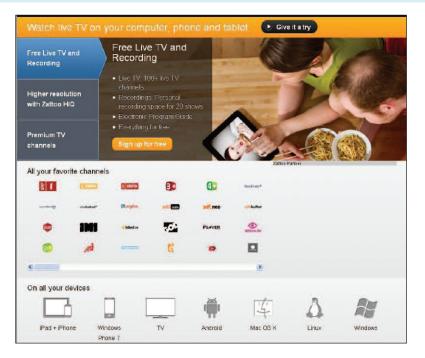
http://zattoo.com/

This is one of the best programs I have come across for watching any of about 100 Television channels, covering English, German, French Italian, Spanish and Portuguese language channels. I uses it to watched Murray beat Djokovic live on my iPad.

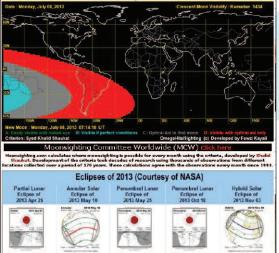
Air Traffic

http://radar.zhaw.ch/radar.html

A brilliant sight for watching live all the air traffic in the skies around us. Incoming, outgoing and transit flights with full details of each plane can be readily read off the screen. It is updated every minute.



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HUMOUR IMCZNEWS

Good Bye Grandpa

A father put his 3 year old daughter to bed, told her a story and listened to her prayers which ended by saying, "God bless Mommy, God bless Daddy, God bless Grandma and good-bye Grandpa."

The father asked, 'Why did you say good-bye Grandpa?'... The little girl said, "I don't know daddy, it just seemed like the thing to do."

The next day grandpa died. The father thought it was a strange coincidence.

A few months later the father put the girl to bed and listened to her prayers which went like this, "God bless Mommy, God Bless Daddy and good-bye Grandma."

The next day the grandmother died.

"Holy smoke" thought the father, "this kid is in contact with the other side."

Several weeks later when the girl was going to bed, the dad heard her say, "God bless Mommy and good-bye Daddy."

He practically went into shock. He couldn't sleep all night and got up at the crack of dawn to go to his office. He was nervous as a cat all day, had lunch and watched the clock.

He figured if he could get by until midnight he would be okay. He felt safe in the office, so instead of going home at the end of the day he stayed there, drinking coffee, looking at his watch and jumping at every sound.

Finally midnight arrived; he breathed a sigh of relief and went home.

When he got home his wife said, "I've never seen you work so late. What's the matter?" He said, "I don't want to talk about it, I've just spent the worst day of my life." She said, "You think you had a bad day, you'll never believe what happened to me. This morning my golf instructor dropped dead in the middle of my lesson!"

Bank Robbery

There was this robbery in Bank.. The robber shouted to everyone: "All don't move, money belongs to the state, life belongs to you". Everyone in the bank laid down quietly.

After the robbery when the robbers got back, the younger robber (MBA trained) told the older robber (who is only primary school educated), "Big bro, let's count how much we got", the older robber rebutted and said, "You very stupid, so much money, how to count?? Tonight TV will tell us how much we robbed from the bank!"

As soon as the robbers left, the bank manager told the bank supervisor to call the police quickly. The supervisor said "Wait, wait, let's put the 5 million pounds we embezzled into the amount the robbers took".

The next day, TV news reported that 100 million pounds was taken from the bank. The robbers counted and counted and counted, but they could only count 20 million. The robbers were very angry and complained "We risked our lives and only took 20 million, the bank manager took 80 million with a snap of his fingers. We are in the wrong profession."

An Italian wedding test

I was a very happy man. My wonderful girlfriend and I had been dating happily for over a year, so we decided to get married.

There was only one little thing bothering me. It was her beautiful younger sister, Sofia.

My prospective sister-in-law was twenty-two, wore very tight mini skirts, and generally went Braless.

She would regularly bend down when she was near me. I always got more than a nice view.

It had to be deliberate; she never did it around anyone else.

One day she called me and asked me to come over. 'To check my Sister's wedding invitations' she said. She was alone when I arrived. She whispered to me that she had feelings and desires for me and she couldn't overcome them anymore.

