

Coaching Your Team to Success

The best scenario for duplication is when you learn what works from your own sponsorship line, then apply it effectively.

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I imagine a lot of the other contributors this month will discuss coaching and mentoring methods for working with your team. So I would like to leave that topic to them, and explore another perspective of this very important issue. Namely the integrity of what information you provide as you coach your team.

As you progress into becoming a network marketing professional, your ability to coach and mentor becomes much more important. This is part of the natural evolution from recruiter to leader.

This is also the area where most network marketing amateurs fall down. This is because they don't understand one of the fundamental prerequisites for duplication.

And this is the sponsorship line's responsibility to lead by example, model the proper behavior, and discover what works before sending things down through the group.

Unfortunately a lot of beginners experiment with their team member's time, money, and prospects. They might read a book or article by a consultant recommending something and immediately relay this information to their team. The problem is many of these consultants have

never actually built a large team. The same thing happens if you hear about things people in other lines may be doing. Those people may say they are working great, but we can't be sure of that, and their definition of "great" may be a lot different than yours.

There are really only two things we can say with integrity as we coach our own people:

#1) This is what I'm doing, do this.

#2) This is what I did, do this.

Anything else is speculation, theories, or testing. And it's not right to use your team members as guinea pigs to find out what works. We have a responsibility to go before them to see what works, and only send this information down the group through our coaching.

Otherwise if we experiment it means our team members can lose money, waste time, and burn off prospects that might otherwise have joined if they were approached correctly.

The best scenario for duplication is when you learn what works from your own sponsorship line, then apply it effectively. Now you can take that experience and knowledge and become the best coach: The kind that gives coaching that really works!



Randy Gage has been called "the Millionaire Messiah" because he believes that you are meant to be rich, and it is a sin to be poor! Through his books, audio programs and workshops, he travels the world, teaching that health, happiness, and wealth are possible for

all who desire it. Randy reveals how to harness the power of thought and intention, to manifest success in all areas of your life.

Randy is a tireless champion of the Network Marketing industry as a vehicle for people to create prosperity. His book How to Build a Multi-Level Money Machine is considered by many to be the textbook of the industry. And his prospecting audio, "Escape the Rat Race" is the #1 prospecting tool in the business. He is also the author of more than other success and business building resources. Randy is known for proving actual "how to" content, not just inspirational or motivational materials.

Randy's teaching come from actual experience, as he started a group from scratch and has build a residual income of over one and a half million dollars yearly from his bonus checks. For more information on his generic training, go to www.Mega-MLM.com