



*Tony & Randi Escobar's*

# **12 STRATEGIES TO EXPLODE YOUR BUSINESS**

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## **1. ESTABLISH DAILY AND WEEKLY GOALS THAT ARE ACHIEVABLE**

Are you prepared for success? Are you ready for success? If you are keep a journal and take the time each night to enter your activities for every day.

In this journal write down your disappointments, write about the rejection and write about the mistakes you made – Remember you learn and grow from these things and your presentations get better.

Write your goals down in **RED** and see how much faster you can attain those goals – You will achieve them 300% faster and that's a fact!

Put **RED DOTS** all over your house and cars – This will remind you of your commitment to your goals.

Be specific on what you want to achieve each and every day and take your goals seriously, after all, a casual attitude will deliver casual results and you will become the first casualty.

## **2. KEEP A WORK ENVIRONMENT THAT IS COMFORTABLE AND INSPIRING WHERE YOU CAN FOCUS ON BEING PRODUCTIVE.**

If you feel comfortable, you will be much more motivated and inspired to accomplish much more.

## **3. ORGANIZE YOURSELF AND YOUR BUSINESS**

Have an organized workspace and an organized system to do business –no more “post it notes” or napkins with your contact information on them. Use the old traditional 8” x 5” Card File (A-Z cards and 1-31 card file, Also get yourself a calendar and for heaven’s sake stay away and avoid the computer. Computer addiction or cyberholicism is now the #5 biggest addiction in the Nation!

Your computer can distract you and it is a place where you can waste the most time. Many a business has been lost due to cyberholicism.

#### **4. VALUE YOUR TIME AND INVEST IT WISELY**

It is very important for you to learn when to let people that drain you go. Stay away from negative people.

Organize yourself to the point that you are investing your most precious asset wisely and that is your time. Remember once time is lost it can never be recovered or replaced. Time is currency!

Prioritize your life and the things that have to be done in a timely manner.

Put the important things first before anything else. Avoid distraction and distractive people – They will steal your time and attention.

Avoid multi-level-junkies; they are gangrene to your business.

Don’t waste time ever. If you are in your car listen to inspiring people on CD’s or your IPod. If you are waiting around, read biographies of successful people. Remember to avoid the “wolf in sheep’s clothing” – Those thousands of coaches, mentors, authors and trainers that have never had real success in our business, people who are anxious to get your credit cards.

#### **5. COMMIT TO EDUCATION AND LEARNING**

Never underestimate yourself or your talents. God gave you 1,000 talents and you only use 10 of them.

To discover those other talents you must commit to daily study. You must learn about your products, your business and learn about the people in your business, after all we are in a peculiar business with peculiar people in it.

Take 30-60 minutes a day learning your products, your business and learn about the people in it.

*If you can see your self as God see's you, what could you accomplish?*

## **6. BE THE EXAMPLE BY BEING TEACHABLE**

Yes indeed! If you are a leader act like one and do as leader's do. Practice what you preach.

Be the example of courage, hard work, integrity, persistency and follow up and be constantly learning from the team you serve and other successful people in the industry.

## **7. BE HONEST WITH YOURSELF**

Be responsible and accountable for everything you do. Don't blame, judge, criticize or condemn anyone for doing something wrong, including yourself.

There are no stumbling blocks in this business just stepping-stones and there are no mistakes in this business, just opportunities to learn.

Through the use of your journal you will soon see how you progressing. I call this journal your tracking system, as you can tell if you are on or off track.

If you make a mistake admit it, get over it and learn from it! If someone hurts you forget it, get over it and grow from it! If the competition has taken one of your people, wish them well; get over it and learn how to follow through better – No more excuses!

Get rid of the pride and the ego, our business is all about "Hugs and Luvs," socializing, connecting, serving others and working hard, it is not a business of "whose way is right or wrong". Pride is the biggest reason why people quit and/or fail in this business.

## **8. THE EARLY BIRD GETS THE WORM**

Go to bed early instead of staying up watching TV or playing on your computer. If you are up and ready to go early before anyone else, you will be motivated to maintain that lead over everyone else, especially if the first thing you do in the morning is exercise.

Remember sleep is a habit and can be an addiction – get over it!

This is indeed the first day of the rest of your life, embrace it and immerse yourself into it. It is very valuable so invest it wisely. Go do it, get it done and be it! One of God's greatest gifts is every new day!

## **9. REMEMBER IT IS QUALITY OF WORK AS WELL AS QUANTITY YOU ARE AFTER**

It's about the quality of what you accomplish in any given day, more so than about how long you were on the computer preparing to prepare, to prepare, to prepare, to prepare. Remember, results are always measurable.

If I was to put my finger on what would be quality work, it would be following through and following up with people. If you don't you will lose customers and distributors faster than you bring them in and this spells destruction for your business.

Following through is all about connecting and serving your customers and distributors.

## **10. GO INTO ACTION**

Be a doer, not a talker and get out there and get things done – no more excuses! Keep moving! An object in motion stays in motion.

Don't let discouragement, disappointment, rejection or distraction get in your way.

Learn to reject rejection and distraction and let these things go! If you get rejected, speed up that motion and work even harder.

Learn from your experiences and always say to yourself, "What was good about that experience?"

Rejection is one of the very best trainers in our business if you learn and benefit from it.

## **11. GET A COMPANION TO WORK WITH**

Yes indeed! The smartest thing you can possibly do for your business is to engage a partner to work with.

Fear is the biggest killer in network marketing – Especially the fear of talking to people.

Fear can be overcome whenever you engage the ole "Two on One" approach. If you have someone with you on calls – face to face or conference calls, the fear goes away.

Get a Buddy to work your business with.

## **12. BE GRATEFUL THROUGH CHARITABLE GIVING**

You bet, Most of you that take these tips to heart will be successful and when that happens; "Share The Wealth Forward." Guess what happens when you Share The Wealth Forward – You get wealthier in more ways than one!

*Love what you do and do what you love  
Serve those you love and love those you serve!*

