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It is the best of times and the worst of times for young network marketers

*I believe that when a young person becomes **successful**, it is **easier** to do the business and attract people.*

by **Dale Calvert**

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There is nothing more exciting to be than to have the opportunity to speak at training events around the country and see large numbers of distributors who are 30 and under in the crowd!

Personally, I was fortunate enough to find and get involved in the network marketing industry at the age of twenty. I feel like I understand the emotions, aggravations and frustrations that young people go through in our industry.

> ***You must understand* that your age doesn't have as much to do with the aggravations as you think it does.**

*The #1 frustration **ALL** network marketers go through is not being able to get people to do, that which we want them to do!*

The number one doubt facing young people is; will it ever happen for me? Am I wasting my time? Are there other things I should be doing with my life and spending my time on?

You have to understand, if you are willing to do what is necessary, namely **get through the numbers,** IT WILL HAPPEN FOR YOU! You must be willing to prospect on a daily and weekly basis and you must master how to create leads within your local area.

The name of the game is sorting through people.

Amateurs try to convince, professionals sort.

You are simply looking for the **right people**, at the **right time** in their life! The more prospects you go through on a daily, weekly, and monthly basis, the more people you will find at the **right time** in their life to get involved with your business.

Age doesn't matter, it is all about timing.

The right people *will look past your age and to the opportunity!*

Please re-read that statement The **RIGHT PEOPLE** will look past your age and to the opportunity! Over the past 25 years I have heard hundreds of testimonies from successful network marketers in dozens of companies that go something like this…

- The kid used to work for me, now he was driving a Viper, I had to see what he was doing
- The girl used to go to school with my daughter and five years out of high school she is buying a new home in my neighborhood. I heard she was paying cash for it and I still had a mortgage, naturally I had to find out what she was doing.
- I was coming home from another long week on the road, when I met this young man in the airport on his way to the Super Bowl. When I asked what he did, he said he didn't have a job! Your darn right I was going to watch the DVD he gave me.
- And on and on and on.

I believe that when a young person becomes **successful**, it is **easier** to do the business and attract people. Your age can become your biggest asset, the number one thing that draws the corporate burnt out 40 something's to your organization.

So don't play with the business, if you are going to do it. Do it as quickly as possible and get it over with.

Success is numbers. **Become a master at getting though the numbers and success is GUARNATEED!**

Yes, I said guaranteed! One of the turnarounds for me was when I realized I couldn't fail. Jim Rohn taught me though audio, that the LAW OF AVERAGES would work for anyone, including me. When I made up my mind that I was willing to go through the numbers to reach my goals, everything changed.

I always knew this intellectually, but I never got it grounded in my heart and soul until I heard Jim Rohn. Years later I had Mr. Rohn come and speak for our organization and share his LAW OF AVERAGES & 3 BASIC LAWS TRAINING, It was awesome! By the way you can get a copy of the training in our EBay Store at http://stores.ebay.com/Network-Marketing-Support and I highly recommend it.

A WORD OF WARNING!

I believe that single minded focus is one of the most important factors of success.

In today's world there are more distractions than ever before. Everyday your inbox is full of the latest and greatest opportunities. As a young person you have grown up with constant mental stimulation from video games, Ipods, educational CD ROMs, and the list goes on and on.

So find an upline mentor that knows what they are doing and **master their system**. If you are not fortunate enough to have a great upline mentor, hire a coach with a **PROVEN TRACK RECORD**, it will be the best money you ever invest and cut years off of your training curve.

You have to get focused and stay focused. You must be talking to NEW prospects daily, weekly and monthly. You can not get wrapped up in who buys, who doesn't buy, who joins or who doesn't join! The Law of Average and Timing will take care of that. You just have to focus on keeping your funnel full of fresh new prospects.

If you are willing to get through the numbers, SUCCESS IS GUARANTEED!

Dale Calvert started his first business from his parent's 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.

www.MLMHelp.com is Dale's Catalog site featuring training articles, quotes and poems, MLM greeting cards, and more. This is where you can subscribe to Dale's Top Rated Ezine.

Dale Calvert is a 25 year marketing professional. A directory of Dale's websites can be found at http://www.DaleCalvert.com. His new course will teach you 21 Ways to create leads in your local market. You can get all the details at http://www.LocalMLMLeads.com