TAKING ACTION | PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT

In The Trenches... Just Doing It!

Remember this is YOUR journey; one that you should enjoy as you learn, grow and share... these tips will help you do just that.

by **RS Mallory**

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Network Marketing can help us achieve our individual goals more than any other business paradigm.

Once we have selected our vehicle (company) the important thing is to understand that we need to develop skills. What's that? In actuality, the optimum journey would be to learn and develop our skills FIRST and then learn how to evaluate and select an opportunity and company.

So now that your passion has been ignited and you have your goals, what do you do?

> ***Seek guidance from your sponsor or someone in your upline that is willing to give you a helping hand and put you on your journey towards success.***

Understand and practice *The Slight Edge* (Jeff Olson). Do not be impatient and know that each baby step you take and performing those steps consistently and on a daily basis will be the most rewarding thing you can do. Teaching others to do the same thing will enhance your ability to grow a fruitful and successful organization.

Remember that sponsor or upline that may be willing to help and guide you? Be sure that you find out *WHAT* systems they use and *HOW* to use them. Do not attempt to reinvent the wheel, my friend. It doesn't matter

whether or not you are new to network marketing or you have been in network marketing for 20 years. Each team has a system that they use. In most cases, the system will increase your ability to grow your business.

Here are a few tips:

1-Be prepared to WORK and decide how many hours you are willing to devote to your business.

2- Read *The Slight Edge* (Jeff Olson) and understand that building your business is a journey and reliant on your doing a few simple things over a long period of time, over and over again on a consistent basis (and teaching others to do the same thing)

3- Do not freeze. Remember, nobody knows what you DON'T know or what you might leave out in a presentation. Most people are NOT The Amazing Kreskin and cannot read your mind! Relax, learn on the job and enjoy!

4- Seek council and feedback from your sponsor, upline or mentor. Remember to invite constructive criticism in order to hone your skills.

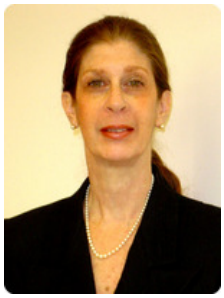
5- Continue to attain your (written) goals of contacting/meeting/approaching people on a daily basis.

Be sure you have your written goals in a place that you can review them OFTEN.

> ***Knowing that you are on a daily journey will reinforce your ability to stick to your plan and continue on a daily basis.***

Remember this is YOUR journey; one that you should enjoy as you learn, grow and share! Helping other people focus and teaching them how to grow is the real payoff in Network Marketing!

RS Mallory



RS Mallory has been an Educator, Corporate Trainer, Chief Communications Officer, Artist/Poetess and continues to help others create part to full time income in the Network Marketing Industry for the past 12 years.

Her journey as a nascent Network Marketer set the stage for RS to develop Compassionate Marketing, a relationship based philosophy that teaches people to embrace basic human ethos. Her story is one of acceptance, growth, self-realization and empowerment. Compassionate Marketing helps people embrace their own special talents and shows them how to use them to help others achieve their goals and dreams.

RS' Father was a Pharmacologist, predating present day Pharmacists & modern medicines. The knowledge she gathered watching her Father prepare "synergistic concoctions" from natural herbs inspired and fed her passion to educate people to take charge of and control their own health through knowledge, natural herbs, vitamins and nutritionals.
RS has extensive knowledge of the Pharmaceutical Industry and the Herbal nutritional communities.

She is presently the Co Executive Director Education for the Distributor Rights Association.

RS continues caring for people and has built large organizations of "Compassionate Marketers" and is currently the #5 Diamond Distributor in http://www.vitamarklady.com