

Work Harder on Yourself than You Do on Your Business

Personal Growth... Building your beliefs a little bit every day

by **Chad Bumgarner**

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"You Have to Become a Millionaire in Your Mind, Before You Can Be a Millionaire in Your Pocketbook!" That was a statement made by a mentor of mine, **Robert Fason**, over 5 years ago... the words might not be exactly what he said, but you get my point! When I first heard it, I didn't quite understand what

he meant by it. Now over 5 years later, that one line he said, has had a huge impact on my life & especially my *Belief Level*, not just in the Network Marketing Industry, but more importantly, in myself!

Personal Growth is an area that I believe will have the biggest impact on any of our success in this industry, Network Marketing! We live in a crazy world out there & you never know what people are going to throw at you from day to day! A great book that I read once or twice a year, to keep my mind where it needs to be is called, **The Seasons of Life**, by Jim Rohn. This book was recommended to me years ago, and I in turn have told many of my friends in my business about this awesome, quick-read book! If you're reading this article & are going through some tough times in your business & even your personal life, for that matter... I can't tell you how strongly this book can change your life!

Belief in the industry we're in can sometimes take time.

The business I'm currently in, is in it's 12th, almost 13th year of business & less than 1% of America has even heard of us yet. That's why when a brand-new person gets started with us, it's crucial to get them to a bigger event, like a National Convention, to get them to really understand what they have their hands on! You have to become bullet-proof, so when you

get a bunch of No's & people telling you this won't work... it just bounces right off you!

Belief in your prospective company is key!

Most of you already know this, but no matter what business you're in, hang in there & get your belief level so high that nothing bothers you! Counsel with your Upline weekly, if not daily! Keep your head in the game & focus on your WHY for doing this business!

In my business, we have many conference calls every week & the one I love the most is every Sunday night @ 9 pm. CST! Whether you've had a bad day/week, this National Conference Call fires me up every time I listen to it & makes me feel like my first day in the business all over again! I know to some of you, this sounds like a broken record, hearing it over & over again. In my opinion, this is where most people who drop out of the business, miss it!

Staying Plugged In to everything your business has to offer, especially all the conference calls you can listen to is what will take you to the top!

So, work harder on yourself than you ever do on your business & there will be nothing that'll stop you from taking your business to the top!

Dream Big and get out there and make it happen! People you know are praying for what you have your hands on right now!



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!