

## Top 25 Tips for Success

These simple, easy-to-use tips will help you get your business off to a fast start, and put more money in your pocket.

1. When you first get into your network marketing business, write out your plans and goals! I'm sure you've heard it said many times before... "Most people never plan to fail, they simply fail to plan". Take the time to write out your plans and goals. Be realistic, but be tough on yourself. Push yourself. One of my favorite quotes is: "What your mind can conceive, it can achieve".
2. Get started immediately. Don't wait for everything to be perfect before you start. That will never happen. Jump in and get started.
3. Treat your MLM/network marketing business as a serious, full-time business, and it will quickly become one.
4. Don't focus your attention on trying to sponsor the "big hitter" who tells you that they are going to bring in 120 people. Sure, it would be nice, but don't get caught up in the hype and emotion. It takes a team effort.
5. Know that rejection will happen. Not everyone is going to want what you have. There are some people that you could put a huge pile of GOLD in their front yard, and they would still walk right on by it. Or, they simply will not believe its gold. Don't get discouraged. There are literally MILLIONS of people wanting what you have.
6. Follow up! This is the single most important factor to your success. You have probably heard that the fortune is in the follow up. People will rarely call you back, but they will join you if you follow up and show them you care about their needs. Call them and ask how things are going...or at least email them. By following up with everyone, you will sponsor new business partners in your network marketing business.
7. Have patience. Big income never happens overnight. And this is especially true if you are also working a full-time job. It may take you a year or two to obtain your income goal and quit your current job. If you knew that you could be doing your home business full-time in only a year from now...would it be worth the wait?
8. Don't give your new reps wild expectations. Let them know what to expect. Always be honest with them.
9. Realize that your MLM business is going to require an investment. Just like a brick and mortar business, your home business is going to require an investment in marketing supplies and tools. Thankfully, network marketing doesn't require you to take out a 2nd mortgage to operate.
10. Don't let anything knock you out of your home based business and cause you to quit. You can only fail in this business if you give up on yourself.
11. Don't mail out samples and materials to a few people and then expect big checks to suddenly appear. Most likely, it will take you a few months to have a steady income coming in.
12. Help the people you sponsor as much as you can. Help them get started. Help them sponsor their first two people by doing 3-way calls with their prospects. Let them know you're there for them and you support them. Teach your new reps the importance of doing the same. That's how you build a team.

13. Don't do things for your reps that they should do for themselves. There is a fine line between being helpful, and doing the entire business for them. Understand your downline is going to do what you do. Lead by example. Do all the things that you want your reps to do. Be sure the example you are setting is one that you would want to follow if you were in their shoes.

14. Don't waste time on cynics, or non-motivated people. They will NOT succeed in this business, or any other business for that matter. Trying to drag someone into your business is only going to drain you of all your energy and beat you down. Let them go and move on.

15. Don't whine and complain to your upline every time you have a problem. No one wants to spend time with constant whiners and complainers. And DEFINITELY don't whine to your downline!

16. Always operate your business in a professional and ethical manner. Don't make false claims about your MLM / network marketing product, or exaggerate your income. Give your prospects the facts and you will build trust. People can be smarter than you think. Most can sniff out if you're being dishonest quickly. Then you have lost your credibility, as well as your prospect.

17. Learn all that you can about your home based business. Stay up to date with everything that is going on. Learn a little about your competitors so that you can answer simple questions about the differences between them. But don't put them down to your prospect, no matter how you feel about them.

18. Think BIG! Think BIG dreams. Set BIG goals. Small thinking produces small results. Live life without putting limits on yourself.

19. Keep in close contact with the new people you sponsor into your network marketing business. Let them know you care and are there to help. Praise your new people who are doing good things. Always at least send an email to them when they sponsor someone new. Let them know they're doing a great job!

20. Always be ENTHUSIASTIC! Smile when you're on the phone. Enjoy yourself and let others feel your enthusiasm for what you're doing. It quickly becomes contagious. (MIRROR BY YOUR PHONE!)

21. When you discover new ways of building your MLM home business, share them with others on your team. Remember...duplication is the key to success in this business.

22. Keep organized with your business. Have a system in place to keep track of those who are testing your product, or thinking about getting started, even if it's just a notebook to write their names in.

23. Listen to tapes, or read books on network marketing and personal development. It will pay BIG dividends as the months go by. Ask any leader in your business about the importance of personal development and they will all tell you the same thing. DO IT!

24. Don't allow small problems and rejections that arise throw you off and upset you. Think about the positives, and always keep focused on the big picture.

25. Have FUN! People want to be around others who are having fun, be it in everyday life, or your business. Have fun with your home based business. Enjoy yourself, and watch how many others want to be involved in what you're doing.