CUSTOMERS | INDUSTRY | PERSONAL GROWTH | PROSPECTING |RECRUITING

Are You In or Are You ___?

What's the deal?

by **Chad Bumgarner**

848 words | 4 pages

Have you ever wondered what the difference is between someone who can "seal the deal" with 8 out of 10 prospects, and someone who can only close 2 out of 10? They have the same system, the same training & are talking and counseling with the same people? In my opinion, it all comes down to one word...**Belief**!

> ***Belief in yourself that you can flat out, "get it done" is the single most important factor in any Network Marketing business!***

I've been involved in Network Marketing for just over 51 months now. I began my journey in this awesome industry back in March of 2004. I'd never really heard of "Personal Growth" before. Therefore, it took a while to realize that, as a mentor of mine, Robert Fason, said at my first National Event...."*You Have to Become a Millionaire in Your Mind, Before You Ever Will in Your Pocketbook!*"

Yeah, I know....some of you that are reading this right now are thinking...."What in the world does this have to do with closing the sale?" It has everything to do with it! If you're attitude isn't right before you sit down with your prospect & you don't have that fire in your eyes & passion in your voice, you're probably not going to get the sale, anyways!

> ***Prospects don't buy into your business....they buy into YOU!***

Work harder on yourself, than you do on your business & great things will be right around the corner for you!

Here are ten books to get your hands on, to gain belief in yourself and this industry called Network Marketing! Yeah, there are thousands of great books out there, but here are a few that I really like:

1)"Developing the Leader Within You" - John C. Maxwell
2)"The Greatest Networker Platinum Double Book" - John Milton Fogg
3)"The Seasons of Life" - Jim Rohn
4)"The Business School - For People Who Like Helping People" - Robert Kiyosaki
5)"How to Win Friends and Influence People" - Dale Carnegie
6)"Think and Grow Rich" - Napoleon Hill
7)"Your Best Life Now" - Joel Osteen
8)"See You at the Top" - Zig Ziglar
9)"Twelve Pillars" - Jim Rohn & Chris Widener
10)"Awaken the Giant Within" - Anthony Robbins

So, Are You Closing Your Prospects or Are They Closing You?

Here's one nugget that can help anyone, no matter what Network Marketing business they are in! When lining up your presentations with your prospects, you can even use this when you get to their house, right before you start your presentation. Simply ask them this question, it's a great take away…

"Joe, after when get done here tonight, if you decide this isn't something for you & your wife....are you comfortable telling me No?"

Talk to you all next month! Make 2008 the best year of your life & **Dream Big!**

"You're gonna dream anyway, so you might as well dream big!" - Donald Trump

---

Chad Bumgarner was born & raised on his family's farm in Nebraska. He currently lives just outside a small town called, Strang, with a population of "23" people.

Chad's education began @ a small school in, Strang, where he remained through the 3rd Grade. He then finished out his elementary school years in Geneva, Nebraska, and graduated from Geneva High School in 1996.

Chad attended "4" different colleges around Nebraska, over the course of about 5-6 years. Over those years, Chad worked in the Sports Department @ a local CBS affiliate. He was a DJ on a small college radio station, and he worked @ HuskerVision for the University of Nebraska for a couple months. His dream was to work @ ESPN on the "College Football Gameday" crew. He felt he was on his way there, and for whatever reason, felt called to be back home. After a period of working back on the family farm, he thought he'd made the biggest mistake of his life, leaving his dream of working @ ESPN, behind. Well, like many have said...when the good Lord closes one door, another one opens. That's what happened to Chad, back in March of 2004.

By simply over-hearing some friends talking one night, he was introduced to Network Marketing for the first time! The statement, "You Can't Say the Wrong Thing to the Right Person" certainly pertained to him. The rest, they say, is history, or what Chad likes to call it...a Dream in progress!

What Chad loves, more than anything, about Network Marketing, is the

ability to help many people achieve their Dreams & Goals!

An aspiring author, Chad has plans to write his first book, over the next couple years & share his excitement about this industry with as many people as he can!

Taking his Network Marketing business to the very top level, and finding the "woman of his dreams" to share his life with, are among some of his current plans, over the next 1-2 years! Stay tuned!