TAKING ACTION | PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT

Diggin' Deep

Where You Realize Your Potential

by **Chad Bumgarner**

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Isn't life interesting? The ups & downs. The curveballs that are thrown at you, sometimes on a daily basis! When you're *In the Trenches*, anything and everything can happen, so you always have to be ready!

How bad do you want your Dreams and Goals? What are you willing to give up, *temporarily*, to achieve your Dream? We've all heard many nuggets on what it takes to be successful in this industry.

5 Things It Takes to Be Successful

1) A Burning Desire: Go through the Negativity
Here's a great quote to remember...

"Most People Lead a Life of Quiet Desperation"

When People Don't Join Your Business...Love 'em and Move On! Offer this amazing experience to everyone you love and care about! As a great friend and mentor of mine, **Dewey Coursey**, told me, the mindset to have is..."we should all feel guilty, if we don't share our wonderful opportunity with everyone we know!"

2) Be Teachable: Listen to what the top money earners are telling you to do, put the blinders on, and go for it!

3) Commit: Have a pretty serious commitment
Put this Daily Affirmation Up All Over Your House...

"Today is the 1st Day of the Rest of My Life!"

4) WHY: What brings tears to your eyes, when you think about WHY you're building your business? Think about it for a minute, and when it hits you...you'll know the real reason WHY you're doing what you're doing! Keep your head up, and go after it!

5) Belief: Work on this harder everyday! Stay plugged into everything your particular business has to offer. Conference calls, events, etc! Work harder on yourself everyday via reading books, listening to audios, and be very careful who you spend the majority of your time with.

A few books that have helped me stay in the game:

The Seasons of Life - Jim Rohn
How to Win Friends and Influence People - Dale Carnegie
The Greatest Networker Platinum Double Book - John Milton Fogg
Think and Grow Rich - Napoleon Hill
Why We Want You to Be Rich - Donald Trump & Robert Kiyosaki

What I've learned from the business I'm in is,

> ***When you're IN THE TRENCHES, showing or introducing your business to as many people as you can, learning from all those experiences is where you'll realize your true potential!***

Meeting new people everywhere you go, running them through the FORM method (Family, Occupation, Recreation, Message...More Time/Money), developing relationships, and introducing them to your business is, in my opinion, the most exciting part of building a huge team in this awesome industry!

Some of the best advice I've ever received, was this...***"move your lips and say something!"*** Several years ago, a great friend of mine said, ***"just put your head down, go to work and let the results speak for themselves!"***

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!