

MOTIVATION

Your Success is our Success

HOW TO BE LIKED BY OTHERS

You will get what you want out of life only if you are able to get along with people. Getting along with others means that they like you and will do things for you. In other words, they react positively to your personality. Your personality is nothing more nor less than your attitudes in action. It is the way you communicate your thoughts about others and yourself. Here are some pointers to remember to make your personality pleasing, one that creates positive reactions in others:

1. To have a friend, you must be one.
2. The greatest hunger that people have is to be needed, wanted and loved. Help create those feelings in others.
3. Don't try to impress others. Let them impress you.
4. Be kind to people. You can't always love them, but you can be kind to them.
5. Learn to like yourself. Others will respond to you the way you respond to yourself.
6. Be enthusiastic. Nothing significant was ever achieved without enthusiasm - including deep, rich human relationships.
7. Be positive. Positive people attract others; negative people repel others.
8. Do things to make people feel important. Write a letter. Give a compliment. Say, "Thank you." Praise. Encourage. Support. Cooperate.
9. Sticking up for your "rights" is great, but do you always have to be right? Letting the other person be right once in a while will keep friendships warm.
10. Be a good listener. You can have a greater effect on others by the way that you listen than by the way that you talk.
11. Unless you can say something worthy about a person, say nothing.
12. Call a person by name. Use it often in your conversation.
13. Communicate cheerfulness. Smile. Be pleasant. Talk about the brighter things in life.
14. Avoid arguments.
15. If you're going to make fun of someone, make sure it's you.
16. Help people like themselves. The greatest compliment someone can give you is to say, "I like myself better when I'm with you."
17. Be genuinely interested in others. Get them to talk about themselves. Ask for their opinions, ideas, viewpoints.

