

Would You Want to Follow You?

Once you become like the person you want to attract to your business great things will happen.

by **Carol Briney**

775 words | 4 pages

The topic this month is coaching and mentoring. I have given this topic much thought wondering what side of this vast topic I would write about. So often we hear about coaching your team, mentoring your team after all the team concept is what mlm is all about.

I always believe in starting with the end in mind. First you need to take inventory of your team. Do you have people who are working, or are most of your people getting ready to get ready, or wholesale customers? Being honest with yourself can be a painful experience but it must be done. Exactly how many people are working, really showing up and working the business?

Be honest with yourself, brutally honest. If your answer is none or just a few it is now time to take inventory of you.

Would you want to follow you? If you had a huge team of people working just like you would you be happy? My guess is most likely not. As we all know we need to lead from the front.

If we want a team of people that are willing to work this business we must become the person that

we want to attract. So mentoring and coaching begins with us.

How are you using your day? Are you working your business? Do you need to find a coach or mentor to keep you accountable? Are you connected to a team? Are you someone who is doing the old 'netwish' marketing? It is most important to start with holding yourself accountable. What are your daily money making activities and are you doing them? In most of our companies the activities that make us money are contacting people, presenting, enrolling, follow-up and teaching others to do the same.

Are you doing these activities or are you spending most of your time getting ready to get ready? Have you ever heard the old saying "your actions speak so loudly I cannot hear what you are saying?"

Take back your power, make the decision to work, REALLY work your business.

Do the moneymaking activities and hold yourself accountable. Go out and find a new team if you don't have one. Become the leader that others want to follow. Once you have one person who is like-minded and ready to go to work then you have the beginning of a team. Don't stop working your business and get into management mode. Keep leading from the front. Share what you are doing with your team. Mentor your team from your actions and they will see how they can move forward too.

Once you become like the person you want to attract to your business great things will happen.

Until next time, remember I BELIEVE IN YOU!



Carol Briney is the founder and owner of Universal Order—a national speaking, training and home-based business consulting firm that focuses on simplifying life, and finding balance between work and play. She is a speaker, trainer, and home-based business consultant. Carol brings over 25 years of entrepreneurial and corporate experience to the platform.

Whether keynotes, conferences, executive retreats, church retreats, seminars, or consulting, people say Carol's greatest strength is to motivate and inspire people to positive action.

Carol has been a regular contributor to The Down Towner, Boomers Magazine, The Bloomfield Bulletin and Champions Magazine. Her business has been featured in the Herald, The Pittsburgh Post Gazette, The Tribune Review, and Balance Magazine as well as several radio and television shows.

Due to some health challenges in her family, and actually choosing to follow her own advice and simplify her life, Carol made the decision to reinvent herself. She investigated over 30 home-based business companies using very serious criteria and chose the company she is with due to their outstanding business model and ethics.

Carol's new company, Carol Briney Work From Home, was formed because Carol's passion is to educate as many people as possible about the toxic brew in their own homes and help them find better, safer products for their families and our planet, as well as teach everyone they do need a PLAN B for their life.

Carol is also the founder of The Business Leads Exchange Networking Group in Sharpsburg Pennsylvania.

Go to www.CarolBrineyWorkFromHome.com and get your free e-book.

How To Choose a Home-Based Business Using Business Criteria and Not Your Emotions

Carol and her best friend and husband Ron, live in Aspinwall, Pa.