PERSONAL GROWTH | RELATIONSHIP

Are You Crazy?

A unique perspective on Network Marketing from a 29 year old farm kid

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You're in one of those things? How many of you reading this right now, have ever heard that one… regardless of what age you may be? If you're like me, when you hear something along those lines, many different emotions are stirring up inside of you. Anger, nervousness, fear, frustration, doubt, excitement, and what one of my mentors, Don Garrison refers to as, "The Burn."

Well, I'm here to tell you, if you're reading this, and thinking you're the only one that's ever heard that... think again. We are all in the same boat on that one. How many of you, when you've been out talking about your Network Marketing business, have ever heard someone say something along the lines of, "Yeah, I've heard all about those *things*, and I was told that if it sounds *too good to be true, it probably is*." My response to whoever said that would be, "Well, whoever told you that probably hasn't achieved much in life." What's happening with this great industry, Network Marketing, is definitely TRUE, and like my friends from Arkansas say, "It just keeps gettin' Gooder and Gooder!"

I know there's a lot of Baby-Boomers out there in the industry today, and many of them are wondering how to talk to 20 year olds. One thing I've learned and I know that I'm just getting started in Network Marketing (I've been in the industry for just over 3 years), is that –

> **Listening to what the other person is saying is the big key in knowing what they're wanting out of life.**

When I first got started with my business, I was so excited; I was telling all my friends about the vehicles, boats, motor homes, etc. that I was going to have. I had a bad case of what a good friend of mine, Les Whitaker, commonly refers to as "diarrhea of the mouth."

> ***It took me quite a while to learn that if I'd just follow the simple, duplicatable, SYSTEM, that our business had established, everything would work out fine, the way it's supposed to.***

I would spend way too much time trying to talk someone into the business, instead of letting the *SYSTEM* do the sifting and sorting for me. Then, when it was obvious they weren't interested, I'd keep bugging them, instead of leaving them alone, and finding the few that wanted to do the business.

Today, I see too many people, especially my age, get into the business, and they're all excited... ready to eat nails and spit bullets. They go out, get a couple *No's*, and then you can't find them anymore. It's sad but true. Their best friend told them No. Their brother-in-law, who's smarter then they are, laughed at them, then went and told the whole family, plus all his/her friends, what he/she was doing, and then they're done. Well, that's what happened to me, but I'm here to tell you, when you have a Dream that's big enough, it doesn't matter what they say to you, just push on through all that, walk away, and be thinking to yourself, "You Just Missed Out on the Easiest Opportunity of Your Life... You Lost." I got that statement from Don Garrison, one of the true masters of the business that I'm in.

Today, 20 year olds are looking for too many things in life. Most of them have just graduated college, are married, and already starting a family. They think they have the world by the tail, but what they don't realize is that they're in the beginning stages of what, Robert Kiyosaki, refers to as "The Rat Race." They don't see it yet, and it might be 5-10 years or longer, until they see what's going on. So, when you talk to people in this

age group about your business, and they look at you like you have a third eyeball, laugh at you, and stick their nose up in the air, like they know what's going on, just smile, and say, "Hey, you're my friend, I just thought I owed it to you to at least share with you what I'm doing.", and move on to the next one.

Like I've heard said many times in this industry, it's all a numbers game. Some of us might talk to 10 people, and 5 will join our business, whereas, some might have to talk to 100 or more, just to find 1-2 good ones. My thoughts are... are you going to hang in there until it happens for you?

In my opinion, the biggest factor in keeping someone in the game long enough, until it happens for them is... Personal Growth.

Most people my age think that means having a gut that's big enough that it looks like a "spare tire" hanging over your belt.

When I first got started in Network Marketing, and was at my very first National Event for the company that I'm with, I heard one of my true mentors in the business, Robert Fason, say a key statement. That statement was something along the lines of, "He had to become a millionaire in his mind, before he could be a millionaire in his pocketbook." That spoke volumes to me, and from that point on, my pen has been on turbo at every event I've been to, because all I used to read before Network Marketing, was the sports section, now I can't wait to get my hands on the next book by authors like, "John Maxwell, Jim Rohn, Chris Widener, Brian Tracy, John Milton Fogg" and many others.

Personal Growth is something that has to be done a little bit every day. The amazing thing is, once I started to change my attitude, several of my friends started to notice, even though I didn't think they did. It's amazing how people react to you, when you're flat-out excited all the time.

Keeping a Focused Mindset is so key in this business, especially

for someone my age, but really for anyone.

That's why I've heard it said so many times, from the top leaders in the company that I'm with, that you have to first know *WHY* you're doing this business. Then, you have got to make yourself a *Dream Board*, with whatever it is you want in your life, on it. Remember that *WHY* when times get tough, and let me tell you, they're going to get tough. Also, look at that *Dream Board* everyday. Find yourself a couple *mentors* in the business that you're in. Call them up, and tell them that you want to be where they're at, and be ready to listen. Do everything that they say to do, and just follow in their footsteps.

I love this industry, Network Marketing, more everyday, because just the thought of having control of your own life, is exciting! Isn't it! I really believe that this industry is going to change this entire country, and for those of us that really go to work over the next 3-5 years, are going to be able to take care of our families for many, many generations to come.

Just remember, don't ever let anyone tell you, that you can't do something.

You can have, be, do whatever it is that you want in life.

So, dream big, be willing to go through the *Personal Growth* that's required to get you towards your Dreams & Goals, and you'll be so successful in this business, and in every other area of your life, it'll scare the socks off you!

I'll leave you with a quote from one of my very favorite people/mentors, Donald Trump, and that is, **"To Be a Winner, You Have to Think Like a Winner."**

Let's get out there in this great country of ours, and see how many lives we can change! Remember, there are people that you know, right now, praying for something in their lives, and you have just what they're looking for, so, call 'em....What are you waiting for?

I look forward to talking to you all again, very soon! God bless!

Chad Bumgarner is a 29 year old from Strang, Nebraska (Population...32 people). Chad is currently working on their family farm with his father, Tom, but has big plans for his Network Marketing business, along with several other projects that he's working on.

Chad's original Dream Job was to be on ESPN's College Football Gameday crew about 7-8 years ago. He got a job working at HuskerVision at the University of Nebraska, and was there about two months. After a detour, and going back home to help out on the farm, he thought he made one of the biggest mistakes of his life. As they say though, when the good Lord closes one door, another one opens. Chad had been home for about six months when he over heard some friends one night, talking about their Network Marketing business. He went to their house the very next night, to take his first look at their business, and his life hasn't been the same since. That was over three years ago.

Today, Chad is so excited about what he has his hands on he can't imagine his life any other way. Chad's current plans include taking the Network Marketing business that he's in, to the highest level, and helping as many people as he can along the way. Chad is currently single, but can't wait to share his exciting life with the woman of his dreams. An aspiring author, Chad has plans to write his first book within the next couple of years. Stay tuned!