

Commitment and Action

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"It was character that got us out of bed, commitment that moved us into action and discipline that enabled us to follow through." ~Zig Ziglar

Whenever someone gets involved in Network Marketing, we know as sponsors that we need to bring them to Commitment.

We also know as sponsors that we cannot achieve that until we strengthen their belief (i.e. belief in themselves, the Company, the Products, the possibility of achieving their dreams). Belief in oneself is usually the biggest obstacle (the Company usually has a track record as do the products) we face, so what do we do to get our enrollee to believe in their own ability?

As you train and develop your new Team member, we all hear new enrollees asking us the "What if" questions. It is in the way you answer them that will either build belief or weaken belief. Listen carefully to those "what if" questions as it gives you insight into their personality and character. It provides the knowledge for you on where they stand in thinking they can or cannot and identifies attitudinal and behavioral factors that will lead to their success or lack of it. Nothing can be done without hope or confidence. These early discussions are necessary to build hope and confidence in your new Team member.

We all know that trying to build/operate a sales organization without total commitment is like trying to drive a car without fuel. We each have sponsored someone who just “never gets started”.

The most important single factor in individual success is COMMITMENT. Commitment ignites action.

To commit is to pledge yourself to a certain purpose or line of conduct. It also means practicing your beliefs consistently. There are, therefore, two fundamental conditions for commitment. *The first is having a sound set of beliefs.* There is an old saying that goes, “Stand for something or you'll fall for anything.” *The second is faithful adherence to those beliefs with your behavior.*

Possibly the best description of commitment is "persistence with a purpose".

There's a difference between interest and commitment. When you're interested in doing something you do it only when circumstances permit (sound familiar?) When you're committed to something you accept no excuses, only results. Commitment to results is largely determined by how clear priorities are, what actions get rewarded, and what risks are being taken to improve intended results. We all know the most powerful weapon on earth is the human spirit on fire. This can be built within each team member through small consistent steps that build their belief.

Commitment to people is largely the product of treating people with respect, challenging them, and giving them effective feedback on how they are doing.

When you look at true leaders in Network Marketing, they may have started by dabbling, but once they made the commitment, their blood has that particular thing in it, and it's very hard for people to stop them. They

don't wait for someone else to make their life terrific. They know it's their job.

We all know the price of success: dedication, hard work, and an unrelenting commitment to the things you want to see happen.

Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.

On careful inspection these Leaders are found to be individuals who hold firmly to a simple set of commitments, usually grounded in beliefs such as "the best product money can buy, or the highest possible customer service". It is the strength of these commitments, religiously followed, that led to their business success.

Day to day, commitment is demonstrated by a combination of two actions. The first action is called **supporting**. Genuine support develops a commitment in the minds and hearts of others. This is accomplished by focusing on what is important and leading by example. It is not uncommon for people to be either confused as to what is important, or lose sight of it over time.

Supporting means concentrating on what adds value, spotlighting what's working, and rewarding others who are focusing on what is important and leading by example.

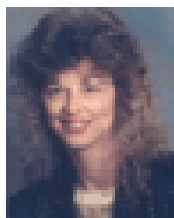
The second action underlying commitment is called **improving**. Improving stretches our commitment to an even higher level.

Commitment means a willingness to look for a better way and learn from the process. It focuses on eliminating complacency, confronting what is not working, and providing incentives for improvement. The spirit of improving is rooted in challenging current expectation and ultimately taking the risk to make changes. These changes are based more on optimism in the future than dissatisfaction in the past.

Fortunately, paying the price that commitment commands has payoffs worth the cost - a reputation for integrity and, even more important, the commitment of others in return.

***Commitment is a two-way street.
You only get it if you are willing
to give it.***

"Individual commitment to a group effort – that is what makes a team work, a company work, a society work, a civilization work." ~Vince Lombardi



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