

Who coaches the coach?

It's so incredibly important to be independent and self-motivated. I can't emphasize it enough.

by **Mark Davis**

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Every great performer has someone that they look up to. A mentor, a source of inspiration, or just someone who has trodden the path before them.

The only real exception to this is the leader who has done it without any real support from above.

And a surprising number of people fall into this category. Every where I go, around the world it's the same. People come up to me, saying - "I've done well in this business, but I got no support from my upline. I had to do it all myself. Everything I know, I got from a book, a seminar, or just learning as I went."

This is a real signpost for the success of the true leaders. While they spend a lot of time being coaches and mentors themselves, they have had to look internally to coach themselves.

Where there has been a training event for their organization, instead of sitting in the front row taking notes - they're often doing the registration table, making tea and coffee, and putting away the chairs afterwards.

They have to rely on the feedback of others to get the essence of a training - and yet, it's all they need.

A leader takes the very basics of a concept and can turn it into new distributors and more sales - while the person who cannot seem to succeed often sits through every training and meeting without getting any result.

I think it's simple - and you can agree with me or not.

***The leader coaches themselves,
motivating themselves because
of what has to be done.***

Not what they would like to do, or what could be done when they feel like it - but what MUST be done.

A training meeting cannot take place without the chairs laid out. No point waiting for someone else to do it - a leader takes action and makes it happen.

A product release needs someone to explain the ingredients, the features and benefits - a leader learns this at 11pm at night so they can share it the next day with the people they know will be calling and emailing for the information.

The leader doesn't have to consult with their coach or mentor to act. They do it because they are self-motivated.

Every day people ask me, where do I find the best coach for me in my business? - I tell them - do it yourself.

If you can't do it yourself, when a coach is available - how will you do it when they are unavailable?

It's so incredibly important to be independent and self-motivated. I can't emphasize it enough.

But then you don't need me to tell you twice - as a leader, you probably got it the first time. And you were too busy to read the entire article because you were preparing for your next presentation, meeting or coaching session with one of your team - because they still need you, till they become a leader too, and no longer rely on you - but instead become their own coach.

Mark

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Mark Davis is a well-recognized face in the Business Community, and Direct Selling in particular.

For over 10 years now he has been a contributor to Tom "Big Al" Schreiter's Fortune Now

Newsletter, and the promoter of such big names as John Kalench, John Milton Fogg, Randy Gage, Jerry Clark and more, Mark has built significant businesses supporting the growth of Network Marketing distributors businesses in Australia and New Zealand.

Supporting the growth of the Network Marketing industry in Australia, companies call on Mark to add historical perspective and a vision of the future for their distributors.

Also in demand for leadership weekends, trainings and seminars on internet marketing, sponsoring and building large co-operative organizations, he's an inspiring and dynamic speaker. In the last 3 years, Distributors have been trained in Companies including: Neways, Nuskin/Pharmanex, TriNature, Jewelway, USANA, Melaleuca, Mannatech, Amway, Excel, VIVA Life, E Excel, Isagenix, Pre-Paid Legal, Vitamark, Hello World, Ameriplan, Market America and many more.

A feature speaker at the Network Marketing Mastermind II in Houston, Texas, Mark has trained over 4000 people in 9 countries, and his unique talent for down-to-earth, value-for-money training has him in demand throughout the USA, Canada, Australia and New Zealand, with trips to Malaysia and Singapore.

Recently he spoke at the first Internet Marketing Bootcamp in Budapest, Hungary, for internet marketers and home-based business people. He returns there this year after glowing reviews.

In recent times he sold more than 2.5 Million Dollars of Corporate entertainment in 6 months, after building a million dollar publishing company in the 90's.

He has also completed more than 200 students in the past 18 months through nationally accredited training certificates in the areas of Retail Sales, Retail Management, Store operations, Business Development