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Monkey See, Monkey Do

Follow the System

by **Chad Bumgarner**

881 words | 4 pages

"Can I really do what they're doing?" That's one of the first questions that kept running through my mind, when I was at my first big event for the Network Marketing business that I'm in. Sometimes even today, I wonder *on occasion*, if I can be one of the *top money earners*, in my business.

In my opinion, **Training** is extremely important in anything you do in life, especially in Network Marketing. Yeah, I know, you can get all the training in the world, and if you never *take action*, nothing will happen… and that is correct!

> ***The problem with many people that are brand-new to Network Marketing, or even for those that are "burned-out" from a previous business they were in, is they need the proper training in order to be successful.***

Have you ever wondered in your mind, why so many people out there call what you're doing a "get rich quick scheme"? Then some of them join your business and get mad when they don't make money right away! If you're one of those people that think about things like that… join the club. Like Jim Rohn says, "I wouldn't sign up for that class." As we've all heard many times...we live in an *instant gratification* society, and the vast majority of people are like a fast-food restaurant...they want it now!

I absolutely love this industry of Network Marketing, because it teaches you many things:

1) How to read people
2) How to work harder on yourself, than you do on your business, or anything else (this one right here, in my opinion, is where most people don't *get it*)
3) The importance of following a simple, duplicatable system
4) Delayed gratification
5) The Joy of Being around "positive-minded" people on a daily basis

One of my mentors in this industry, Dean Marsh, from Kearney, Nebraska, has taught me many things! Training is essential in Network Marketing, but like Dean says is, many people get overly trained, then think they're too smart for the *system* that they're supposed to be using, then they attempt to do things their own way. Dean's best comment towards that is… "Then you have to be smart enough to be dumb again."

> ***What he means is, continue to follow the simple system that your business uses and you will be successful.***

The Importance of Training is to learn how to become better at using the system, more efficient with your time, and how to work *smarter, not harder!*

There's a great book out there right now that is absolutely awesome in helping people understand this industry better, and it talks quite a little about *The Importance of Training*. That book is entitled, "***The Business School-Second Edition***" by Robert Kiyosaki.

Remember, the person you'll be in five years will be directly dependent upon 3 things:

1) The Books you Read
2) Audios you Listen to
3) People You Associate with (most important)

As I'm sure many of you reading this have heard the top money earners in your specific business say, "*If you do what we've done, you can have what we've got!*" Stay plugged into all the great training this awesome industry has to offer! Not just for your business, but to make you a better person for your whole life! Read everything in this great online magazine & give "George Madiou" a shout & tell him & everyone that's responsible for this great training/learning tool… thank you!

Dream Big & go after whatever it is you want in your life! Remember… "You Only Live Once!" Make 2008 the best year of your life! Talk to you next month!

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!