

Are You a Leader or a Follower?

The answer to that question could mean the difference between success and failure in a lot of areas of your life believe it or not.

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Why would I ask that question?

Well there are actually two important reasons why. First I would like to get you to ask that question of yourself. It's an important question you know?

It could mean the difference between success and failure in a lot of areas of your life believe it or not.

Even if you weren't a network marketer (which hopefully you are)... then it could mean whether or not you excel at work, how effective you are as a parent, how well you do out in the dating world, and even how much influence you have in your group of friends.

It's the difference in whether or not people look up to you, or back to you to make sure you're still there. It could even mean the difference between life and death in a survival situation.

But [learning the skills to become a great leader](#) definitely means whether or not you're a heavy hitter in MLM or just another number in someone else's downline.

More importantly, rather than just asking yourself if you're a leader or follower, I would like you to think about ways that you're a leader. Or think

about the ways that you're a follower, and then think of ways where next time you can turn that around and fall more into the leadership role.

Why do I ask you to take it that one step further and think about specific ways? It's because if you do that then you're going to be more honest with yourself. You see, in life we tend to lie to ourselves – about ourselves sometimes... so as not to bruise our ego's I suppose... and when we think in terms of specifics it gives your mind very little room to appease itself.

If you've decided that your leadership skills can use a bit of work, then you would be doing yourself the greatest favor of your life to study and learn how to be the leader that you know that you should be!

The other reason that you want to make sure that you're a leader is because it's much easier to find a mentor that will lead you to success if you are, believe it or not.

Now you would think that you need to find a mentor to show you how to become a better leader right? This is true, and you *should* seek out mentors for that stage of the game even if it means studying other leaders and modeling their behavior.

But the fact is that once you have leadership skills then a whole new world of opportunity opens up to you, and that means that people who wouldn't normally work with you will. You see there are many people in this world, myself included, who really don't have the time to drag people through the race, much less the finish line.

I will take the time to push you, coach you, and prod you along the way, but I would expect that by the time we were three quarters of the way through the race, that you would take it upon yourself to finish the job.

These are the people that my wife Ann and I work with solely. And these are the people who **very often go on to make thousands their first month out of the gate**, because they have the confidence in their leadership skills to go out and do what we teach them.

They're not hiding behind their computer screens hoping for the miracle of easy and fast money, or trying to make thousands off of their "funded proposals" rather than their network marketing business.

If you're a leader, if you fall into that category, then you're the type of person that we want to work with. And we're the type of [network marketing professionals that can mentor you to where you want to be](#).

I hope that you'll assess your leadership skills and go on to do the great things with those skills that you clearly deserve.

David Feinstein



David L. Feinstein has been published by Pro-Publishing Company of California, for a series on Leadership books.

Exposure to business at an early age along with cultivation of artistic talent in writing is the background that David Feinstein brings to his business associates, prospective candidates and audiences alike. His experience throughout his career in sales and marketing and having owned and operated his own international accounting & financial management services company, is a key success factor in helping develop his international notoriety in the network marketing industry.

David and his wife, Ann have been significantly involved in direct marketing and direct sales for 21 years, serving as a distributor (team member), speaker, trainer, Top Leader, and author in the industry on a worldwide basis. Working together, they coach, mentor and train those

seeking empowerment, greater self esteem and branding image, and training people seeking financial success and personal life freedom. David and Ann have grown their business that today spans over 40 countries with over 65,000 team members.

David & Ann's personal passion of "showing people there's a better way" to market their business lays the foundation for the inspiring and motivating topics they speak and teach on.

Innovative, creative, interactive and dynamic, David & Ann speak on topics in marketing and sales that most professionals find difficult or challenging to understand. Applying their unique and visionary approach easily, safely and comfortably draws audiences in from the beginning and keeps them engaged until the end. Their extensive knowledge in marketing and sales makes these topics easy for audiences to understand, as they address and speak from their personal experience and with authority and passion.

Mr. John Fogg of MLM/Network Marketing, author of *"The Greatest Networker in the World"* has said the following about myself and wife/partner Ann:

"It's been a looonnngg journey from their "weird" first exposure to network marketing where Ann— a Park Avenue Research Consultant, and David— the owner of an entertainment management firm handling the careers of rock stars such as (the early) Rolling Stones, Led Zeppelin, Michael Bolton, Cyndi Lauper, Phil Collins, and other famous others, found themselves at a meeting full of strange "new agers" from Sunrider— that was 21 years ago— to where they are today: Significant six-figure income earners with Agel Enterprises leading an organization of more than 65,000 people in 40+ countries around the world.

Above all else, Ann & David are focused on mentoring and leadership. Their combined expertise in recruiting, coaching, training and international development has made Ann & David much sought after direct sales business experts.

The Feinstein's approach marries both classic MLM and the technology advances of the Internet and social media. The first people they have their new people speak with are family and friends, they do meetings, build for and around events and David even unabashedly asks people, "Do you keep your business

options open."

They meet new people through weblogs, electronic newsletters, Twitter and Facebook leveraging their time and global reach. The business is all about relationships and giving value for Ann & David Feinstein... and consistently building their brand."

Recorded interviews and Videos:

John Fogg interview--

http://themastermindsessions.com//AudioFulls/051709_AnnDavidFeinstein.mp3

David Feinstein—Are You An Online Marketer Video... http://www.sowhatsallthebuzz.com/all_the_buzz/david-feinstein-on-stage-are-you-an-online-marketer
