DUPLICATING | SYSTEMS | TAKING ACTION

Duplication ~ Can your Team DO what You do? No? Are they SUPPOSED TO?

LET THE PROSPECT KNOW that you have recognized certain qualities in them that will help them become successful in their endeavor

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This month's issue of TNMM will be filled with a plethora of ideas and ways to duplicate yourself, reasons you should duplicate yourself and the importance of doing so.

Incredibly, duplicating OURSELVES should not be the goal, and it IS NOT a factor in true leadership and success of an individual OR a team.

Those of you who are parents (or parents by proxy with nieces/nephews etc.) understand that as we raise our children we do not strive to duplicate OURSELVES, but we build a Foundation and then infuse them with the building blocks they will need to acquire success. Success in parenting is the same as growing a team.

Great Leaders like George Patton, George Washington, JFK, Ronald Reagan, Jim Rohn, Colin Powell, all knew the ONE ingredient that allows people to grow and blossom~~

RECOGNITION and being BIG enough to let people know that

you SEE them and acknowledge their efforts and strengths and helping them develop those skills.

When you meet a new prospect, LISTEN carefully to any and all details they wish to share with you. Pay particular attention to the details so that you might take note of their Circles of Influence, Field of Expertise and any talents they may have. INTERPRET in your mind how all of those skills will lend themselves to THEIR success within the construct of your team (and its systems).

LET THE PROSPECT KNOW that you have recognized certain qualities in them that will help them become successful in their endeavor even as you will be there to teach them the specific details and systems that you have in place.

Ahh, Systems...

Make sure you have developed SIMPLE systems that people can follow, like a map, that will help them on their Journey to Success within your team rather than be a Revenue Stream for YOU.

Make sure your system(S) are varied and flexible. Some folks will be adept at The Internet, some will shine at doing Home Parties or Meetings in their Community; others will excel at telephone sales or one on one meetings. Be sure that your own Team Plan for Success is inclusive and covers all of these avenues. You can employ the talents of up and coming Leaders to create some of these plan/systems if you do not already have them or cannot create them yourself.

Duplication is a powerful concept if we understand that the underlying strength allows us to discover and tap into the skills and talents of those we choose to work with. Be sure to treat each and every person as the

diamond that they are and be willing to accept any nugget of wisdom or idea that they bring with them. Encourage them to contribute and share with your team and in doing so, you will provide them with that spark of Recognition that raises people to Heights of Leadership and Success ~just ask The Generals Colin Powell or George Patton!

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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