

## **8 Tips for Network Marketing Success in 2021**

Monday Morning Call June 7, 2021

- Next TNL: June 8<sup>th</sup> at 7:30 Pm CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- This week's "Product Focus:" Plus
- Mannatech Event... June 26<sup>th</sup> 10 AM – 3 PM -  
<https://events.mannatech.com/event/empowered-2021-q2-event/>
- Social Media training with Lindsay.... June 12<sup>th</sup> at 10 AM CT -  
<https://zoom.us/j/215452258>
- Are you registered for Mannafest Sept 3-4? - <https://allaboutmannatech.com/plan-to-be-part-of-the-event-of-the-year/>
- Are you taking advantage of the FREE GI Defense with the TruHealth Bundle?

### ***Bootstrap Business blog...Mike Schiemer***

What is Network Marketing?

150 year old business model

With any business start up, 8 out of 10 fail.

This business requires patience and perseverance.

The focus: authenticity, relationships, consistency and determination.

It takes some brains and heart!

Here are 8 top tips for Success:

1. Assess the Opportunity

a. Products:

Are the products proven? 1-10: \_\_\_\_

Are they accessible? 1-10: \_\_\_\_

Are they useful to the majority of people? 1-10: \_\_\_\_

b. Company and community:

Research their credentials 1-10: \_\_\_\_

Do they have experts on their Board? 1-10: \_\_\_\_

Do they go through the approval processes in countries? 1-10: \_\_\_\_

Do reputable people support them? 1-10: \_\_\_\_

c. Who is talking to you about the opportunity:

Do they do business with integrity? 1-10: \_\_\_\_

Do you trust them? 1-10: \_\_\_\_

How do they treat you? 1-10: \_\_\_\_

Do they have a community around them? 1-10: \_\_\_\_

Are they able to lead you? 1-10: \_\_\_\_

d. What is the business model like? 1-10: \_\_\_\_

Do you get paid on actual results? 1-10: \_\_\_\_

Are there rewards at every level? 1-10: \_\_\_\_

Did you spend time with those making results? 1-10: \_\_\_\_

Did you review the compensation plan? 1-10: \_\_\_\_

2. Who you are?

- a. Take a look at your self-awareness, self-motivation, and self-discipline. 1-10: \_\_\_\_
- b. This is entrepreneurship...it takes mental muscle and the ability to delay gratification. 1-10: \_\_\_\_
- c. "Think about what you love, what you've overcome, your natural gifts, and how you want to impact. Then, wrap your network marketing story around who you naturally are." 1-10: \_\_\_\_

### 3. Get Results

- a. People stand behind you when you get good results. Have a product result. This is a before/after story. 1-10: \_\_\_\_
- b. Get customers who then have their own testimonials to further support you! 1-10: \_\_\_\_
- c. All of this requires you to "show up for yourself, your team, and your future long before you make any career level income." 1-10: \_\_\_\_
- d. Fast track or slow track...your choice. Most take time for any serious income but massive action can offset some of that time requirement. 1-10: \_\_\_\_

### 4. Relationship Skills

- a. People skills are everything. Examine yours and always be working on "being better." Do you create a community? 1-10: \_\_\_\_  
*Do you know what people you talk to really care about?*
- b. People don't care how much you know until they know how much you care. Have clarity on what that means...and become that caring person. 1-10: \_\_\_\_  
Are you friendly yet fun and professional? 1-10: \_\_\_\_  
Do you genuinely care about peoples' results? 1-10: \_\_\_\_
- c. As long as you offer something of value consistently (not the products alone), people will keep connecting with you. 1-10: \_\_\_\_
- d. Keep in mind: Everyone has a different risk, learning and adaptability threshold. Some people will buy from you simply to support you. Others will love your products/you. A small percentage at their perfect timing will choose to build a career, searching for financial freedom (long-term income stream).

### 5. Master Mindset

- a. "Mastering your mindset is the best thing you will do for yourself in anything in life." This is even more critical in network marketing because you deal with so many people...in areas like health and wealth. 1-10: \_\_\_\_
- b. These areas bring out the most fears, doubts and insecurities. You need a heightened level of self-mastery: self-awareness, self-control, self-belief, and self-discipline. Work on YOU first. 1-10: \_\_\_\_

### 6. Set Foundation

- a. Different ways of doing the business. Create/choose what resonates with you. 1-10: \_\_\_\_

### 7. Create Consistency

a. Daily you perform tasks. Daily you show up. Daily you share value. Daily you promote the business. You do this 5-6 days per week or YOU ARE FIRED. 1-10: \_\_\_

b. Don't think this happens overnight. It takes hours. You put in the work first. Just like working a job and getting promotions. Work first.

The more consistent you are in showing the products and the plan the faster your results will come. 1-10: \_\_\_

c. Work hard at your job, make a living. Work hard on yourself, you'll make a fortune. 1-10: \_\_\_

#### 8. Stay Accountable

a. Be accountable. Failure: not really failure just lessons along the way. 1-10: \_\_\_

b. Company and upline Calls and events are non-negotiable. The value of what you learn is worth millions+ of dollars so always participate. You lead by example so if not showing up, none of your team will either. This starts you down the slippery slope.

1-10: \_\_\_