FINANCES | PERSONAL GROWTH

Sifting and Sorting

Many of us aren't anywhere close to where we want to be in our respective businesses, but guess what? ***YOU'RE STILL HERE!***

by **Chad Bumgarner**

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Network Marketing is an interesting business! It's so much fun being part of an industry that brings out the entrepreneur in all of us! When I got started in this industry back in March of 2004, I had no idea all of the excitement that was in store! Several years ago, after being in my current business, a good friend and mentor of mine, **Ron Steffes**, from Missouri, shared a key piece of information with me that I'll never forget. It's something I've passed on to many people.

Ron talked to me about the *Learning Curve* that everyone has to go through in this business and how the length of time is different for all of us to go through that curve. Like the quote says that I've heard many times...**"When the student is ready, the teacher will appear."**

For about 2-3 years, I really didn't have a clue as to what that even meant. Well, after reading many books and listening to audio programs like, *The Strangest Secret* by Earl Nightingale and another one of his programs, *Lead the Field*, I've come to learn and understand that quote more.

In this issue of **The Network Marketing Magazine**, many of us are giving out *The Secrets to Financial Freedom*! Is there such a thing? Well, I don't believe there's really any secrets... you just have to be ready to absorb the information when it's delivered to you. For many that are first getting started in this industry, the majority of this information will go right over their heads. I've learned it's better to feed people with a *teaspoon* rather than a *giant shovel*, when sharing information with them about how to get their business started.

Here's my first Secret of Financial Freedom: "Never miss a major event in the company that you're with, especially the National Events!"

David Hervey, one of my true mentors in my business and the whole Network Marketing Industry, for that matter, told me years ago, *"You'll never build a big business until you attend a National Event, and once you go to one... you'll never want to miss another one!"* That statement is so true, because I pick up new **"nuggets"** of information at each event, mainly because I was ready to hear it!

I can hear some of you right now saying something along the lines of... *Well, that all sounds good, but I can't afford to go to the event!* Like **Johnna Parr** has said many times in my business, **"You can't afford not to go!"**

What's the cost of the book not read? What's the cost of the audio or audios you haven't listened to yet? What's the cost of the events you don't attend? These are questions I think about all the time!

There never seems to be enough time in the day to read all you want to and listen to all you want to. Guess what... start by reading 15 minutes a day and listen to 15-30 minutes of an audio each day. Yeah, there are days I don't even get that done, but it's so ingrained in my brain that I think about it all the time! You might be saying again, *I don't even have that amount of time to read or listen to an audio program!* Here's my answer... *Get up a little earlier everyday and that'll solve your problems!* How bad do you want your Dreams and Goals to come true for you and your family?

Many of us aren't anywhere close to where we want to be in our respective businesses, but guess what? **YOU'RE STILL HERE!** There's a reason you're reading this and many of the other great articles in this online magazine right now. You want a better life for you and your family, **"*You're Sick and Tired of Being Sick and Tired!*"** Well, guest what...so am I! That's what drives many of us to get out of bed every morning... not knowing what life has in store for us each day, but I always remember what a gentleman by the name of **Dick Loehr** told me over 4 years ago.

One morning at one of our Summer Conventions for our business, we were in Louisville, Kentucky. Dick was up for his morning walk. We were both getting a cup of coffee at Starbucks in the Galt House Hotel around 5:30 a.m. I looked at Dick and said, **"It's gonna be a great day, isn't it sir?"** Dick turned, looked right at me and said, ***"Everyday We're Alive is a Great Day and Don't Ever Forget That!"*** Those words ring so true to me everyday, and even though Dick is no longer with us, that one simple statement he shared with me that day will forever have a huge impact on my life and business.

2nd Secret of Financial Freedom: "Enjoy each day and treat it like it is your last!"

We never know what's going to happen from day to day anymore, so I always use an affirmation almost every morning when I get up: *"Today is a Brand-New Day & is the First Day of the Rest of My Life!"*

Sift and Sort in your prospective business and as I've heard many times...*"We're Looking for Lookers!"*

There's so much to share on this topic.... here are just a few "nuggets" of information that might help! I'll be sharing more in articles down the road!

We are so blessed to live in the greatest country in the world and to have our hands on an industry that is "Recession-Proof!" More people than ever are looking for what we have... like **Robert Fason** has told me and many others.... "*Just Move Your Lips and Say Something!"*

"It's a very funny thing about life; if you refuse to accept anything but the best, you very often get it." - William Somerset Maugham

Talk to you all in June! Until then.... Dream Big & Go After Everything You Want in Your Life! Like **John Maxwell** has said, *"We all get one life to live and can live it however we want to, but we can only live it once!"*

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!