TOOLS | PROFESSIONAL DEVELOPMENT

Tools – A Must to Building a Big Business

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How committed are you to your business?

Suppose your answer is, *"I'm extremely committed to doing what ever it takes".*

You have strong belief for your industry, your company, your products and yourself. You are not scared of putting in the hard work, and have a What Ever It Takes attitude.

In fact, you are the kind who is willing to work as many hours as sanely possible to ensure you make your business an absolute success. After all, you have goals and dreams that you want to achieve, and having made a serious decision, you are willing to back it up with massive action.

I am a Big Believer that Tools play a big role in generating Great Results. Your bottom line can be hugely affected and different depending on whether you use tools in building your business or not.

Having worked with and Coached Successful net workers across five continents, a common culture amongst those Generating Great Results is their understanding of the Importance of Tools in Building a Big Business.

They not only understand its importance, they do something about it. They use tools when it comes to building a big business.

Here are Four thoughts that I'd like to share with you as to why I am a big believer in the importance of using tools in order to Generate Great Results in your Network Marketing Business.

You can do it the hard way, or you can do it the easy way. Doing it the hard way means doing this business completely by trial and error. Some of you might be fortunate to have a great sponsor who can act as a great coach and mentor, but many of you might not. And if you do, they might not be able to always give you the time of day because they are limited with their time.

> **Using and learning from tools ensures that you accelerate your understanding of many things you might have not thought about, gain invaluable skills which ultimately translates to growth in your business.**

Unless you have had ten of thousands of hours of training in Effective Communication already, why not have Professionals as your partners in your business success? Yes, you can continuously work on becoming a great communicator of your thoughts, messages and the opportunity you hold, but in the mean time you can have experts and professionals who (through tools) can help deliver the message for you.

In essence the tools you use is a form of partnership with the person delivering the material, since it would have been created with Your Success in mind. This is a sure smart way to build your business.

Assuming you won't feel drained from working every humanly possible hour in any given day Doing The Business, you will ultimately always be limited to the number of hours you have in a given day (the maximum of which is 24 short hours- a bottle neck for those serious about building a big business).

By using tools, you are enhancing your output.

Rather than having one contact made with a potential prospect (taking up say an hour of your time), you are able to use tools and let it work for you (for example your company's show reel link or an industry awareness DVD program for your potential prospect to view) giving them to say ten people in any given hour.

The tools get to work for you, and then You are able to follow up with all ten people, answer their questions, handle their objections and invite them to join you in business in the time it would have taken you to talk to just one person, on a purely solo (you) approach.

No matter how hard you work, no matter how hard you want to work, you will be limited by time and your energy. You need to work smart. Tools enable you to reach out to a greater potential market at any given period of time, that you would otherwise not be able to trying to do things on a one to one ratio output.

Using tools is equivalent to building an arsenal of You and a sure faster way to grow your business.

Duplication is key to the success of any net worker.

The beauty about the use of tools is in it's simplicity and ease of use. The fact that Tools are easy enough to use means that it is a process that is duplicable by every person in your network whether they have been in the game for years or have experienced their first hour in business. Duplication brings about the true rewards offered in this industry, and nothing can make the process much easier than the use of tools.

So to recap what I shared with you:

With the Use of Tools, you are making the most of everyday.

With the Use of Tools, you are not only working hard, you are working smart.

With the Use of Tools, you are able to able to have professionals as your partners.

With the Use of Tools, you are able to enjoy the power of leverage.

With the Use of Tools, you will be able to turbo charge through the highway of success.

> **I believe (and I am sure you will too) that the use of Tools is so important in your Network Marketing Business, that it will spell the difference between achieving Average Results and Great Results**

Have a Winning Month

Kevin Abdulrahman is an International Author of a series of Winning Books available on Amazon. Globally known globally as The Man Inspiring Millions, Attendees of Kevin Abdulrahman's Talks and Trainings

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