

I've Been to all the Trainings,
So why isn't it Working for Me?
Monday, July 14, 2014

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST www.m5mlive.tv. Dial 800-768-2983, Access Code 4712222# or 24/7 www.m5mlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- MannaQuest – August 8-10 Chicago... You need to be there! \$69 price over on July 15th Registration is open... don't wait to register.

Training by Paula Pritchard

1. "I've been to all the trainings and it is not working"
 - a. Like going to a doctor's office...process of elimination asking lots of Q/s. What am I doing wrong? GO through a series of questions to determine the problems.
 - b. "Am I losing my mind?" Not unusual question as we find out it is not as easy as I thought. Remember always how you felt at first convention...a small "peon" in the audience...can I be one of those on stage?
 - c. First question "What am I doing wrong?" Most asked question in this business.
 - d. 4 stages of business:
 - 1) Building stage/Excitement...business building talk to everyone
 - 2) Management,,,"the beginning of the end" Networking is a business of duplication "The speed of the leaders is the speed of the group"
 - 3) Questioning stage..."What am I doing wrong?"
 - 4) Business building...back to what works
2. The "DO Factor"
 - a. From the time you were born, you were told what to do...happened everywhere, home, school, work. So we were set up to have a job. Now you are in MLM and no one is telling you what to do everyday.

b. Research shows:

1% can be in business without being told what to do

3% make it with a supervisor,

the rest can't do it...need to be told what to do.

c. The other..."the more you learn the more you earn" look at current pay of PhD's...not light a candle to top salesmen without any degree

d. We have a lot of well trained networkers...been to every training...action is critical in MLM...too many get caught up in learning don't let your mind fool you...change your way you are thinking

3. Understanding the game you are in... to know what to do.

a. 2 ways to make money in MLM: show the product, show the business

How many times for yourself versus your people?

Up front 80% for you for at least 90-120 days, 20% for your people

b. Fail in MLM: 2 ways...

1) Don't show the business/product...become a manager

You are guaranteed no from all the people you don't show it to.

2) Emotionally be attached to every sale...get your emotions out of it, be excited about your business either way.

You will look desperate, start "selling" people...start losing enthusiasm, doubt your abilities. So, stay focused on the two ways to succeed.

c. The one way to be miserable: grow slow, become a caretaker of everyone you sponsor...you will die, and your people will die with you So, taking action is critical...you are the speed of your group.

4. Why are you not taking action? There are 8 basic causes.

a. Training: develop competence because competence develops confidence.

Are you excited and does it show? do you feel you know what you are doing? Are you smooth at the invitation? Are you quick with "what do you do?" Are you using your upline? Attend more classes and practice more.

b. Time management: not managing your day, not spending enough time on the activities that produce results. Work isn't recruiting, work is recruiting too few. Mary Kay was masterful...distributors use an hour glass...keep call for 3 only minutes to get appt. Keep notebook by phone tracking phone calls and time with wrong people. One major cause of failure is spending too much time with people who will never make you a dime.

c. Credibility: are you having trouble attracting people you know? Do you find yourself convincing people...are you attracting needers versus wanters? Is there a reason why you are not contacting your peers? Then your solution is cold marketing.

d. Belief in your company. Have you evaluated thoroughly? Is product great? Have they let you down? Do you feel they will honor distributors you bring on board? You are paralyzed if this is not true for you...

e. Belief in you. Did you bring extra baggage from past experiences. Who told you you couldn't do it? Do you have poor self image? Poor self esteem? Are you suffering from indecisions? Success is an inside job...so you need help, you need to turn to personal development books, cds, seminars, and change you from inside out.

f. Fear...is fear paralyzing you? Many kinds of fear: fear of failure, success, what others think, rejection, phone fear. Success is taking inventory of some of the baggage you are carrying around. Sometimes we don't even realize we are carrying this fear...it was instilled as a child.

We get paid for rejection in this business, so get prepared. She tells her people to mentally build an imaginary suit of psychological armor.

Companies don't send their people out unprepared. Practice, practice, practice. "No's" kill more networkers than anything else.

Self talk is another way to deal with fear. If someone makes fun of you, forget about it. Your success will be your revenge. Phone fear; a constant uphill battle for her. She made a game of it. Just picking up the phone was a success...she faced her fear. Each call was a victory!! Building a history of success in her mind. Once conquered phone fear she waged war on all her fears. Fear of rejection: very common contributes to procrastination and causes people to lie about their activities and postpone their dreams. Another fear is what other people think...if you search long enough you will always find people who criticize you. People will ridicule people who travel in unconventional paths...so get ready! Everyone has an opinion about your decision. If they tell you to get involved and you fail, then it is their fault. Don't ask for or listen to unwanted advice. What are they doing to me and is that okay? These are two questions you ask of people you hang around with....and then quit hanging around them if they don't support you.

g. Lack of motivation. Maybe you need to re-evaluate your goals. Failure to clarify your vision brings failure. Write down how you want your life to be and read it every day. Maybe you are caught up in indecision, maybe you

are not 100% committed and feel you are not in the right company. Indecision is a major cause of depression. Once you make a decision, proceed with action. Going to trainings and company events is what kicks you into action...necessary so you get re-motivated.

h. Lack of discipline: Saved for last because it is most important. It is the difference between those who make it and those who don't. Keep doing those things you said you would do day in and day out...no matter what. Consistency in behavior even when you don't feel like it. Greatest reward is not just success but self-esteem and self worth. "I will be happy when..." this is crazy...happiness can only be experienced in the now. Few people draw the relationship between happiness and discipline. Lack of discipline leads to failure and there can never be happiness in failure. When we talk about failure many people envision as one earth shattering event...this is not how failure happens...accumulated little failures caused by too little discipline...failure occurs every time we fail to act today, we fail to exercise today, we fail to talk to others today, we fail to serve today, we fail to follow up today, etc. Success doesn't come with a million dollar check in the mail...it comes from all the little things we do every day! Discipline is the KEY to success.

Hopefully, this training covered some ways it is not working for you...some aha moments. Choose to change...choose to be different. Mediocrity is also a choice.