

COLUMN

Expect Miracles

He said, she said...

Let's dance together with awareness and mindfulness while really listening to the whole spectrum of 'music' being played by men and women.

by Mary K Weinhausen

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"Hey, Mary K, can you give me Luke's contact information?" was the question coming from my brother-in-law one afternoon in the fall of 1995.

He was trying to track down my oldest son who had left home for the Marine Corps in early June. "Sure", I said, "What's up?"

"I just heard about this thing, I think he might want to take a look at it."

Alright, I thought, a bit cryptic but I'll bite, "And what 'thing' would that be?" I asked curiously.

"Well, I don't really know much about it", said Tom, "But it sounds like we could make a lot of money at it and I think he might want to take a look."

Now *that* piqued my curiosity so I said,

***"Hey, I want to hear more about it.
I'm always interested in making
money. What do you have to do?"***

Tom replied a bit impatiently, "I really don't have it all clear yet and I just want to talk to Luke. It's something about setting up a business of your own and making money helping other people set up a business for themselves, too."

At this point I started wondering if he was reading the back of a comic book so I said, "Alright, Tom, what are you selling here?"

"What?!?"

"Well, there must be a product of some sort. If this 'thing' is legitimate it could even be a good product. So... what is it?" I asked patiently, pondering the enthusiasm of this grown man over something he claims to have no knowledge of.

"Yeah, yeah, yeah... there's *something*, I don't know anything about *that* but I guess some people are saying it's good. But that's not the point of my call", he quickly replied, "Just look up Luke's address and I'll stop by later for it."

"Okay", I said, rolling my eyes, "but find out something about those products and please get back to me about them"

Amazingly enough, this was my introduction to network marketing!

I ended up joining the company he was calling about but only after educating myself about the *products* as well as the opportunity, and that includes personally using the products for a period of time.

I share it as it highlights a couple of things I've noticed repeating themselves over the years since—

First, that the new distributors' enthusiasm is often the only thing that carries them in the beginning...

and second, men really do approach things differently than women!

Let me state clearly, as do the women in this current issue of TheNetworkMarketingMagazine.com, *nobody is wrong here*, men and women just tell their stories differently!

He says, "Sponsor more people."

She says, "Share more products."

He says, "This business is about to *explode*!"

She says, "This business will make lives so much *easier*!"

I say, "HURRAY!" With the awareness that men and women focus on different aspects and use different verbiage we can finally come together in a far more powerful way. A way that might allow us to '*explode*' this industry *easily*!

***By bundling the masculine logic
with the feminine feeling we
stand to move more efficiently
down the path of relationship-
ping, friendshipping, partnership-
ping and leadershipping that so
naturally builds powerful and
empowering organizations.***

Women and men— none of the individual components is right or wrong. However, the dynamic dance between the two is required for the most fruitful balance... in business and in life!

Let's dance together with awareness and mindfulness while really listening to the whole spectrum of 'music' being played by men *and* women.

Maybe then we'll all see a new answer to the question:
"Is your network marketing?"

~~Mary K

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EXPECT MIRACLES!



The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and vision. It gives me reason to invite people to share— from their heart— early in our relationship.

I love this because sharing dreams and clarifying vision puts us together in an energy that feels so good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!

— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammarskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."

— JMF