

Don't wish MLM was easier, wish you were better!

How can you become better, considering people are your inventory? You must learn to work with the way it is, and not attempting to fight that which cannot be changed.

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The reality is **YOU CAN BECOME BETTER**, more skilled, more value focused, a better communicator, more disciplined, more scheduled, and so on and so forth. The business is not going to become any easier because we are dealing with people!

Our real product is people. I have heard it said once that

man as an individual is very unpredictable; man in the masses is very predictable.

Knowing this, you should develop your business around this truth.

Everything is about understanding people, the way they think, and building your systems to stack the odds in your favor. Will every system work perfectly, every time? Of course not! If it did, there would be no money in our type of marketing structure. This business pays for consistent solid, long term performance.

You must understand when you are frustrated, it's nobody's fault but your own. The truth is, that ALL frustration in our business

comes from the fact that we can't make people do that which we want them to do.

Read that statement again!

The only person's actions we can control are our own! We must consistently, daily, weekly and monthly market our product and business model. We cannot control who joins, who doesn't join, who buys or doesn't buy. We just need to focus on stacking the odds in our favor and let the chips fall where they may.

The truth is, you have a number! **For you to accomplish what you came into the business for, there are X number of people you are going to have to expose to our product and opportunity before your reasons become a reality. PERIOD, END OF STORY— IT IS A NUMBERS GAME!**

You can't control who does or who doesn't; the only thing you can control is how many people you are personally exposing on a daily, weekly, and monthly basis.

I have heard it said that you must learn to discipline your disappointments. I believe you must learn not to be disappointed by the actions or lack thereof, of other human beings. We are all looking for the right people at the right time in their life! **The only person's actions we can control is our own!** To let other people's actions steal your peace of mind is ludicrous.

You don't need to learn how to be a better closer,

***you do need to learn to always
ASK FOR THE SALE!***

But if you close someone in the business will they ever do anything? “**A person convinced against their will is of the same opinion still**” NO! You will have to beg them to make their list, encourage them to contact their list, and you will spend a lot of time and energy trying to get people to do something, they don't want to do, in my opinion it is simply not worth it. Your focus and peace of mind is too valuable to be interrupted by non productive people who refuse to take their financial future or their health seriously.

This business is FUN when you are working with people who want it!

People do things in life for their reasons, not ours! That is why it is so important for you to help people establish their reasons in the beginning.

Until they know why, the how doesn't matter!

I am constantly seeing associates within this industry trying to fight the odds, and common sense. They are constantly looking for the magic fu fu dust that will dramatically and instantly create success in their organization and propel them to the top of their company. Ladies and gentleman, there AIN'T NO FU FU DUST!

Success comes from working duplicatable systems that STACK the ODDS in your favor and spending some time daily working towards your goals (reasons)

You must learn to work with the way it is, and not attempting to fight that which cannot be changed.



Dale Calvert started his first business from his parents home at the age of 14. For the past 25 years he has been supporting entrepreneurs and marketing professionals with some of the most powerful training programs in the industry.

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