

Is Training Really Necessary?

We have all been trained since we were born, why not now?

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Success in life is tied to growth. If you're not growing, you're dying. Personal growth and professional growth is the key to this success. Growth comes from all kinds of training.

Reading, seminars, webinars, mentoring from those that possess the knowledge and the skill sets that you are looking to acquire; these are ways to grow through training. As a leader, these are ways to expose the people you are leading, but you have to lead by example.

Training isn't necessary, it's essential, for your success and the success of your people.

There are two main areas of training that you should focus on.

The first area is for your business and in this area, you should be a sponge, soaking up everything you can to learn about your product or service. You must also become proficient about your company, your compensation plan, your competition and every other aspect of your business. This is not an overnight task. This is why training is an ongoing

building block process. The more building blocks you become proficient with the more of an expert you become. People always want to do business with the expert, set that as your long term target.

The second area of training you should have as your ongoing, life-long process is personal development. Personal development encompasses a wide variety of aspects of your life. We can develop the areas of physical, mental, spiritual, general business development like sales, time management, prospecting and leadership. There are so many areas. You can never finish making yourself better!

Take these bits of self improvements in bite size pieces.

You may want to use Ben Franklin's strategy and choose one improvement a month. Doesn't sound like enough? Look at it this way, you'll be 12 times a better YOU in a year and 120 times a better YOU in 10 years! Who do you know who will be able to say that? You're worth that kind of effort and just imagine how much better your life will be and the lives of those you interact with. You will be a true inspiration!

Aim high!

George Madiou

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George Madiou is a full-blooded Entrepreneur, complete with validating credentials, Degrees in Marketing and Management from SUNY and NYU (could ya guess he's a native New Yorker!) To date George has owned over 30 businesses, and says they varied from wildly successful to outrageous learning experiences. Among other successful ventures George has achieved high pin levels in two different network marketing companies.

George loves the thrill of teaming up with great people and seeing projects come to life and that passion is responsible for this magazine getting off the ground. George partnered with his good friend John Milton Fogg and here we all (and we includes you the reader) are, making history happen.

George lives in a small town named Boca Raton, Florida. He says "If this isn't Heaven, I know that God at least vacations here." Without question, the joy of his life is his family. He and Debbie are celebrating their 30th anniversary this year. They have two great young adult children, Sara and David.