LEADERSHIP | PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT

The Accidental Leader

How do you know when you are ready to be a Leader?

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How do you know when you are ready to be a Leader?

You know that the key to building a successful business with a consistent, increasing paycheck is to is to introduce others to your opportunity.

When you are new to the business, there is so much to learn. You are learning about the company and the products.

You are learning about the profession and you are learning new skills.

Although you know that building a Team is an essential strategy, do you feel confident to lead others?

> ***Many of the successful Leaders I have met, became Leaders early on, before they felt they were ready. Essentially, they were accidental leaders.***

When you have the passion for what you are doing and it is radiating from you, others will want to experience it.

To be a Leader does not mean that you have to be an expert or be at a certain level. It simply means that you know more than the people who want to join your Team.

If you want to build a $100,000 business, recruiting will be a core part of

the strategy. If you don't think you are qualified to recruit until you have achieved that level, you may not get very far.

So what do you do while your results and success are in process?

> ***You borrow success. Your belief in your company and products, and your passion for what you do will attract others to join your Team.***

If you are not comfortable talking about what is possible when you have not yet achieved it yourself, just know that you are sharing what you believe. This is a clear testament to your integrity. If you are sharing facts and information that you do not believe in, that would not be a good strategy.

When you share from a place of belief and passion, you are simply sharing what you believe in - which is in total integrity.

The choice of participation is then up to your prospect.

> ***Know that your Leadership role began the moment you decided where your journey is going.***

And, that you already have a great Leader within.

Mark Semple CCC
2007 International Coach of the Year.
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Mark Semple is a Certified Comprehensive Coach and the founder of Successful Together Coaching. As the spouse & dedicated supporter of a full-time Direct Sales leader, Mark brings unique perspective & insights to the Direct Sales profession.

Mark's purpose as a coach is reflected in his business name – to show you the way to being Successful Together. It is the essence of his interaction with his wife, Cheri, in their life and their businesses.

Active involvement in his wife's business since day one has given Mark first-hand experience & insights in the success journey and the awesome potential of the Direct Sales profession. As Mark met too many women who did not have the support of their significant other, he decided to do something about it.

Mark's original focus was on the men who were in the role of the supporter. This rapidly expanded to include the women who desired support, as it became apparent their journey represents the primary opportunity to truly make a difference.

Mark regularly speaks on the topics of gaining support, providing support and being successful together. He frequently speaks at Direct Sales conventions and hosts several teleseminars each month.

Mark coaching features group and individual programs that combine his coaching expertise and Direct Sales experience to overcome support challenges and achieve success together.

Mark is a contributing author to In Her Power and the best-selling More Build It Big. He is a member of the Direct Selling Women's Alliance Coach Referral Network and participates in the coaching for their industry-leading ELITE Leadership Course.

Mark was recently named as the International Coach of the Year for 2007.