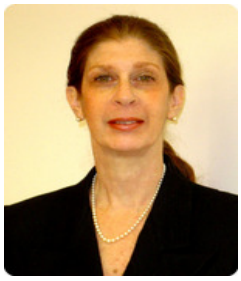
SKILLS | RELATIONSHIP

Developing Skill Sets to Succeed... Do You Do It?

People bring natural skills to the table that can and should be used to build a strong foundation that will empower them on their journey to success.

by **RS Mallory**

735 words | 4 pages



Teachers do it, Lawyers do it, Brain Surgeons do it, Veterinarians do it, Plumbers do it, Engineers do it, Actors do it and even Street Sweepers do it. ;-)

They each acquire and develop specific skills to attain success in their chosen field.

The most underestimated and overlooked thing for people in or entertaining a Network Marketing career is the understanding that *Network Marketing requires one to acquire and learn specific skills, like any other endeavor.*

Since a large part of networking is about building relationship, I believe that a good business builder should be able to **recognize and evaluate the skill set of their prospect** as they develop the relationship. It is so important to understand no matter what profession or country people come from they have all developed their own skill sets.

It is the job of an astute and devoted business builder to uncover those talents, explain how they will be valuable to the prospect in the process and then build on them. **The natural skills that a person brings to the table can and should be used to build a strong foundation that will**

empower the new distributor and create excitement and a sense of self esteem.

We should not take it for granted that a new distributor knows that they must

~~ be organized
~~ be able to cultivate relationship
~~ be adept at telephone conversations
~~ be teachable and trainable

We should not take if for granted that a new distributor

~~ believes in himself
~~ believes in the company
~~ believes in the products

We should be willing to teach, not overlook and have a plan for the simple and basic things for the new distributor such as

~~ creating a personal plan of action
~~ finding a private and quiet space or location in the home to work the business
~~ committing to and creating a schedule and block of time for the business
~~ creating a personal growth program
~~ creating a simple system that can be duplicated over and over again

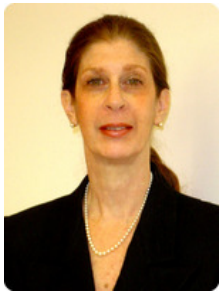
Successful Networkers have the ability to evaluate, teach and guide the new distributor in a way that utilizes the talents and skills the new person brings to the table. We should be willing to engage the new distributor in a way that empowers him or her and continue to educate and support them on their personal journey to success.

We MUST be willing to extend and impart our knowledge to the new distributor AND be able to *develop teaching techniques that are easily learned and absorbed*

so that THEY will be able to engage THEIR new distributors in the same way to facilitate duplication.

Remember, people bring natural skills to the table that can and should be used to build a strong foundation that will empower them on their journey to success. If we **have a simple course of action** to help them acquire the additional skills they need, we all succeed and benefit!

RS Mallory
Compassionate Marketing



RS Mallory has been an Educator, Corporate Trainer, Chief Communications Officer, Artist/Poetess and continues to help others create part to full time income in the Network Marketing Industry for the past 12 years.

Her journey as a nascent Network Marketer set the stage for RS to develop Compassionate Marketing, a relationship based philosophy that teaches people to embrace basic human ethos. Her story is one of acceptance, growth, self-realization and empowerment. Compassionate Marketing helps people embrace their own special talents and shows them how to use them to help others achieve their goals and dreams.

RS' Father was a Pharmacologist, predating present day Pharmacists & modern medicines. The knowledge she gathered watching her Father prepare "synergistic concoctions" from natural herbs inspired and fed her passion to educate people to take charge of and control their own health through knowledge, natural herbs, vitamins and nutritionals.
RS has extensive knowledge of the Pharmaceutical Industry and the

Herbal nutritional communities.

She is presently the Co Executive Director Education for the **D**istributor **R**ights **A**ssociation.

RS continues caring for people and has built large organizations of Compassionate Marketers" and www.CompassionateMarketing.com