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never, has one of life's experiences so touched us at the very core of our beings as did Kathy's short message. Kathy has an inner strength, a personal belief, and an unmistakably self-worth that allowed her to rise from maid to millionaire. And in this era, many folks are more interested in "impression management" than in taking responsibility for their own lives and creating financial independence and time freedom. So until you've been signed up, made a commitment, and been trained professionally, DONOT, and I mean this emphatically, DO NOT approach your friends, relatives, or even your spouse with this business until we have taught you how to share this information with them. Some of your very best "warm market" recruits will never join you, no matter how successful you become, if you approach them improperly. But we think it's time for them to stop fighting us. Five promised to come to her Tuesday night business briefing to learn more about this opportunity. You can strive to be well received by those you approach by setting yourself up for a friendly callback. It doesn't really matter. Everyone I loved had told me no. Avoidance of these dangerous weapons is fairly simple if you begin programming your networking professionals at the very beginning, literally during the close of the first recruiting meeting. Thanks to network marketing, the cycle is now broken. The Messiah Complex WITH both of us coming from theological backgrounds, we know what it's like to be victims of the "Messiah complex," which is very similar to the Management Trap, but with more emphasis on saving people. None of my forefathers had ever been given that option. Overcome your reluctance to offer a quality lifestyle to family and friends. 6 Fending Off the Scatter Bomb • Stay focused amidst all the distractions. 7 Eluding the Meeting Mines • Subconscious-sadomasochists. Mary's father had virtually disowned the two of them for embarrassing an "old money" family in the Deep South where image is everything. They have learned the hard way this lesson of trying to watch dog their groups and have gone back to basics: building a small customer base; prospecting; going wide on their frontlines; working a simple, easily duplicated system out of their homes. Network marketing begins as a numbers game and evolves into a people business while a legitimate organization of excited networkers is being built. The new people who whined and moaned and complained were all out of the business in a few months. Those who have become millionaires did it primarily on their own. Because she was working from her warm market list, she had a high ratio of positive responses. It is the balance of both types of volume, promotional—to propel you into 29 success in the early days—and real—to stabilize your volume and provide ongoing, residual income—that results in the long-term success we all desire. Perhaps the single most frequent cause of failure in network marketing is the mistaken belief that we must manage our downline distributors. But through all the years, Dad supported and encouraged me. Since nobody seems to want to do this, maybe they know something I don't. Unfortunately, Jeff and Mary began managing their organization prematurely and the group decreased in size from 3,000 to 500 people. Again, he leaned on Richard Kall to keep him focused on the importance of perseverance. XII "Nothing is more wearisome and draining than self-doubt. I created a cripple of my own father because, for all practical purposes, I became the director of an adult daycare center. For example, let's consider Dennis and David Clifton, brothers from Texas. He has been quoted in Time, Newsweek, US News & World Report, The Washington Post, The Wall Street Journal, and hundreds of other major publications, and his twenty-six books have sold over 3 million copies in fifteen languages. As he explains, 'I couldn't wait to meet for breakfast with a man whom I had come to respect and admire. He may have considered working in this industry four or five times before, but he was never in a "change" mode during previous presentations. Promotional volume is extremely valuable, but your business can survive without it. We will discuss this more in later chapters. In hindsight I suppose my pronouncement at our 1971 family reunion that I intended to enter seminary and ultimately become a minister really caused him pain. They worked as hard as any two people have ever worked in network marketing. She decided it was time to take action. It can be a rude awakening for a buy-in leader when his check arrives and it's minimal because his company has charged back all returns from the very angry distributors whom he "front-end loaded." Some network marketers, in their eagerness to get off to a fast start, simply don't understand this philosophy and will make the mistake of skipping over the critical step of creating real volume in their organizations. It was worth it. L. It is in this way that genuine support is given. 'I'm too busy baby-sitting. New marketers will hide behind the need to study the products more, or attend a few more meetings, watching how you do it over and over, even though they've already seen it ten times. In fact, once new distributors finish with their "warm market" prospects and enter the "cold market," rejection is one of their greatest allies, or so he thought. As of this printing, not one agency has yet been created to deal with this problem. Dad was a proud man who always told me that integrity is more important than wealth and to never do business with a man - whom you can't trust with a handshake.' By the time I was a sixteen-year-old sophomore at Glendale High School in Springfield, Missouri, Dad left the field of writing novels and magazine articles to launch an advertising agency. If the clock of time could be rewound, Rene would love to have them all back—"I had built a close relationship, both upline and downline to Gary and Laurie, and I miss these friendships that were once a regular part of my life.' But once an organization has fallen apart, it is far easier to "give birth" to new people than it is to try to "revive the dead." Experience Abroad 0 N E of our most graphic examples of the Management Trap occurred when we opened a foreign market. Don't be taken in by those who teach management as a philosophy of success because it is indeed the very cause of as much as 50 percent of the failures in our industry. Except for his six year "political sabbatical," Doug Wead has dedicated his last twenty years to building his organization, as well as researching and writing about network marketing. He is receptive to listening to a new business concept. One of our primary objectives in writing this book is to take the "stealth" out of your battles so that you can see your adversaries well in advance, instead of having them creep up and catch you unaware. But equally important is that once you see the clash coming, you are equipped with the necessary skills and tools to win each confrontation and thus survive your first year in MLM. Believe us, in year one, survival is the name of the game. My great-grandfather had been poor and uneducated as had my grandfather, my father, and now me. Poverty, I thought, just ran in the family. My wife and children slept silently, and as I sat contemplating these people I so loved and our uncertain future, a blinding flash hit me. This is a man Bob Hasknown since high school. Jewelry associates responded with concern for my sanity, and those who prosper self-sufficiently deserve all the credit. Mark recalls, 'I remember it feeling like a real slap to my ego the first time Dennis Clifton went an entire month without calling for help. It was the epitome of how a long-distance networking organization can succeed. Over time, as I slowly fed this monster, it grew and grew exponentially.' Believe.







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