

What happens when you join a network marketing program?

Asking questions and waiting for answers (not pouncing) gives you time to determine if the person you are talking to is even a prospect and give that person time to decide if they like you or not.

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You drive onto the lot and before you can get out of your car someone bolts out of the showroom and says with a big smile on their face,
"So what will it take to get YOU in a new car today?"

You walk into a nice clothing store in the mall and immediately you spot them. Dollar signs are rolling in their eyes as you hear the cry, *"How can*

I help you?"

Everywhere you go someone is trying to "sell you" something. True or True?

We all love to shop. We all love to "buy" - Any questions or doubts? If so just visit your local mall, Target, Wal-Mart, Kohl's or whatever happens to be in your area. People will be walking out with "bags full" of stuff. We love to buy.

We just hate to think we are being sold something.

So what happens when you enter the store and the salesperson comes up to ask if they can assist, help, or show you something? What do you say?

Come on, what is the standard response?

"No Thanks - I am just looking."

Of course you are looking. You are looking for something to buy! You just don't want someone else deciding what that something is. You don't want to go home and immediately have buyers remorse because a "salesperson" told you "This is just what you need!" So for the most part - "Don't we dislike salespeople?"

So then here is the Million Dollar question.

What is it that happens to the average person after they join a Network Marketing company that turns them into some kind of crazed, hysterical, maniacal, foaming at the mouth, salesperson?

What happens to them? Is there some kind of hypnotic, subliminal message in the company literature, CD's or DVD?

Is there a "secret ingredient" in the product that brings about the Jekyll and Hyde transformation?

What exactly is it that causes the projectile "spewing of information" from this once sane person?

Of course we all love our product(s) and/or service(s). That's why we got started in the first place, right?

Each of us knows in our heart that what we have is the very best there is and everyone of our friends, families, relatives, and strangers we meet on the street, they all simply cannot live without what we have. True or true? **NOT.**

Hey -- Stop staring directly at the sun for hours on end. Stop drinking so much mushroom coffee. Stop eating so many weight loss cookies, back off the extra supplements, the magic juice, the mushroom tea, or whatever it is that you are doing that is causing you to become brain dead.

Seriously - Haven't you ever heard?

'People don't care how much you know until they know how much you care?'

What is it that makes us think that every person on Earth is going to like "exactly" the same thing we like?

Have you ever seen a new distributor who has "puked" on all his or her friends so much that the friends "run the other way" whenever they see the rabid distributor approaching? No wonder so many Networkers are members of the NFL club (No friends left).

Can you guess why this Incredible Industry still has a bad name? Duh. We bring it all on ourselves because we often act so unprofessionally.

Look, I believe Network Marketing is an incredible business. I believe that anyone who gets busy, remembers that it is Net"WORK" Marketing, actually goes to work with a solid plan of action, a set of goals and belief in themselves, can live the life of their dreams.

BUT I also believe that not everyone is willing to do what it takes and some people flat out don't want that kind of life. Hard to believe but it is true. Most network marketers don't believe this however.

Kind of like the story about the bucket of 100 oysters. The chances are there are at least three "pearls" in 100 oysters. Most people will shuck 10

and give up. Some will grab three or four of the oysters that did not have pearls, hold them tightly in their hands and begin to wish, hope and pray that somehow, somehow a pearl is going to grow from those dead oysters.

Meanwhile someone else comes along and starts shucking the remaining oysters, finds three pearls and goes on to live the life of their dreams.

So what does all of this mean and what should you do?

Glad you asked. In my experience I have found the following to be true and to work the best for me --

Life is about serving others. I shared this before in a previous article. If my goal is to serve others then my focus is to find out what they are looking for, what they want to be, what they want to do and what they want to have.

Tough thing to do sometimes - "get me out of the way".

As a leader you must look at each person based on **their** needs not yours. If you will stop looking at everyone you meet or know as a potential dollar or two in your pocket and start developing a relationship built on trust... You will go farther in life.

If you will focus on the needs of others, focus on what is important to them - You will get all you could desire and more.

Jim Rohn talks about adding value to others lives. He hits it square on the head. (By the way Jim Rohn is one of my mentors - I love his CD on Building a Network Marketing Business)

Ask questions. My favorite phrase in conversation with a person is "Tell Me More About That."

When they "tell me more" (and they always do) I learn all about them and they think I am one great guy!

Asking questions and waiting for answers (not pouncing) gives you time to determine if the person you are talking to is even a prospect and give that person time to decide if they like you or not.

After all that is really what is going to get them to join your business or buy your product!



Ted Henry has been a full-time network marketer for over a decade. He has a passion for teaching others to live purposeful, debt-free, inspired lives focused on God, family, integrity and service to others. He and his wife are currently in the process of developing a Foundation that will provide funding for Children's Orphanages around the globe. He has a network that numbers over 10,000 people in nine countries around the world and enjoys the freedom that Servant Leadership has blessed him with.