She told me that she wanted me just once before I got married. She said "Before you commit your life to my sister". Well, I was in total shock, and I couldn't say a word. She said, "I'm going upstairs to my bedroom. If you want one last wild fling, just come up and have me". I was stunned and frozen in shock as I watched her head up the stairs.

I stood there for a moment. Then I turned and made a bee-line straight to the front door. I opened the door, and headed straight toward my car.

Lo and behold, my entire future in-laws family was standing outside, all clapping!

With tears in his eyes, my future father-in-law hugged me. He said, 'Sergio, we are very happy that you have passed our little test. We couldn't ask for a better man for our daughter. Welcome to the family my son..'

I didn't dare tell him that I was on my way to pick up the condoms from the car.

Rhymes

A grade 5 teacher one day asked the children in her class to make rhymes with their names.

First up was Dan. *"'My name is Dan, When I grow up to be a man, I want to go to India and Japan, If I can, If I can, If I can. " 'Very good', the teacher said to Dan.*

She then asked Sally that it was now her turn. *"My name is Sally, When I grow up to be a lady, I want to have a baby, If I can, if I can, if I can."* 'That is good Sally,' the teacher said. 'But maybe one day you will change your mind.'

Next up was Little Johnny. He was the naughty one in the class. Here is his rhyme: "My name is Johnny, When I grow up to be a man, Never mind India and Japan, I'm going to help Sally with her plan, I know I can, I can, I can."

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Have a coffee, adjust your tie, and say Swiss cheese.

Next date: Monday July 8th

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PUZZLES•IMCZN

udoku

Most of you, would know what an "inversion" is. It is when hot air is near the ground and cold air is above it. This is exactly what happened to the easy June Sudoku. Only one correct solution received, whereas more than average correct solution were received for the diabolic May puzzle. This indicates that the difficult puzzles are more popular than the easy ones among the IMCZ members. A good sign!. The winner of the June puzzle is none other than the Sudoku master Holger Infeldt. Congratulations Holger. Your drinks during the next Stammtisch you attend are on the house.

Following the indications mentioned above, this month's puzzle is another diabolical one. The Einsteins of the Club shall have their heyday, but be warned this is a truly challenging puzzle.

5			8			4		
	8			9			5	
		7			6			2
		4			3			6
	3							
9			1					
			7			8		
	4			5			1	
		2			1			4

Solution June 2013 Puzzle

2	8	5	3	1	9	6	4	7
6	1	7	2	5	4	9	8	3
3	4	9	8	7	6	5	1	2
4	5	1	9	2	7	3	6	8
7	9	3	4	6	8	2	5	1
8	2	6	1	3	5	7	9	4
9	7	2	6	4	1	8	3	5
1	3	8	5	9	2	4	7	6
5	6	4	7	8	3	1	2	9

The winner shall be drawn from the pool of correct solutions received. His drinks during the next Stammtisch he attends shall be on the house. Please simply tell the waiter or waitress that your drink is on the house, he or she shall find their way to the Paymaster, that is yours truly or Max, or any other member of board who might be present in case you can't find us.

The easiest form, in which the solution is sent, is nine rows of nine numbers in a Word document, Excel or email. In every Sudoku, every digit between 1 and 9 occurs exactly once in each row, column and 3x3 square. Please send your answers to muthana@trasco.ch, on or before the last day of the current month.

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Are you selling your yacht (harboured in Piraeus)? Your Aston-Martin old-timer with the roll top roof? A gorgeous view of the Bay of Biscay, with a little bit of house attached? Or are you cashing in the half of your stamp collection that is finally worth something? Perhaps you're looking for all of these things?

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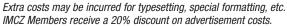
Example: FOR SALE: gorgeous view of Bay of Biscay with stunning sunsets and high waves. Wee house (12 rooms), dock and yacht included. Call Bill at 041 123 4567.

I shall be in Zurich office or abroad for most of 2013. Looking to share a new fully furnished Zug office. Very close to Glencore on Industriestrasse. CHF 800 for 3 days a week or can discuss full week. Includes high speed Internet, kitchen, conference room, mailbox, bathroom, and underground heated parking space. Mike Dillhyon, SMS +41 78 781 9702 or email ak@avadilon.com

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