

Chapter 2:

Creating Your Road to Success In Network Marketing

Synopsis

Let's start-off with talent, skills or whatever you would like to call it. If you analyze a few of the sites out there, you'd think that all you have to do is push a button and ta-da...the money comes dropping from the sky.

Simply it doesn't work this way. Any business, and I don't care what sort it is, calls for work and a great part of that work calls for either some sort of skill or training or the cash to hire trained workers to accomplish the work for you.



Produce A Realistic Outlook

Let us have a look at some of the different aspects as they apply to you.

Perhaps you were initially attracted in to network marketing to create a temporary earning stream. Possibly you had a desire to make life a bit easier for you and your family by earning a few extra hundred or 1000 dollars each month.

Perhaps, your intentions were to swap your full-time job with a simple home based business, which would provide you more free time.

In spite of what your incentive, you have to figure out exactly what you expect to gain from your network marketing endeavor. Doing so will allow you to settle on the sum of monthly income that would create your success in this business.

This will be the first step in formulating a comprehensive plan to achieve the level of income that will make the achievement of your goals and aspirations successful. For example, if your goal is to bring in \$10,000 a month inside few years', your plan will have to be significantly stricter than if your ambition is a few hundred dollars a month.

It is vital not only to know how much income you plan to make but similarly why you want the income. Money only is generally not an adequate motivator to carry out constant and unrelenting actions required to set up a network marketing business.

Take a few moments to identify what you will need with regards to income, and identify your purposes for becoming involved in network marketing.

Answer these questions:

Four years from now, how much monthly income would your company have to make for you to think you are a success?

What are your best ten reasons for doing Network Marketing?

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Now that you have figured out your reasons for starting a business, it is time to find the vision and tools that will motivate you.

You may be quite content with your current work and life-style. If this describes you, your plan might be to add to your current income.

Though, if you are trying to build a network marketing business to considerably shape your life and live large, your plan will be a bit different.

A visualization that encourages you to be a success has to honor your vital principles and positive thinking.

Which are your vital principles?

Vital principles and positive thinking need to be honored at any cost. If they are dishonored, you won't be happy. As you visualize your business, create your plans relative to your core principals.

If we envisage a future that is not as good as our present reality, this will end up in self-sabotage. Our brain will say, "Okay, we are going to bomb anyway, thus why work so hard when it is likely to be pointless?" We give excuses for performance that conflict with achievement and then we really do fail.

If we see our future about the same as our current situation in life, we will create just enough self-motivation to bring successes that will

match what we already have. When things get hard, we will come fall back on unproductive habits and get more of the same.

Take a minute now to ask yourself sincerely if your present idea for your future is positive, detrimental, or dependable. In spite of where you now find yourself, you have the control to create an empowering and inspiring future.

Put your idea into words. Your written dream will be most strong when viewed as something already attained. Create your dream in the first person, present tense. “I'm now...I now have...I am doing . . . I'm contributing to...” etc.

Don't use pessimistic words. Write as many sensory references as you can as well. What are you experiencing psychologically? What sights, sounds and smells are currently in the scene you are visualizing? Who are other people there?

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