COLUMN | SYSTEMS

Your Daily System

What's your daily system?

by **Mary K Weinhagen**

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Have you got a business system in place? If you have attended any of your company's training I'm willing to bet they have suggested a system for you to follow when it comes to building your network marketing business. Have you learned to use that system in the best way possible?

Though it has many definitions, for the sake of this article we'll define a system as: *An organized or established procedure.* Simple enough, yes? And yet, for a procedure to be effective it must be clear and specific.

In network marketing we have systems within systems; a prospecting system, an inviting system, a system for showing the plan, a followup system, a system for signing up and systems for training distributors. That's what makes the business duplicatable. Once you clearly understand the 'bones' of the system, you need to be very clear about the *specifics* so you can take action. This is where your choices and preferences come into play.

For instance, it's one thing to suggest we go out and meet people who might be interested in our product or opportunity, but who is that? Where do we find them? These are questions you will want to answer for yourself because until you do, you're unlikely to take specific and consistent action. Without the right kind of specific and consistent action

your business doesn't grow. So give some thought to setting up a system for those days/nights when you are 'working' your business. A step by step action plan that you can share with those you sponsor. I recommend a 5-8 step daily procedure for incorporating all of those systems designed to lead you and your team to building a successful business. Here's a sample of my 'system':

I spend approximately 15 minutes every day that I'm working my business in each of these areas –

Prospecting/Social Media
Inviting people to look at my opportunity/Building my list
Showing the Plan
Following up with people
Blogging
Recording YouTube Videos
Personal Growth (reading, listening to audio, or watching videos)

By using this system and consistently touching each of these areas, my network marketing business is growing. Yours will too!

If you have a particularly powerful system that you're seeing success with I'd love to hear from you. In the meantime... have a wonderful month!

Here's to your success!

--Mary K

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EXPECT MIRACLES!

-If you're able to be yourself, then you have no competition-

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The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and

vision. It gives me reason to invite people to share— from their heart— early in our relationship.

I love this because sharing dreams and clarifying vision puts us together in an energy that feels so good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!
— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammerskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."
— JMF

In addition to editing the articles for TheNetworkMarketingMagazine.com, one of the projects Mary K is involved in is contributing to raising vibrations through her blog, Downstream Parenting, *meeting your child in the vortex.* You can learn more about Mary K at http://mkweinhagen.com