

## **Don't Miss The Point!**

*The way you relate to others and they to you, can not only color but in large part define your experience of life and work.*

by **Elizabeth Harrington – The Network Marketing Maven**

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We all state that family and friends give us the most joy and satisfaction in our lives . The problem for most of us is that our season of imbalance is looking permanent these days - as in massive sensory and busy overload! To be honest, if we looked in our calendars, we can see that for most of us we are NOT giving our time or focus or for that matter, our hearts, to those that we care about the most - family and friends!

***As this issue of The Network Marketing magazine is all about Celebrating Women in Networking, giving what is in our heart, by giving our time and focus to what is really important to us is of great significance at least in terms of happiness and joy.***

This is the time of the year to give thanks for all we have. As Founder of the Network Marketing Mavens group, (web to be launched soon) it is important to empower others to understand some basic truths on the journey to success.

**Here are 8 Basic Steps to get you started:**

*The Network Marketing Maven's 8 Success Strategies*

- Cultivate a desire to succeed
- Identify your strengths and weaknesses
- Know your customer inside and out
- Be clear about your goals
- Don't be afraid of change
- Approach problems analytically
- Give people what they want
- Maximize your resources

We will be focusing our attention on expanding each of these strategies in upcoming articles and trainings.

One of the recent lessons learned from my own experiences of changing companies after being with the same one for 15 years has been a real revelation to me.

Quite startling in fact!

***What is this secret key to the speed of success in your business? (and making your life more enjoyable and happy?)***

***People!***

That's right people.

No not in the same way of the old timers who talk about the "3 foot rule... if they are breathing they are prospects... "blah blah blah... "recruit 100 people and you might end up with 1 good shero"

You know the game..

I'm talking about the importance to your success is to work with people you really like.

Sound too simple?

The way you relate to others and they to you, can not only color but in large part define your experience of life and work. Negative and toxic environments just cause MORE stress.

Recent research backs me up here.

To Tom Rath, well known author and Gallup Organization Workplace Research and Leadership Consulting head, this would come as no surprise. In his book, Vital Friends, he did a fascinating exploration of friendship both in and out of the workplace.

He discovered:

- People with a best friend at work are 7 times more likely to be engaged in their work.
- Close friendships at work boost employee satisfaction by nearly 50%.
- People with at least three close friends at work were 46% more likely to be extremely satisfied with their job and 88% more likely to be satisfied with their lives.
- Being around a boss was generally considered the least pleasant part of the workday. But, employees who are good friends with their bosses are more than twice as likely to be happy with their work.

As an entrepreneur and professional network marketing professional, I was delighted to have a revelation about the times I have reached the pinnacles of success in my own experience!

***Each time I was involved with co-creating a fun loving, driven to achieve, collaborative team***

## ***environment. We had fun together.***

We put on events together. We traveled to corporate events together. We won the exotic trip incentives and celebrated together. We had relationships with each other. (I met my husband at a big company convention) We shared each other's pain of disappointment, and struggle as well as the highs that come from achieving our goals.

So in truth, it is all about the relationships, isn't it?

Women let's celebrate this secret to success because we are great at building friendships, aren't we?

Imagine the fun and enjoyment we can have when we get to hang out with people we really like and share similar values and interests?

I'm in heaven now that I understand this secret and the recipe for great success in my network marketing business. I am very serious about my business, but I really like to enjoy myself and make sure that others are have fun along the way.

Now doesn't that sound like a different approach to your recruiting approach?



**Elizabeth Harrington** is a "Working On Purpose" coach and facilitator. She is honored to be a founding member of the Working On Purpose GUILD with Richard Leider of the Inventure Group and the University of Minnesota. She is thought a leader yet evolving student of the network marketing industry and has been passionate about helping others achieve their dreams and goals for more than a

decade.

After initially working her way up through the corporate executive ranks with Xerox, on to a senior government post in Toronto, Canada, then spending the past decade exploring the rollercoaster ride as an entrepreneur with Unicity International, Elizabeth is uniquely prepared to

understand the demands of each career role as well as the best practices required for extreme success.

Elizabeth was married in Maui, Hawaii 2 1/2 years ago to Tom Spindler. Together they are living a balanced happy life in a suburb of Minneapolis MN, where frequent visitors are bunnies, deer, and possum! She and Tom escape to Maui as often as they can to enjoy their Pacific paradise!

Go to <http://www.newprimetime.com> for your free report on the *7 Secrets to Building Rapport with Others*.

Find out more about Elizabeth by going to her website:  
[www.ElizabethHarrington.com](http://www.ElizabethHarrington.com)