

Why Building Relationships is the Quickest Way to Creating Wealth

If you're not building relationships then you're not actively building your life.

by David Feinstein

1345 words | 5 pages



My friends, Passive Income streams are one of the most profound aspects of building wealth. This is the truth, but the fact of the matter is that there is one aspect which is paramount over any other when it comes to wealth building, especially wealth building in a hurry, and that is **Relationships**.

Here's the thing that few people mention when they talk about building wealth and becoming rich. No matter what happens in this world, there's always a linkage of people who actually make it happen. No man or woman can become wealthy on their own efforts without dealing with people in one way or the other.

Let's face it, people are the ones who are going to give you their money for your services right? For people to feel comfortable giving you their usually hard earned money they have to perceive what you have for them as having intricate value for them, and they have to feel comfortable and trust you.

That comfort and trust is built on your relationship with them.

This is why **building relationships is the key to building wealth**. There are various types of relationships that you'll have to build and cultivate to truly see major success.

In essence, one of the things that you should get into the habit of, which is rare and will put you in a small percentage of the population, is to learn to see the good in everyone you meet. Dan Kennedy, the business and marketing consultant that many business and marketing consultants go to for advice says that “everyone on Earth is here for a purpose even if only to serve as a poor example.”

This is true, but the fact is that if you learn to see the good in people then you have something to go on to build a relationship with them. The majority of people in this world like to see the bad in everyone they meet. They would rather gossip and talk about that person – to the other people that they gossip and talk about – than to actually form a friendship or bond with them and get to know them.

Getting to know just one right person can change your whole life forever, and often times it's the people that we think will mostly likely have nothing to offer for us that have the most to offer.

This is not to say that you should form relationships just for your benefit. You see that's where people will often make a huge mistake.

You need to serve people and therefore become valuable to that person. Then and only then will you ever get anything from any relationship, and rightly so. It's a cause and effect action and that's one of the **laws of the universe**. You can never truly expect anything when you haven't created a cause for the outcome... the effect.

By **building relationships** on the foundation of your value, you'll begin to see that people are attracted to you and will be standing in line to build relationships with you.

The types of relationships that you'll need to build are:

- With the everyday people in you life (remember, you never know which person will have the most immense effect on your life)...

- The people who you work with who are your peers...these are the people who you can expect to partner with and increase the value of both parties.
- Your prospects and customers (this is a biggie)...no business is complete or even possible to succeed or thrive without customers and prospective customers...
- Mentors...these are people who can help you grow to new heights in your life and your business...but the fact is that you need to show them value before they'll truly care to share their knowledge and expertise with you...
- Those that you can mentor. It's important that you give back to the world and the universe and one of the best ways to do that, if not the best way, is to mentor someone yourself.

If you're not building relationships then you're not actively building your life. It's time you took stock in your life right now and the relationships that you have built, and begin to truly become of service to people and watch your relationship base grow in leaps and bounds. You'll thank yourself very soon for doing so.

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 looonnnngg 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."