

Being the Best You Can Be in Network Distribution

What do we do in this business?

- 1) Use the product and love it. (ND usually offers above average quality products)
- 2) Tell others about the products
 - a) Trial – get them to try the product
 - b) Consumer Franchise – Get them to use the product over and over
 - c) Consumer Advocacy – Get satisfied consumers to tell others
- 3) Have others join you in the business

It makes sense

It's a business model that makes total and complete sense because you become successful by helping other people.

Its all up to you

No one with the most advanced education, inherited wealth, a more supportive environment, with naturally born talent, or any social or economic advantage....has a better chance than you of succeeding in Network Distribution.

In this business we are all born equals. Network marketing makes the impossible...possible. What may have seemed unthinkable...desires and aspirations that you simply hadn't allowed yourself to ever consider are possible in this business.

Network marketing enables you to grow further and faster as a person, and allows you to accomplish and contribute more than you could ever do in most other careers.

No other support system allows you the freedom that network marketing does as you decide how you will operate your business.

Why do people fail?

When people don't succeed, they often feel angry, frustrated and discouraged. That is because they are not seeing things as they really are. Successful people see the truth about 4 things;

- Network distribution
- The company
- Themselves
- Other people

The pyramid shape

Any sizable organization winds up looking like a pyramid because of delegation.

Value is passed down...and purchasing power comes from the bottom.

In a government system, value flows down as schools, roads and hospitals are provided ...and tax dollars and votes go up.

In Network Distribution, the basic responsibilities are all passed down to the lowest levels. What they can't do is looked after by their up-line or the company. The better the organization is at passing responsibility to the bottom levels the better it runs, the bigger it will become and the more solid it will be.

As in society, we look after our property, we get our garbage to the curb, the city looks after the streets, sewer and water, and what the city can't do, gets passed to the municipality, province or federal government.

A Network Distribution business can grow much faster than a traditional business as it takes away the bottleneck problem of a few people making decisions for a lot of people.....and allows everyone to look after basic issues on their own and will spread the word if they are happy with the product and service.

When upper levels start doing for lower levels....what they should do for themselves...the system gets cumbersome, everyone slows down and it eventually collapses.

Network Distribution companies fail when their leaders and distributors forget that power flows up in a multi-level structure only when genuine value flows down. When people seek money without giving value....as in a chain letter...it will fail.

The same goes for products that are over valued...eventually people will discover this and quit as there is not enough value being given.

And lastly no business is stronger than the character of the distributors in the business. This is a business for people who have character...and strive for excellence and thrive because of it.

The Networking Principle

In NWM, people are free to do the business as they wish...(which isn't always the best way as most people do the business wrong.)

If you treat the business as sales and see your customers and IBOs as sources of money...you won't do very well... as they will pick up on your self-centered interest.

If you see them as opportunities to serve and support, they will pick up on that and will be drawn towards you.

We either believe in abundance or that we live with scarcity, we either open ourselves up to others ...or defend ourselves accordingly...but we create a life that mimics exactly how we feel.

Seeing life's abundance and how to help others create it.....is what makes this business work.

This business is like life itself. The more honest, open and caring you are...the better things work.....the more selfish and self centered you are....the worse things get....

The number one reason why people fail in this business is because they don't understand the business and the principles that need to be in place.

If you **don't** understand Network Distribution, how it works and what really drives it....its almost impossible to be in love with it.

To succeed in this business...as with any other life endeavor ...**you need to love itand there is no other way!**

Focus on understanding the business and becoming better, not on wishing the business was easier.