MOTIVATION | PROMOTION | PROFESSIONAL DEVELOPMENT | LEADERSHIP | TEAMWORK

Motivation Is Not An Evil Word

Build upon your motivation by taking it one-step at a time

by **David Feinstein**

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Neglecting motivation in the real world happens all the time. Giving orders to others is easy but what about the tasks that we have to handle that others cannot? We can find ourselves overwhelmed with daunting tasks such as computer maintenance to marketing tasks. Where do all the hours disappear to? Our motivation level may take a tumble due to the long hours at work, frustrations or other physical or emotional issues. For people starting out in the network marketing, not being motivated will dampen the chance for success.

Motivation for business is a deep-rooted sense of responsibility. You have a life to live, bills to pay and desires and all of this affects your level of motivation. Once motivated to take care of a business, there will be obstacles to challenge your commitment. You can watch your level increase or decrease by the decisions that you make on a daily basis. These decisions involve consequences and possible rewards for your effort. Some people, such as your neighbors and friends, have a naturally higher level of self-motivation and discipline while others are not the case.

> **To achieve a certain amount of success, it takes motivation and discipline to reach the mountainous peak.**

This peak could consist of a goal or an event in your life that you want to achieve. A lack of motivation means that an obstacle has gotten in your way. The obstacles found a way to slow you down. This may not be

intentional but it often causes one to pause along the way. Discipline comes in at an early stage, especially if you attended college for a 4 year degree. Discipline will help you stay on track. Running an MLM business is not an easy feat, especially when you are short on startup funds. In most cases, with good credit, you could use a personal loan to start your business.

> **Motivation for your business starts every morning with your ability to say, "I can do this". Believe in yourself and understand the complexities that arise from running your home business.**

It is not ok to slack off every day and expect to make a million dollars. You have to put in the effort to find the pre leads, convert them to leads and then to sales. It may take a few months for this to happen or if you're in luck, just several days; it depends on you. Build upon your motivation by taking it one-step at a time. You will find your dreams coming true and business blooming.

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David L. Feinstein, noted business coach and home business entrepreneur, is the author of various articles and books that help to empower individuals. To get the real innovative marketing knowledge and training, so you can be at the cutting edge of using technology to build your internet network marketing business correctly, visit; **DavidLFeinstein.com**

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.”