PROSPECTING | RECRUITING

Ask NOT what network marketing can do for YOU ask what YOU can DO for network marketing

You'll want to serve others and at the same time help people to understand that they must earn your valuable time.

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1608 words | 6 pages

We have all heard that Network Marketing is about building relationships!

> ***It really is more about other people and helping them get what they want.***

When you stop seeing it as a cash machine and instead start to think more about how to serve other people something remarkable begins to happen.

People begin to seek you out. In other words, taking a servants attitude. Think about what you can do to help other people. Believe it or not this is also a smart way to really find out if someone is right for your business.

You may have heard Zig Ziglar's famous saying, *"You can have anything you want if you help enough people get what they want!"* This is our motto in Network Marketing!

Does it feel like sometimes all you do is give, give, give and it seems that nothing is coming back? I can relate and want to assure you that with patience, persistence, consistent efforts and genuine caring for people all of a sudden you'll start seeing more people starting to contact you. You'll begin to form relationships with them which eventually become a very solid foundation in which you can begin to build your fortune on at the same time helping them to build theirs!

Building strong relationships is also possible to do by meeting and connecting with people you meet through the Internet.

I know because I've done it very effectively in the last eleven years building a solid career in Network Marketing online.

What I've seen and heard many people do is sign up a lot of people in their programs online and then never really have any other form of contact with them after this initial sign up process. There's no real long term relationship built.

What that means is no one ever speaks with them on the phone or meets them in person. I have been able to form relationships online because of constant contact via email, the phone and have even met people in my Network Marketing business at events around the country. This really helps people get to know you when they meet you in person. Strong bonds can be formed and lasting friendships made. It solidifies the relationship and that can create a business to last a lifetime.

Networking can be a lot of fun when the genuine purpose is to get to know people.

When meeting people on the Internet or off the Internet, find out what they are interested in before you go babbling on about your company, products, and business opportunity.

After all, some people believe it or not, may not be interested in your fabulous company or your great products until you show them that you genuinely care about them and find out if they are in the looking zone. They might be in the middle of a huge crisis in their life and the timing just may not be right for them.

I'm not talking about getting into the Mother Teresa syndrome or turning your business into a welfare line. I'm talking about being compassionate.

You can do this by listening very intently to find out where a person is in their life and then see how you can serve them. Sometimes they could be having so many personal problems that you just have to move away from them. So listen carefully and then determine if they are ready to help themselves first.

No matter what a person's situation though they still may not be interested in what you're doing and that's perfectly ok, it's nothing personal! The important thing is to be respectful of their decision and where they are in their life at this moment and to realize they are just not in the looking zone right now.

Remember that timing is everything!

Just stay focused on them, find out what they want and stay in touch periodically to see how they are doing and how things have changed in their lives.

Also keep in mind that owning a business will not be for everyone. Not everyone will have the determination it takes to be an entrepreneur so try not to beat yourself up to much if someone isn't as entrepreneurial as you or have a desire to change and move in the same direction.

If someone gives any indication that they think they will get rich very quickly or that you are going to do all the work for them then they just may not be cut out for the hard work and dedication that owning a business demands on your time. Most people do start out part time so it's important to find what sort of time limits they have for building their business.

Focus on finding the right people who are positive and stay clear of the whiners and complainers. Spend your time and energy on the positive ones and make sure they deserve your time. Grandma used to say "You would complain if you were hung with a new rope"! My grandma was a

very wise woman! You'll want to serve others and at the same time help people to understand that they must earn your valuable time.

So how do you find out if what you're doing is right for someone you meet through the Internet or in your local day to day environment?

By asking plenty of questions!

Ask what you can do for THEM and then really listen to see if they are someone who would be a good partner for your business and find out what they plan to do. Asking questions also leads to more questions until you get to know one another a bit better.

Your job as a good sponsor is to be like a detective, sort of like Columbo. You are the bridge that will help to get them where they want to go. Your responsibility as a good sponsor is to always have their best interest at heart. You are the bridge not the wheelchair! They've got to be willing to walk over that bridge with you by their side.

Find out what they do for a living. What are their hobbies? Are they satisfied with their life the way it's going? What would they like to do? How would they like to change their life? What's important to them? Where do they want to be in the next 5 years?

What have they done so far to move closer to their dreams and goals? Do they have a vision and what is that vision? If they do great, if not help them put their vision down on paper. If they keep doing what they are now will they reach their goals?

Are they coachable? Are they positive about life? Do they have a desire to help others too? Do they want to learn and grow or just stay where they are? Are they willing to do what it takes and stay the course no matter what? How do they feel about being a good sponsor?

Find out if they have experience in Network Marketing and if so find out all about it. Ask them what their thoughts are about the industry. Were they successful in the past and if not find out what they feel was the reason they didn't move forward and if they were what did they do to reach that level of success. What do they need to move to the next level? How can you help? Are they willing to help you too?

Let them know you're looking for ambitious, outgoing, friendly, positive people who want to change their life for the better.

Does that describe them?

Here are some other questions to ask when making connections and networking with people you meet online and offline:

What attracted them to this opportunity and to Network Marketing? What sort of business are they looking for? Do they have experience in direct sales, network marketing, or have they ever owned a business? Ask them if training and support are important to them. Are they a team player?

What is their time table for taking action? Do they have a budget in mind to start their business? How much time are they willing to commit to their business during the week? Are they coachable? How do they see themselves building their network marketing business and why do they want to start their own business.

Sometimes people may not show an interest in your company or products but they may just be interested in YOU when you show a genuine interest in THEM by asking not what Network

Marketing can do for YOU but what can YOU do for Network Marketing!

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'Success is not counted by how high you have climbed, but by how many people you brought with you.'

Sue is a wife, mom, career Network Marketer and Internet Marketing Coach who has been earning an income from home online since 1996. She teaches others how to make connections for profit. She is also a public speaker and published author of numerous print and electronic articles as well as coauthor of the book 'Build It Big: 101 Insider Secrets From Top Direct Selling Experts'.
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