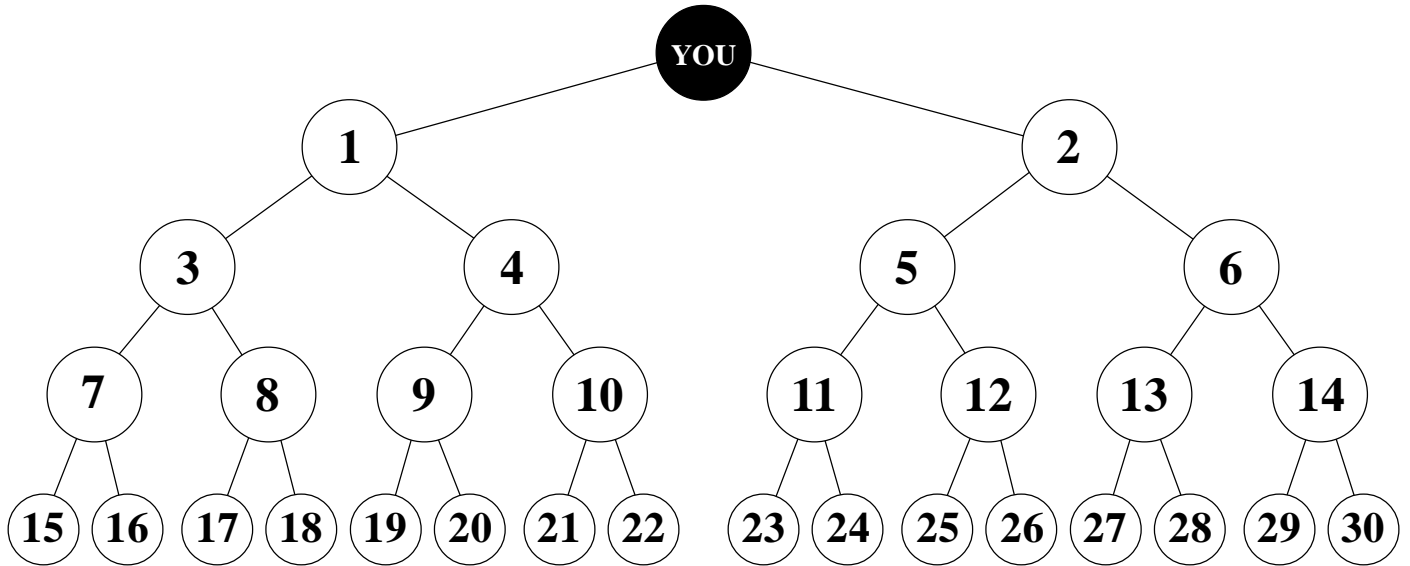
44 WAYS TO MAKE MONEY IN NETWORK MARKETING

1. **Sell Yourself First** - on the company, the programs, the services and the compensation plan.
2. Make a 100% **commitment** for at least 1-year.
3. Let everyone know what business you're in.
4. **Present the Services and Compensation Plan** to at least one person everyday.
5. Spend 80% of your business time with customers, distributors and prospects.
6. Make **"Understanding People"** more important than service knowledge.
7. **Duplicate Yourself** by training the company to be independent of you.
8. **Praise** your accomplishments.
9. **Stay in Contact with successful distributors** and ask how they did it.
10. **Be Persistent** - Only one out of 20 people you approach may be interested in the business or services. It is *Quality* not *Quantity* you're after.
11. **Lead by Example.** Never stop enrolling and training.
12. **Keep it Simple.** Make things duplicable.
13. **Conduct simple, brief, and dramatic opportunity meetings.** *You are there to motivate, not educate.*
14. **Communicate with your Group.** Make sure everyone on your success team is clear on company policy and procedures.
15. **Concentrate** on what you can do for your distributors *not on your own profits.*
16. **Listen** 80% of the time, talk 20%.
17. **Satisfy** all complaints immediately.
18. **Ask for Referrals** from all your best customers.
19. **Under Promise, and Over Produce.** Give more than they expect!
20. **Believe in the Services and Program** so much that you **KNOW** every person is going to need them one way or another.
21. Tell distributors you've enrolled that **you appreciate working with them.**
22. **Don't accept "No" for a final answer.** Approach each prospect at least 12 times per year with new information.
23. **Speak Enthusiastically** about the programs and services.
24. Don't forget your distributors, and don't let them forget you!
25. **Work on TOP PRIORITY** projects that produce the highest returns.
26. **Provide Help to Your distributors that Earn it.** Teach your downline that the best way to receive assistance from you is to *work the business!*
27. **Build your List of Contacts** daily while building your reputation.
28. **Approach former Top Producers** of companies no longer in existence. They are always open.
29. **Fit the Needs** of a prospect with the **Benefits** of the services and/or business opportunity.
30. **Subscribe** to Forbes magazine. **Read** self-help books.
31. **Do not pass anything negative downline.** Remember, anything negative goes upline, only positives go downline. Check the facts before believing *any* negative rumor.
32. **Leave all your problems OUTSIDE THE DOOR** when you attend opportunity meetings.
33. Always be **POSITIVE** on company conference calls.
34. **Expand your group nationally.** Think Big!
35. **Tell others what they're interested in knowing,** not what you think they should hear.
36. **Spend Money** only when it will make you money.
37. **Schedule** important tasks at the time of the day when you are at your best.
38. **Delegate** - do things **ONLY YOU** can do.
39. **Present and Attend** opportunity meetings frequently.
40. **KNOW THAT:** If others can do it, **SO CAN YOU!** *Challenge yourself* to be more than you think you are.
41. Use part of your **profits** to build your business.
42. Give yourself a **Reward** for reaching your goals, and a penalty for falling short.
43. **HAVE SO MUCH FUN** in your business that others will want to join you.
44. **DO IT NOW!!**

TRACK YOUR SUCCESS

Attach this form to your refrigerator or other frequently viewed site and fill it in as your business grows.

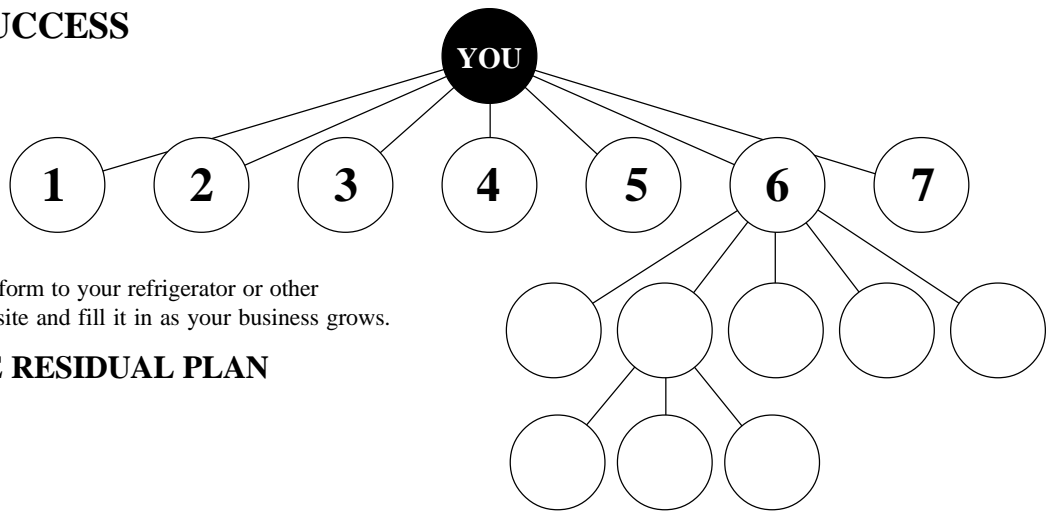
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TRACK YOUR SUCCESS



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