FINANCES | NETWORKING | THINKING | VALUES

Making Financial Success an Imperative

Set your sail and let Your Health, Your Outlook, Your Integrity, Your People Skills, Your Luck, Your Thinking, and Let go of the Past and Future and watch where it takes you!

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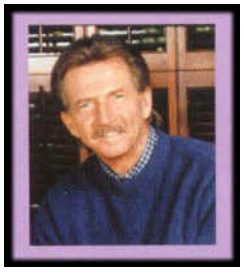

Why do some succeed financially in a big way and others just get by? That's a question often asked by those entering network marketing. Is it lack of experience, leadership abilities, determination, attitude, direction, focus or maybe courage? What does make the difference?

The simple answer is that those who succeed have made it an imperative to do so. In other words, in the mind of a financially successful person, mediocrity was never an option.

Would you like to increase your odds dramatically at becoming a super achiever financially? Would you like to improve your current business and take it to the next level? If so, here are a few points that you might want to consider that will help you to set sail toward greater financial achievement.

Your Health. In the struggle to get ahead financially many of us neglect our own health. Ignoring your health can drain your energy, impair your creativity, weaken your courage, cloud your focus and let fear take over and run your life. A good exercise program can increase your level of energy, vitality and success. A good nutrition program can sharpen your mental clarity, help you to resist disease. And of course a healthy eating plan of 50% live foods, utilizing good nutritional

supplementation and dropping any destructive health habits, is the place to start.

Your Outlook. Some people complain because roses have thorns. Instead be thankful that thorns have roses! Remember, it's not what happens to you that matters. It's what you *do* about what happens that counts. Learn to look for the blessing in the most unfortunate circumstance.

> ***Learn to look for the opportunity in the risk instead of the risk in the opportunity. Your outlook will determine how you show up and how you show up will determine how people respond to you.***

Your Integrity. Integrity is much easier kept than recovered. How do you build integrity? It starts by making realistic commitments and keeping them... both to others and even more importantly to yourself. Integrity will always win the trust of others. Trust builds openness. When people trust you they are more open to follow your lead. Openness builds bonds... emotional bonds, which become like emotional bank accounts. Bonds build relationships. And folks that's what network marketing is all about... relationships. You are building a "network" and that requires making a connection with others. Strong relationships will eventually lead to strong financial bank accounts.

> ***Integrity=Trust=Openness=Bond=Relationship=Financial Success***

Your People Skills. A large part of your success in network marketing will be based upon your level of people skills. People must "buy you" before they buy anything else. If they don't buy "you" they won't buy your product or your opportunity. Whether you are a wide-eyed rookie with high hopes or a seasoned veteran there is always room to grow and develop greater people skills. When you stop learning and growing, when you stop learning about people and their needs and wants, your business stops growing. Keep this in mind. If you don't grow to match your income it may quickly shrink back to your size. So sharpen

your skills through constant action, through attending ALL the training available and by listening to those who have more knowledge and experience than you.

Remember this: People are looking for reasons *to join* your company… and people are looking for reasons *not to join* your company, and the first reason will be you. Do they buy you?

Your Luck. Luck, you ask? What does luck have to do with financial success? It has everything to do with it. But luck is not something that happens to the few who just happen to be in the right place at the right time. Luck happens to those who *put* themselves in the right place at the right time. Let's say that there is person you want to meet who works in a high rise office building. And everyday she takes the elevator to the 30th floor, don't stand back and say, "There she is again. I sure would like to meet her." Instead, do what lucky people do... GET ON THE ELEVATOR!! and ride it until you get lucky!

Your Thinking. Few traits, in my opinion, are more important than being able to think on your feet. I'm not talking about getting yourself all revved up with "Positive thinking." This sort of positive thinking is ignoring reality and suppressing the truth.

> ***Successful leaders in our business, in any business, take the time to think through and understand the challenge facing them, throw out old assumptions and to see the real truth behind their challenge, even if it means looking in the mirror for the answer.***

To develop your thinking skills, read, listen, observe, and challenge yourself and never stand on the sideline and point. That's called a "pointer" not a thinker! Start today to take part in activities that exercise your brain, that will awaken you to your full potential. Otherwise a vital part of you will remain asleep.

Let go. If I had to pick one trait over all the rest letting go of past negative experiences and the fear of what might happen in the future would be the most vital. So many people hang on to past issues that they completely destroy the present and their chances of success. “Yes, but you don’t understand, I tried in network marketing once and it didn’t work.” “You don’t understand I lost everything before and I don’t want it to happen again.” “What if it doesn’t work, it didn’t work the last time?” “I don’t have the experience.”

Here’s the point. Whatever happened, happened. Get over it! Let me ask you a question. Does hanging on to a past issue or fearing what may or may not happen in the future help you to accomplish more now? We may think that hanging on helps to protect us from those negative things ever happening again, but in reality the opposite is true.

> ***Hanging on is like carrying around a large magnet that attracts back to you the exact signal you are putting out to the world.***

So set your course by deciding exactly where it is you want to go with your business... a landing point. Set your sail and let *Your Health, Your Outlook, Your Integrity, Your People Skills, Your Luck, Your Thinking, and Let go of the Past and Future* and watch where it takes you! For more information on Jim Britt’s work go to www.networkmarketing1.com or www.jimbritt.com

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Jim Britt is the author of numerous best selling books including "Rings of Truth", "Money, How to earn it, How to make it grow", "Unleashing Your Authentic Power" and "Do This. Get Rich" just to name a few. He is an internationally recognized leader in the business community and a highly sought after key note speaker for all audiences. He is a result producing success coach and one of the leading experts in peak performance training for the small business entrepreneur.

His background includes all levels of experience, research and education. Jim served as President of Dr. Denis Waitley's Psychology of Winning, Vice President of Jim Rohn's Adventures in Achievement and President of Dr. Maxwell Maltz's, Psycho Cybernetics International.

Jim has served as a human behavior specialist, performance educator and success coach, to more than 300 corporations throughout the United States, Canada and Europe, helping their employees improve their performance, access their true potential and to live lives filled with advancement professionally and personally. Throughout the world for over three decades Jim has presented seminars on The Power of Letting Go, personal achievement, entrepreneurship and small business success strategies, and all aspects of peak performance and personal fulfillment to audiences totaling more than 1,000,000 people.