



## **50 Ways to Make More Money in Network Marketing**

*These tips from Lorrin L. Lee, Ph.D. have been instrumental in my success. I am sure you will find them useful, too.*

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1. Use the Products regularly.
2. Make a TOTAL COMMITMENT for at least one year.
3. SELL YOURSELF FIRST - on the company, the products, and network marketing.
4. Spend 90 PERCENT of your business time with prospects, distributors and customers.
5. PRESENT YOUR PRODUCTS & BUSINESS VENTURE personally to at least ONE person daily.
6. LET EVERYONE KNOW what business you're in. ADVERTISE!
7. Make "UNDERSTANDING PEOPLE" more important than product knowledge.
8. DUPLICATE YOURSELF by making distributors independent of you.
9. MOTIVATE YOUR GROUP MONTHLY by offering recognition, travel, and other rewards.
10. PRAISE YOUR DISTRIBUTOR'S ACCOMPLISHMENTS.
11. MINGLE WITH TOP DISTRIBUTORS and ASK HOW they made it.
12. BE PERSISTENT - only one out of every five or more people you approach may get curious about the business or be interested in your products.
13. LEAD BY EXAMPLE. Never stop recruiting, training, and retailing.
14. KEEP IT SIMPLE. Do things others can easily copy and duplicate.
15. KEEP IN TOUCH. Communicate by e-mail, meetings, weekly calls, and Neat System. Pass along pertinent information immediately to your group.
16. Conduct SIMPLE, brief, and dramatic presentations.
17. LISTEN 80 percent of the time and TALK 20 percent of the time. Remember: two ears, one mouth.



18. Satisfy ALL Complaints IMMEDIATELY.
19. CONCENTRATE on what you can do for your distributors and customers, not on your own profits.
20. ASK FOR REFERRALS from your best customers.
21. GIVE CUSTOMERS MORE than they expect. Everyone loves a free gift.
22. Develop at least 20 to 30 retail and/or wholesale customers. (How about Autoship?)
23. Provide PROMPT delivery service.
24. BELIEVE IN YOUR PRODUCTS so much that every person you talk to is going to want them.
25. Tell your customers how much you APPRECIATE their business.
26. DON'T ACCEPT "NO" as a final answer. Approach each prospect at least 12 times per year with new information.
27. Send customers regular promotional information. Don't forget your customers and don't let your customers forget you!
28. SPEAK ENTHUSIASTICALLY about your business and your products. Enthusiasm SELLS!
29. Work on TOP PRIORITY projects that produce the highest returns.
30. BUILD YOUR LIST of contacts daily while building your reputation.
31. Aggressively recruit TOP PRODUCERS from companies that go out of business.
32. Fit the NEEDS of a prospect with the BENEFITS of your products and/or business venture.
33. ORGANIZE YOUR FILES so you can locate any piece of information in 30 seconds.
34. Use VOICE ANSWERING and return all calls within 24 hours. Use cellular phone for best service.
35. Set daily, weekly, monthly and yearly GOALS and do WHATEVER IT TAKES to achieve them.
36. SUBSCRIBE to Network Marketing Publications. Read self-help books.



37. LISTEN to cassette tapes and watch videos on Networking tips from top income earners.
38. DO NOT PASS negative rumors downline! Check your facts.
39. EXPAND your distributorships worldwide! Think BIG!
40. TELL OTHERS what they're interested in knowing, not what you think they should hear.
41. INVEST MONEY on things that will make you more money.
42. SCHEDULE important tasks at the time of day when you are at your best.
43. DELEGATE and do those things only you can do.
44. READ BIOGRAPHIES of successful people to be inspired by their lives.
45. PRESENT business venture meetings and trainings regularly.
46. Plow your PROFITS back into building your business.
47. KNOW THAT if others can do it, so can you! Challenge yourself.
48. Give yourself a REWARD for reaching your goal and a PENALTY for falling short.
49. HAVE SO MUCH FUN IN YOUR BUSINESS THAT OTHERS WILL WANT TO JOIN YOU!
50. DO IT NOW!