



## 30 Strategies to Make Money in Network Marketing

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1. Sell yourself first, then your company, your products, and then share your dreams. People buy you first!
2. Make an absolute commitment to your business for at least 12 months. Commit to auto-ship for 12 months.
3. Use your company's products every day. Be the example here!
4. Invest 50% of your business time following up with your distributors, customers and new people and 50% recruiting.
5. Talk to 10 people a day for a commitment of 30 days by share your experience, showing your products and the business opportunity and following through with your existing people. Ten people a day for 30 days – remember that, not two, three or five days but 30. If you do this you will ensure your success.
6. Advertise and Promote. Let everyone know what business you are in. Use the company tools that are made available to you. Use the Memory Jogger and build upon you're a, B, and your C lists. Most people know more than 150 people. Using your memory jogger write them all down and then condense that list to 52. Think of that list as a deck of cards. What you want is the 4 jacks, the 4 queens, the four kings and the four aces – get the picture!
7. Duplicate yourself by inspiring and teaching your distributors how to become increasingly successful.
8. Continually motivate your organization by offering recognition, edification and rewards for specific achievements.
9. Praise your distributors every time they do something good.

10. Be persistent. Understand that only two out of every ten new people you approach will become serious about your products or the business. If you talk to ten new people a day, you will get two new customers – that's about 44 new customers a month. Ten percent of them will do the business that's about four business builders. The key here is persistency. Most people quit after being rejected for five days in a row. You must commit for the full 30 days.

11. Lead by example. Always be sponsoring, teaching and retailing your products.

12. Keep it simple – always do things anyone can easily duplicate.

13. Keep in touch. Communicate by newsletter, meetings, weekly calls, postcards, e-mail or voice mail – always pass on pertinent information immediately.

14. Remember to listen 80% of the time and talk only 20% of the time.

15. Satisfy all complaints within 48 hours and call people back within 24 hours.

16. Concentrate on what you can do for your distributors and customers – not for yourself. It's not about you; it's never been about you. It's always about them!

17. Ask for five new referrals from your new customers by simply saying "Can you help me, I need your help, will you help me?" As for the referrals before there product arrives by simply saying, "If this product works for you will you be kind enough to help me by referring me to four or five of your friends.

18. Always tell your customers and your distributors how much you appreciate them and their business.

19. Build upon your contact list daily while building your reputation as a leader.

20. Set daily, weekly, monthly and yearly goals and do whatever is necessary to achieve them. Always write down your goals in red – you will increase the chances of attaining your goals by double. If you don't believe this just do it and see what happens.

21. Subscribe to MLM training publications and read all the books you can. Educate yourself for 45 minutes each day about your products, your business, and your industry

22. Turn your “driving time” into “learning time” by listening to audio cassette tapes in your car.

23. Think BIG. As soon as you can, expand your business fast by teaming up and working with a partner in your downline. Never go it alone!

24. Invest your resources in the things that will provide you with the highest return — namely, your mind and your talents.

25. Read biographies of successful people and become inspired by their lives and achievements

26. Plow your profits back into building your business.

27. Prepare for your success by organizing yourself for success.

28. Challenge yourself. Believe that if others can do this business, so can you.

29. Have so much fun in your business that others want to join you, and

30. Remember: You never fail until you quit!