



Winning Big in Network Marketing

Network Marketing has produced some fabulous profits for people from all kinds of backgrounds over the years. More and more people will be big winners in this industry in the years to come. Thousands of people are making \$100,000 a year or more, people just like you and me! Although the big income producers distribute a variety of products and services, and work for many different companies, they all have several qualities in common.

THEY TALK ABOUT THEIR COMPANY AND THEIR PEOPLE and then (and only then) about themselves.

YOU HAVE TO SEEK THEM OUT. They are too busy doing the business to be famous.

THEY ASK MORE QUESTIONS than they give answers.

THEY ONLY WORK ONE PROGRAM and they have for years. ONLY RIDE ONE HORSE.

PEOPLE ARE THE MOST IMPORTANT THINGS in their lives.

THEY COULD EASILY RETIRE, yet some work more now than before and enjoy it more!

THEY ARE ALL VERY BRIGHT, but very few are brilliant.

THEY ARE ALL VERY CARING.

THEY NEVER "RECRUIT". They only ascertain whether a prospect is the right person, whether this is the right opportunity for that person, and whether now is the right time to become affiliated with your company. They sort and sponsor.

THEY MOVE SLOWLY AND DELIBERATELY and they never seem to be in a hurry.

THEY ARE ALWAYS ACCESSIBLE. They are very good about getting back to you all the time.

THEY NEVER FRONT LOAD or PUSH for excessive inventory.

THEY FOCUS ON THEIR PROSPECT'S GOALS and aspirations then create a fit and a specific action plan.

THEY ARE USUALLY NOT "SALES TYPES".

THEY ARE VERY DUPLICATABLE.



THEY ARE EARNING A VERY HIGH INCOME.