COACHING | INDUSTRY | LEADERSHIP | MONEY | PERSONAL DEVELOPMENT | SALES | SKILLS

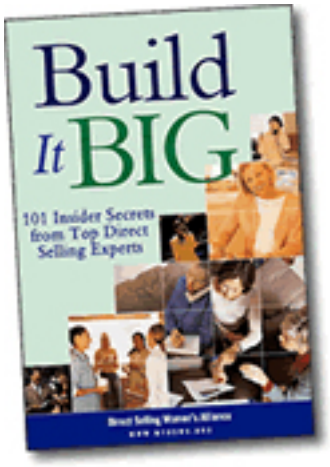
Build it big

101 insights and practices on how to grow your direct selling business, shared by industry experts who don't just talk about success – they live it.

by **The Direct Selling Women's Alliance**

paperback book

1400 words | 4 pages



> *It's a treasure chest of advice for beginners and the experienced alike with solid and well-written information, success (and failure) stories and action plans. As I develop my team I consider this required reading.*
>
> *If you read this book and follow the advice given, there is no way your sales and recruiting won't improve. If it doesn't, it's not because of something that was written in this book!*

These two snips from reviews on Amazon.com don't say it all about the

value of this book, and "treasure chest... required reading..." and "there's no way your sales and recruiting won't improve" do go right to the heart of the matter. The people of the DSWA has indeed produced an excellent book, brimming with how to and why to and who to training and ideas from been-there, done-that experienced direct sales pros. The stories are warm and inspiring, the strategies and shared secrets pure gold. This is one of the top 10 books ever offered on network marketing and direct sales success.

"Build It Big," say the editorial notes, "moves beyond the out-dated business practices that no longer work in today's changing world and speaks to the essence of your success by offering an enlightened perspective of every facet, from getting started to building a team and then coaching them to the top." Refreshing? Sure, and true, too.

Here's a look at the **Table of Contents**:

Chapter 1 - Starting Your Direct-Selling Business
Chapter 2 - Booking and Coaching Your Hostess
Chapter 3 - The Art of Selling
Chapter 4 - Sponsoring and Building Your Team
Chapter 5 - Coaching Your Team
Chapter 6 - Developing Leadership Skills
Chapter 7 - Managing Business Finances
Chapter 8 - Integrating Home and Business
Chapter 9 - Building Through Technology
Chapter 10 - Strategies for Success

The list of contributors in *Build It Big* truly is a who's who of super-successful network marketing, direct sales and party plan leaders, teaching you how to: Select, grow and manage a home-based business; Find more customers and keep them life; Locate, train and coach your next superstar; Juggle the demands of a full and exciting life; Rejuvenate your business and enjoy greater profits; Develop confidence in yourself and your business; Confidently lead your team to greater success and more.

It's a great book! I highly recommend it.
— John Fogg

About the Author
The Direct Selling Women's Alliance (DSWA) is the first professional organization focused on the independent direct seller. Blending training, support, resources, and community for their entrepreneurial members, DSWA serves as a hub for proven advice, tips, and high-quality reference materials. With some of the most influential, well-known, and experienced industry professionals, DSWA develops products and programs to empower the direct selling community. The DSWA Area Chapter Program connects direct sellers throughout the world.

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To learn about the how to receive $850 in free bonuses when you order the book, click our affiliate link here: BuildItBig

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