COACHING | PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT

How Far Can We Go?

The Unlimited potential inside of us

by **Chad Bumgarner**

1446 words | 5 pages

John Wooden, Tom Osborne, Pete Carroll, Vince Lombardi, Michael Jordan, Roger Trumper, Brad Barton, Robert Fason, David Hervey, George Madiou! What do all these people have in common? Some of them you may recognize and some you may not. Some are or have been great coaches, some are former players, some are just average, ordinary people that have made a huge impact on thousands and millions of lives all over the world!

> ***John Wooden's quote, "It's What You Learn After You Know It All That Counts" hits home to so many of us in Network Marketing, because we understand that you* never stop learning*!***

John Maxwell talks about having mentors in every area of your life. I've heard of having as many 10-15 mentors, can be very beneficial! Richard Brooke says: *"If you're someone who wants to break out and do something extraordinary that you would not do on your own initiative, you better have a coach and you better have a great one."*

Brad Barton, a former High School boy's basketball coach, who's now @ the top level of the Network Marketing business that I'm in, talks about "*6 Things To Do...If You're Gonna Play For Us*." He used to teach these 6 steps to his basketball team and now he's using them in his Network Marketing business. They are:

1) **"All Out - All Night"**-Go as hard as you can go. You gotta get 100% in this and go All Out! Cut the shackles off and put the blinders on! He also mentioned the quote...*"Temporary Inconveniences for a Lifetime of Conveniences!"*

2) **"Defense"-** Our Defense is...**BELIEF**! Become bulletproof! Shore up your belief in your business and take it to the top! When talking to your prospects, always remember...*"They May Not Buy Your Story, but Don't You Dare Buy Theirs!"*

3) **"Run, Run, Run"-** It's easier to build it fast, rather than slow!

4) **"Battle of the Boards"-** Follow your shot! More sales are lost because of not following up in 24 hours! Use the Fear of Loss! Block out the negative from your mind and discipline your disappointments!

5) **"Do the Little Things Right"-** Great teams do the little things right. Read the books, listen to the tapes/CD's (subscribe to www.thenetworkmarketingmagazine.com)! Ask yourself this question...*"How much am I investing in my most marketable asset*" (yourself)? Are you the person your prospects want to be in business with?

6) **"Have Fun"-** Be Positive and the kind of person everyone wants to be in business with! Our Goal: *"Achieve Financial Freedom and help as many people as we can!"* Great Sacrifice=Great Reward! You'll get what you put into it! It's gonna take sacrifice! Freedom is not free...but it's worth it! Let's go kick some tail!

John Wooden, in his book "***Wooden on Leadership***" talks about seeking those with a *fire-in-the-belly* enthusiasm for your organization. If you've never read this awesome book...check it out!

Some mentors we have don't have to be a famous coach, player, etc. They can simply be a great friend, who you trust and like getting advice from.

My brother, Todd, is a perfect example. Todd lives in O'Fallon, Missouri. He works @ Boeing as an Electrical Engineer and is currently studying to get his degree in Theology. The reason I'm sharing this, is because there have been times in my life where I didn't know where to turn for advice on God, relationships or anything else and it's pretty cool when it happens to be your own brother, who ends up being someone that's had a dramatic impact on your life! Thank you, Todd!

Tom Osborne, famous football coach of the Nebraska Cornhuskers, for 25 years, was an awesome coach, and is a great motivator! In his book, "***Faith in the Game***", Tom states that character development starts very early in life and is aided by an intact family that is stable, caring, and grounded in a faith-based values system.

> ***Tom talked about different themes he chose related to character traits, which he thought would promote a better team and better people.***

The following themes were included in game preparation on a regular basis: honesty, loyalty, courage, unselfishness, work ethic, discipline, confidence, leadership, teamwork, mental toughness and perseverance. Check out this book for many more great lessons relating to mentoring and coaching! Tom Osborne is currently the Athletic Director at the University of Nebraska. Anytime you get a chance to hear him speak...I promise you...it'll be worth it!

Roger Trumper, our basketball coach, when I was back in high school, gave some great advice on Goals! He said, *"Set your Goals, plan of attack, and go after it!"* Roger was and still is a great motivator!

Robert Fason is the National Sales Director in the Network Marketing business that I'm in and he's shared many great "nuggets" of advice over the years that have had a huge impact on my life! Robert talks about how you have to become a millionaire in your mind, before you ever will in your pocketbook. What that means is work very hard on your Personal

Growth! Work harder on yourself, than you do on your business! Say less to more people! Many of you reading this right now love great quotes and here's one that Robert says a lot, and this is kind of an affirmation to say to yourself, while looking in the mirror every morning.

> ***"I'm going to the top of the mountain or dead on the side, but I ain't goin' back!"***

Michael Jordan, as most of us know, is the best basketball player of all time. In his book, "***Driven From Within***" Michael shared a quote that'll get your attention. It is: "*Nothing of value comes without being earned.*" That's why great leaders are those who lead by example first. You can't demand respect because of a title or a position and expect people to follow. That might work for a little while, but in the long run people respond to what they see." What an awesome, inspiring quote!

George Madiou, who's the President and Founder of this magazine that you're reading, is an inspiration to everyone who knows him. This tool, ***The Network Marketing Magazine***, is so valuable to our Personal Growth and is vitally important to our futures in this amazing industry. Give him a call and thank him for putting this together! Most importantly, have him as one of your mentors and take advice from one of the best in the business!

Talk to you all next month!

Chad Bumgarner was born and 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 and Goals!

An aspiring author, Chad has plans to write his first book, over the next couple years and 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!