

Belief, the 7th Sense

Great networkers understand that personal belief and passion are their greatest allies.

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I've always believed that when people leave a business opportunity meeting, it's not necessarily what they know about the opportunity that makes them want to engage, it's how they **feel** about it.

By definition, **belief** is an acceptance that a statement is true or that something exists.

On a personal level, people's beliefs tend to mirror their own realities. The interesting thing about belief is that it's not something you just learn, it's something that you feel. It's a transfer of energy from one person to another.

Great leaders throughout history have had the ability to lead and engage others because they were able to transfer that energy to others. Getting others to see your vision, and follow your lead is essential if you want to create wealth in MLM. Your ability to transfer your belief to others hinges on many factors. Let's examine a few of them.

Do you believe in your business opportunity?

This question really does need to be asked. Every week I see rooms full of people at opportunity meetings who do not necessarily believe in their business opportunity. They don't ever seem to bring guests, rather they go to socialize and hope others who have that belief will inspire them into action. This is why it is so important to find an opportunity that you believe in. Prospecting someone on something you have a limited belief in will eat away at your productivity and rob you of valuable time.

***Without belief, passion is
fleeting. Without passion,
success is impossible.***

Do you believe in your Compensation Plan?

First and foremost, compensation plans are written for companies to turn a profit. In order for them to do this, they need to attract leaders by offering a competitive compensation plan.

Understanding how to read a compensation plan is critical if you are going to be speaking with prospects about the financial opportunity attached to your company. While your financial success is tied into your products and leadership, your financial future is tied to your compensation plan. Take the time to review it, and ask questions. Is it what it appears to be? What kinds of income can you expect? What are its strengths and weaknesses? (Every compensation plan has strengths and weaknesses) Companies have a vested interest to promote their pay plans. Oftentimes they do this by being critical of other pay plans. Only by researching on your own, can you discover the truth. Numbers don't lie. Use your computer to Google highest paid industry checks, what compensation plans do these companies use? If you are interested in a steady stable income, perhaps high check amounts don't matter to you as much, research companies that have paid out steady checks for longer periods of time.

Some key points to research

Breakage

-to the company

-to your upline

Real percentages paid back to the field

Commissionable Volume (CV)

Product Price Point

Do You Believe in Yourself?

Once you have taken the time to evaluate the leadership, opportunity and compensation plan, the next step is to decide if you are where you want to be. An honest evaluation of your opportunity is critical to you because your time is precious. If you have been involved in a company for years without success, is it due to a lack of belief in any of the key components?

If you feel good about where you are, and your belief is there, you

will be much more successful in transferring that energy to others.

Good networkers use all six senses (sight, sound, smell, touch etc.) to engage others into their opportunities.

Great networkers understand that personal belief and passion are their greatest allies. They use the 7th sense to engage others and build their empires.



Kauri Thompson is an accomplished networker, speaker and author. His ability connect with audiences through video have helped many distributors build their businesses. Kauri grew up in Honolulu and resides in Salt Lake City, Utah with his wife Jenny and 4 children.