

FROM THE BEST-SELLER:

79 NETWORK MARKETING TIPS FOR FAST-TRACK SUCCESS



One Big Mistake That Will Cost You Money!

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Special Report: One Big Mistake That Will Cost You Money!

In this special report, we delve into one of the most important yet overlooked strategies to maximising your business potential: the art of seizing every opportunity.

This report is just a snippet taken from my book 79 Network Marketing Tips For Fast Track Success, which quickly became an Amazon best-seller and remained so for over 60 consecutive months. But this one is just too good not to share, so let's take a look at one often very undervalued point. It's an easily-made mistake that many individuals succumb to on their journey. People just like you could accidentally be editing your income by making presumptions about prospective customers and team members. Make sure you and your team understand this point to avoid costing yourself dearly. We are often more focused on avoiding rejection than on exploring the potential for growth.

Sometimes we just assume that people don't want to hear about your amazing opportunity. When we think about telling them either about the way to benefit as a customer or way to make money or money making opportunity we tell ourselves "They won't be interested" and we never discuss it with them! However, this approach can cost us thousands in missed opportunities that can have a huge ripple effect!

Now I know that not everyone wants to hear about your opportunity to either discover a new product or service that can help them or by earning an extra income. But if you are making that decision for them, you will be caught out by being proven wrong from time-to-time.

The lesson is clear:

Don't edit your income by making decisions for other people; instead, embrace each chance to share your business and achieve your potential, whilst expanding the number of people you can help.

But what's the risk?

Every time you pass up an opportunity to talk to someone about the business, deciding for yourself that it wouldn't be right for them, or that they wouldn't be interested, you have edited your income.

People will read this comment and think: "Yeah, but what if they're not interested and I am right?" – to this I say that you may well be right. You may even be right more times than you are wrong. However, what if you are wrong 10% of the time? If you pass up speaking to ten people a fortnight as you thought you knew that they wouldn't join, of whom one would have joined, that's two people per month you deny the opportunity to benefit from your products or services, make money, or both. Twenty-four potential distributors and/or customers per year.

To make matters worse, if they each only gave you two referrals on average, there are another forty-eight people you've missed out on! Don't get me started on how the numbers would exponentially explode if they were all distributors – even working on small averages, you would be missing out on significant numbers in your team. A very expensive mistake. You have essentially edited your income, even though you might have been correct 90% of the time. The outcome of this is unseen in reality, because it's pretty difficult to conceptualise the ifs, buts and maybes. Many years experience in this business tells me that I am right!

The horrible feeling when you see...

This can even sometimes manifest itself graphically when you see one of those people you chose not to ask because you thought that they wouldn't be interested at a Company event having joined with someone else!

Many people express surprise that the people they expect to say 'yes', say 'no', and those that say 'no' are the ones who they thought would be interested. There are many examples of customers who join months or years later with a different distributor to the one who showed them the products initially, quite simply because they did not know about the opportunity from their initial contact.

No for Now

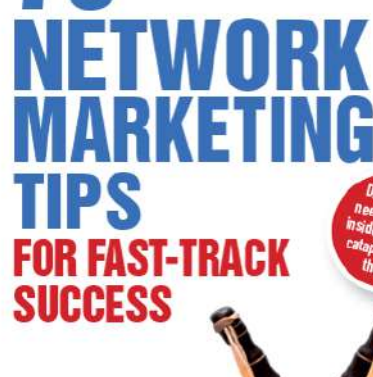
The worst thing that can happen is that someone says: "No thanks, not for me" and you can pop them on your 'No for Now'. This also ensures they'll never then be able to say: "Why didn't you tell me about this?" years down the track.

Don't get caught out – be sure to let everyone know what you do and offer them the chance to take a look – that way you'll not be kicking yourself in the future.

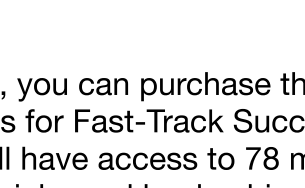
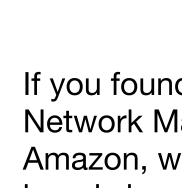
Leaders' Tip:

This is a really important message and one you should be sure to point out to your team. You won't ever win without this mindset, no matter how much you tell yourself you're right, there will always be one that catches you out and luck will doubtless mean that when it does catch you out, it'll be a costly mistake!

Available from:



Knowledge
is King



If you found this useful, you can purchase the full 79 Network Marketing Tips for Fast-Track Success from Amazon, where you will have access to 78 more hugely beneficial tips, tricks and leadership examples which are all very simple to implement.

Since launch, this book has helped hundreds of thousands of people around the world, translated into many different languages, and the feedback has been fantastic (and humbling)!