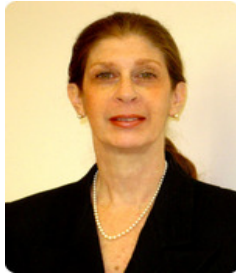


What's the Fuss about Giving?

Be open to learning and experiencing personal growth along the way as you attract and give of yourself to others.

by **RS Mallory**

787 words | 4 pages



Dictionary.com defines “Giving” as that which we *present voluntarily* and *without expecting compensation*. It is a verb... so it is something that we are to be **DOING**.

In reality, The Secret to Success in network marketing AND our lives is to understand what Giving really is, the **motivation** for doing it, and the **expectations attached to the act of giving**.

Compassionate Marketing teaches that we must define and know our own goals first; that we grow into a person who understands our journey will move us closer to our personal goals and that **our journey is laden with myriad opportunities for us to Give of ourselves**.

We have all been brought up receiving things from our parents, grandparents, siblings, other family members and friends. We have been **programmed to expect** to receive things (tangible or not) during the course of our lives when we ACT in a certain way. What does that teach us about Giving?

Let's do a little REprogramming!

The foundation of Network Marketing is built on our ability to build relationship with our prospects.

That is, *unselfish motivation and true desire to help others attain THEIR goals and dreams.*

When we develop the knowledge and skill, and then cultivate understanding and DESIRE to do so, we build a strong foundation for our journey. Building solid relationship requires that we **spend our time** finding out what motivates the prospect, what THEIR needs are, listening, educating, guiding and then helping them build THEIR dreams. **When we do these things we are GIVING of ourselves.**

By definition, our great industry is built on the premise of allowing us to profit from the efforts of others, however in order to attain that level of success, we must consider that **we must GIVE of ourselves, first and foremost.**

The challenge for many who embrace Network Marketing is that they EXPECT to profit from the efforts of others rather than understanding that they must GIVE of themselves FIRST, in order to achieve their own goals.

When our expectation of others is based on a genuine caring and desire for them to attain their goals and dreams, and our ACTIONS substantiate the gift of our knowledge and genuine desire to help them, we not only fulfill all that we desire, but reap the rewards, satisfaction and blessings of helping others attain their goals and dreams, and then watch as THEY perpetuate our example; the act of Giving.

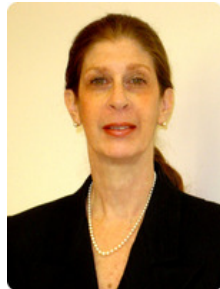
The act of Giving means to be there for your prospect. Learn what their needs, skills, talents and motivations are. Be prepared to teach, counsel and assist, providing skills training, personal growth materials and become a stellar role model.

Your Motivation for Giving should be firmly based on the desire to help other people attain their goals and dreams; experiencing the gratification that comes with having a part in the success of someone you care about.

Your Expectations, whilst Giving of yourself should be nothing less than a desire deep within yourself to want to *better yourself through*

helping others. Be open to learning and experiencing personal growth along the way as you attract and give of yourself to others.

Remember, Compassionate Marketing teaches that we must define and know our own goals first and that any success comes from the deep abiding knowledge and desire that Giving is the path that will help us all achieve Success!



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 [Compassionate Marketing](#).
