COACHING | INDUSTRY | LEADERSHIP

The Greatest Gift is Mentoring

One of the best MLM resources available to anyone in the MLM industry is a mentor.

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One of the best MLM resources available to anyone in the MLM industry is a mentor. These MLM resources should be available to you and to your downline.

A mentor is like a baseball or football coach, they are there to guide the team to success. There may be pitfalls on the golden road but the power of the mentor goes beyond the value of money and materialistic objects. These types of MLM resources are very hard to replace.

Mentors come in various sizes and walks of life but their experience and knowledge is only one key to the door. There are times when you may need to ask for advice and the coach or leader should be there to help. These people may have walked similar paths to you and have experienced the lows; they are here to share in the good and bad times. Talk to them about your business; see what kind of insights they may have to offer. They may have five, 10 or 20 years under their belt but they have stayed in the loop by expanding into new areas with their education. They may be able to point you in the right direction to fixing a problem in your business.

As you progress in the MLM business, you should coach your junior members. Your experience and wisdom gained from success and errors may help save others from making the same mistakes.

There may be times, when you may get a late night phone call from a junior member. They may be having trouble with a conversion, presentation, etc. They may need your advice to overcome a difficult situation. This is a great moment to display some leadership traits and to encourage them.

Your ability to mentor will improve over time, just like learning to operate a new phone or laptop. You just need a little practice.

If you are having trouble mentoring or coaching a fellow member, you can also ask your coach for assistance. Be open and honest with those who seek your wisdom, if you don't know something, tell them. You can always let them know; you can research the information and provide it to them later. Show your talents as a leader by setting the right standards among your peers. As you grow as a coach, you will learn from your mistakes and it will show as you help your understudies achieve their maximum potential.

Later down the road, you can help train a new coach and provide your valuable insights and experiences as a new mentor. This cycle of events could help build up your company's business, retain members, recruit new members and to solidify your leadership among the community. As a leader, you know about the sacrifices and time commitments. You are capable of performing as mentor; your coach knew this a lot time ago. Your confidence will grow with time and it will as you handle problems and help those in your downline.

Reinforce your knowledge constantly educating yourself on the latest trends, techniques and mentoring seminars.

David L. Feinstein has been published by Pro-Publishing Company of California, for a series on Leadership books.

Exposure to business at an early age along with cultivation of artistic talent in writing is the background that David Feinstein brings to his business associates, prospective candidates and audiences alike. His experience throughout his career in sales and marketing and having owned and operated his own international accounting & financial management services company, is a key success factor in helping develop his international notoriety in the network marketing industry.

David and his wife, Ann have been significantly involved in direct marketing and direct sales for 21 years, serving as a distributor (team member), speaker, trainer, Top Leader, and author in the industry on a worldwide basis. Working together, they coach, mentor and train those seeking empowerment, greater self esteem and branding image, and training people seeking financial success and personal life freedom. David and Ann have grown their business that today spans over 40 countries with over 65,000 team members.

For more information go to: www.AnnandDavidFeinstein.com

David & Ann's personal passion of "showing people there's a better way" to market their business lays the foundation for the inspiring and motivating topics they speak and teach on.

Innovative, creative, interactive and dynamic, David & Ann speak on topics in marketing and sales that most professionals find difficult or challenging to understand. Applying their unique and visionary approach easily, safely and comfortably draws audiences in from the beginning and keeps them engaged until the end. Their extensive knowledge in marketing and sales makes these topics easy for audiences to understand, as they address and speak from their personal experience and with authority and passion.

Mr. John Fogg of MLM/Network Marketing, author of *"The Greatest Networker in the World"* has said the following about myself and wife/partner Ann:

“It's been a looonnngg journey from their "weird" first exposure to network marketing where Ann— a Park Avenue Research Consultant, and David— the owner of an entertainment management firm handling the careers of rock stars such as (the early) Rolling Stones, Led Zeppelin, Michael Bolton, Cyndi Lauper, Phil Collins, and other famous others, found themselves at a meeting full of strange "new agers" from Sunrider— that was 21 years ago— to where they are today: Significant six-figure income earners with Agel Enterprises leading an organization of more than 65,000 people in 40+ countries around the world.

Above all else, Ann & David are focused on mentoring and leadership. Their combined expertise in recruiting, coaching, training and international development has made Ann & David much sought after direct sales business experts.

The Feinstein’s approach marries both classic MLM and the technology advances of the Internet and social media. The first people they have their new people speak with are family and friends, they do meetings, build for and around events and David even unabashedly asks people, "Do you keep your business options open."

They meet new people through weblogs, electronic newsletters, Twitter and Facebook leveraging their time and global reach. The business is all about relationships and giving value for Ann & David Feinstein… and consistently building their brand.”