

COLUMN

A Decision with a Vision

The call of the entrepreneur

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I grew up with a father who owned his own business. It was a business he inherited from his father. Now, I love my Dad and admire a lot of things about him, but his 'entrepreneurship' is not one of them.

Technically, according to the dictionary's definition of Entrepreneur, he was one...

en·tre·pre·neur

 [ahn-truh-pruh-nur, -noor; French ahn-truh-pruh-nœr] [Show](#)

IPA **noun, plural en·tre·pre·neurs**  [ahn-truh-pruh-nurz, -noorz; French ahn-truh-pruh-nœr] [Show IPA](#), **verb**

noun

a person who organizes and manages any enterprise, especially a business, usually with considerable initiative and risk.

but he lacked what I think of as, displaying the 'entrepreneurial spirit'. That's not to say he didn't have it, it simply wasn't displayed at home or at work. I suspect the reason is that he owned a business he really wasn't interested in owning.

You see, my father really wanted to become an electrician. He had a visible passion for that. Whether or not he would have set out in his own business as an electrician will forever remain unknown because instead, he succumbed to the pressure of a father he tried to please. That combined with the habits of a lifetime, left him running a business like he was working a job... one with considerable risk.

So here's my message... Network marketing is a wonderful, viable, and really quite brilliant way for an entrepreneur to start up a business. The startup costs are relatively low, the overhead is low, and the financial risks are low.

The very real and high risk found in the network marketing industry is the risk of being unmasked.

So find an opportunity that lines up with something you're sincerely passionate about and be willing to discover if you are truly an entrepreneur.

The only thing that can get in your way of being a success in the network marketing industry is YOU. Your beliefs, your fears, your confidence, will all be exposed as you start to build your business. And the degree of your success will be directly proportional to the degree of your own personal growth.

Now you may be one of those exceptions who comes to the business with a developed skill set in sales and marketing. Yes, those skills might work for you... for a while.

Eventually however, you will discover that those skills only carry you so far in this business model. There is simply more to it than being a skilled salesman or marketer.

A real entrepreneur naturally makes a decision with a vision!

You see, that's what my Dad lacked. He never really made a DECISION to own his business. And though he did, indeed, own the business, he never had a vision for that business and all of the potential it had to offer both him and his family as well as his customers.

It's even more critical to make a decision with a vision in the network marketing industry because the best way to grow your business is by inviting people to partner with you in the business. Sharing your vision with others while inviting them to do likewise is a great way to see if partnering with you might be a good fit for both of you.

No one needs to have the exact same vision as the other, but magic happens when you get passionate, enthusiastic group of people with clear vision in a room together. Throw in a 'vehicle' that can drive their passion toward their vision and you will suddenly find yourself with a

thriving network marketing business. And now you're talking about
ENTREPRENEURS!

“One of the huge mistakes people make is that they try to force an interest on themselves. You don’t choose your passions; your passions choose you.”

- Jeff Bezos

--Mary K

[illegible]

EXPECT MIRACLES!

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



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 Hammarskjöld'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*](http://DownstreamParenting.meetingyourchildinthevortex.com). You can learn more about Mary K at <http://mkweinhagen.com>