

Creating Opportunities Through Communication

By effective communication and with a solid foundation of support, we create opportunities for our downline, new members and prospects

by **David Feinstein**

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MLM networking can create excellent opportunities for established professionals and for new members. Effective communication in MLM networking has proven to be a great incentive for new prospects to join and to establish a great working behavior within their respective companies.

Women and men differ on the way they communicate and share opportunities and there is no wrong way to do so. When do we share opportunities with new prospects? Women tend to do it on a personal level and with high levels of enthusiasm.

We use MLM networking to the full advantage by providing a personal level, through communication and through experience. We are effective in creating viable solutions and advice through their ability to relate, listen, and show compassion and problem solving. The professional skill set has been developed over a period of time and the lessons we learn are shown through our dedication in our business.

As we grow and develop a business plan, we instill confidence and knowledge in our members by education, awards, encouragement and

other vital tools. Our mental tool kit has helped us develop the right mind set, motivation and personal skills that should help us interact with new prospects and our members. While some men tend to focus on the physical awards such as a nice income or paying off the house, women focus on the mental aspects that include stability, security, networking and more.

Security will create a peace of mind, which shows our members that their business can grow and prosper but will have a fluctuation like any other business. We show our experience and wisdom by sharing stories that help ease any concerns and questions that will arise from new members.

Social skills are changing the way of business; women are using social media more often than men at this point to help develop a stronger downline. The power of social media and our ability to capitalize on the technology is showing a great return in our investment of time, energy and commitment.

We can show stability to our prospects by introducing them to our downline, the energy that our members are constantly displaying on a constant basis. The opportunities that we can show to new prospects include advancement, potential business growth, introduction to coaches, technology resources and much more.

Most prospects will need a stable hand as they contemplate the business and our social skills will play an important role. If we can show our new prospects a large and diverse forms of support, the chances are they will decide to become a member.

As the doors open to our members and prospects, they will in turn share with their network circle. We need to act like a guide and help any struggling member to reach their full potential. When doing so, the world

around will realize we strive to create a new pathway for every member. Our days of coaching and learning from our coach may have broadened our horizons in realizing there are no such things as a locked door.

We can create opportunities for our downline, new members and prospects by effective communication and with a solid foundation of support.



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 looonnnng 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."
