

You Have Got to be Kidding Me

What in the World is Wrong with That Person?

by **Chad Bumgarner**

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Why did she do that? What's he thinking... you can't get away with that?!
Why does he get all the ladies, when I can't seem to even get a date?
How did she get to the top of that company so fast?

Have you ever had thoughts or questions, such as the ones above, run through your mind? I know I have and I've now realized to remember what **Jim Rohn** says... *"I wouldn't sign up for that class!"*

***We're all human (well, sometimes
I wonder about certain people)
and that means that we each
have our own Personality Style.***

I really love that about people, otherwise, how boring would this world be if we were all the same? Yeah, I know, there are just some people that you can't and probably won't ever understand. That's why I love Network Marketing and continue to work harder on "Personal Growth" everyday. It's something about figuring out what makes people "tick" that's very intriguing.

Have you ever observed someone from afar and wondered why they acted the way that they do, or had some preconceived notions about that person, until you actually sat down and got to know them? I've been there several times and once I got to understand that person and their personality, I could start asking them questions that would make them walk right into my business. Some of what you're reading here may not make any sense to some of you, but for others, I know you're thinking the same way I am. You've always had these thoughts in your mind and wondered who you could talk to about them, without everyone you know thinking you've lost your mind.

That's one of the biggest challenges in Network Marketing, in my opinion...

Understanding where your prospect is coming from & finding that "hot button" to where you can introduce them to your business and change their life forever!

Here's just a sample of some of the kinds of *Personalities* that I've come across:

- 1) Care-Free
- 2) What's Wrong with the World? (Everything bothers them)
- 3) Brain-Dead (I know you know what I'm talking about here!)
- 4) Open-Minded (We all know this one & aren't they fun to come across!)
- 5) Laid-Back
- 6) Extreme Focus (Personally, this is the one I'm Wanting to Be)

There are many out there, and these are just how I've interpreted some of them.

I think one of the best all-time classic books to read, that can help you better understand people is, "*How to Win Friends and Influence People*" by Dale Carnegie. This book is referred to by all the top money earners in the Network Marketing business that I'm in. As most of them say, don't read it just once, read it a bunch!

Your personality is what defines you as a human being to everyone else around you.

Have you looked in the mirror lately? Well... do you like what you see?

I honestly believe what holds many people back from huge things in their life and business is the person that's looking back at them in the mirror every morning!

I for one, have been there many times and have listened to an audio CD many times, one that has forever affected my personality and maybe it will yours too, if that's what you're looking for in your life right now. It's called, "*The Strangest Secret*" by Earl Nightingale! Check it out today. I look forward to talking to you all again next month! Dream Big!



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!