

BELIEF | GOALS | LEADERSHIP | INDUSTRY | VISION

Having a Network Marketing Belief System

Belief is a POWERFUL thing and with it, all things are possible, we all believe something... make sure you check what that belief is!

by **David Feinstein**

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In the Network Marketing Industry an ounce of encouragement could be worth a million dollars to you.

Recently while speaking on a live webcast to a large group of business team partners, I realized that the whole concept of goal setting can be so immensely confusing. And likely, because of this confusion so many people just don't achieve their goals.

Well, today I'm here to help set the record straight and ABOLISH the confusion!

I remember when first beginning in Network Marketing about 20 years ago, being taught about the importance of setting monthly, yearly and even 5 year goals. Those goals should address what income levels I wished to attain as well as personal development and life goals. It was important to focus on how many new people I'd recruit monthly as well as how much group volume my team would develop as well as my personal volumes...yada yada yada.

Now quite honestly, how the heck would I know what I wanted to accomplish... it was all a "fantasy" and any goals that I'd be setting weren't necessarily "reality" based... I mean I had no experience in setting MLM goals before, so I didn't know what was realistic to achieve... only what I thought I'd like to earn and accomplish.

So there I'd sit, staring for hours at a blank piece of paper and thinking to myself, "hey, you're a smart, sharp, educated guy... why don't you "get it"??

Yeah, I know I could make up some numbers and put it on paper, but frankly without a “road map” or a clear understanding of what I needed to do to get to those goals it was all just “pie in the sky”. Oh, and then after some hours, I’d take the paper and just roll it up into a nice little ball and toss it in the trash can... that would be the trash can where all my dreams and fantasies were just going up in smoke!

When I finally learned the fine art of setting my intentions and having clarity about what needed to be done *DAILY* to move my Network Marketing business forward, everything changed. I was really able to get focused on my goals and was quickly able to start achieving success.

You see, when focusing on setting your intentions, you’re able to take control and become “responsible” for all the actions that you do that will impact your business and life.

Setting intentions affects all facets of our lives... so this is a very important skill for you to learn that can truly improve your life.

OK, back to Network Marketing.

It’s great to set your income and sales volume goals, but remember that this industry and the success of your business, is comprised of more than just YOU.

It takes many people who are part of your team and are following your advice, direction and leadership and you must teach them how to set their “realistic” goals and to learn the skills that

you have developed to help them succeed.

You and they can focus on daily action steps like; contacting 3 to 5 people daily... either in person or on the Internet, based upon how many days a week they can devote to the business and activities; making follow-up phone calls; inviting prospects to attend business presentations; conducting business presentations and lots of Internet marketing activities such as postings on forums, writing and submitting articles. Can you imagine the success you and your Team can achieve by seriously focusing on these “revenue producing” activities that can build the business? ***The potential is MASSIVE!***

Focus with your Team on a 90 Day activity plan and measure the Team and individual successes each week. Remember, when you set long-term goals (90 days or more) you need to break it down into small activities and monitor them constantly to see that you are “on goal”.

I remember someone once saying to me “How do you eat an Elephant?” Well, the answer is ONE BITE AT A TIME! Apply the same idea to your goal setting - break it down into small pieces, such as daily activities.

It's very important to align your attitude with your intentions.

You need to have a “positive and optimistic mindset” to carry out the activities... this is a KEY POINT! Make sure you feel good about the activity you're doing.

It shouldn't be an “effort” to pick up the phone and make calls to prospects or to do some Internet marketing. Make it fun, enjoyable and rewarding.

Have you ever “VISUALIZED” something? Here's what you can do - just close your eyes and think about what it *FEELS* and *LOOKS* like accomplishing the activity and achieving the goal.

***Feel what it's like in your mind to
achieve what you desire... by
doing so you are instilling the
POWER of BELIEF!***

A mentor of mine once said "When I believe it, I can see it". Another way of saying the same thing is; "When I believe it, I can achieve it"...so BELIEVE wisely my friends!

Belief is an exceptionally powerful thing...some people even say it's a business tactic. I like to think it's the defining difference between those who can ACHIEVE versus those who DREAM to achieve!

Yes, when you have BELIEF, you instill the power of self-confidence, it builds self-esteem and most of all creates positive thinking and positive images. It helps to change your VIEW of everything around you... including YOUR ability to achieve and accomplish anything you focus your INTENTIONS on achieving!

***Belief is a POWERFUL thing and
with it, all things are possible, we
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sure you check what that belief
is!***

Remember to do a "gut check" - How is your "Network Marketing Belief System"? Is it on target? Are your "intentions" clear?

Let me leave you with this thought from a very famous British novelist:

"To succeed, we must first believe that we can."



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.

To get the real innovative marketing knowledge and training, so you can be at the **cutting edge** of using technology to build your network marketing business correctly, visit; www.davidlfeinstein.com .

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 looonnnng 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](http://www.sowhatsallthebuzz.com/all_the_buzz/david-feinstein-on-stage-are-you-an-online-marketer)
