



This is a sample pdf that has the index of the book as well as the entire first chapter for you to read and share!

## **CONTENTS**

Forward  
Acknowledgment  
Introduction

### **Chapter 1.**

*Get Set & Go, with NETWORK MARKETING*

What is Network Marketing? Why NETWORK MARKETING will suit you? Learn about the Business .The advantages of NETWORK MARKETING. The Dozen Principles for Success. The Precautions. The results. Buy the Kit. Learn. Recommend. How to make a list of 100? Your Office. Crucial Questions you ask yourself

### **Chapter 2.**

## *Set Goals For Yourself*

Decide why you are working. Some examples of Goals. Success is in your Hands. Your daily Schedule. What will you do with the money? Set goals with your Leaders. Goals and Results Ratio. How to set Goals? Long term Goal. Why should you fail? 10 Commandments for New Recruits. 10 Commandments for Upline Leaders. The first Two Months of your Career. Your Plan Book. Monthly Plan. 5-Year Plan

### **Chapter 3.**

#### *New Habits That Will Change Your Life*

Live for tomorrow, Care for Others. Your inherent Values. Ask questions. Look your Best. Equip your Office. Get the Clutter out. Change your Attitude. Do not hesitate to Invest. Have Fun. Make selling a habit. Be determined to succeed. Forgive and Forget. Be a listener. Motivate Yourself. Do not waste time

### **Chapter 4.**

#### *To Be A Leader Know Your People*

Various kinds of Personalities. Some examples of Types. The four broad categories. Auditory. How to motivate them? Visual. How to handle them? Kinesthetic. How to deal with them? Digital. How do you utilize them? All four types are useful

### **Chapter 5.**

#### *Be A Master Recruiter And A Master Trainer*

How to be a leader in NETWORK MARKETING? The best leaders bring out the best in people. T.E.A.M. How to select future Leaders? How to develop Customers? Why should you make a Leader? How to make a Leader? Set your goal. The Ideal Qualities of a success partner. What he or she should be and what he or she should not be. How to manage extra workload? Notes of Caution. How to Recruit? How to deal with Recruits? What is Prospecting? Eliminate rejection. Never stop Recruiting

### **Chapter 6.**

#### *How To Be A Great Upline And Have Meetings*

Habits that will help you. How to do it fast. How to have meetings. Your business takes off. Bright ideas about NETWORK MARKETING meetings. Why should you have meetings? If no one turns up for your meetings. Attend the National Convention. When YOU hold a big Event

### **Chapter 7.**

#### *How To Face Disappointments*

God created us to be happy. Talk to yourself. Things you should never do. How to handle discouragement? It's never too late to Rectify. When you feel Depressed. Take control of your life. Grow and live. Never quit.

### **Chapter 8.**

#### *How To Recognize And Appreciate Talent*

Attitude. Busy giving recognition. Be loud and profuse. Why should you appreciate? How do you praise your team? When you have too many to recognize. Importance of the top leaders. Make newsletters tools for appreciation. What they shall have? Recognize at small meetings. Recognize at big meetings. Recognize at National Conventions. What if you do not

feel recognized?

### **Chapter 9.**

*Be A Master*

Masters are Champions. Champions are self-motivated. Begin lifelong self-improvement program. How to Decide? Meet & hear great Masters. What is being an average? Average people and Masters and Champions. How to be a Master in NETWORK MARKETING? The only way to the top. The balanced life of a Master. Work for your business everyday. Be a Master-seller.

### **Chapter 10.**

*Get Involved Now*

"Things that really gratify..." How will you survive in the 21st Century? Things for which you will work harder. Self-empowerment, Leadership and Vision. Start NETWORK MARKETING early in life. Start with little, make it Big. Do not fear. Dreams come True. Now is the time to take action. You will be at the TOP.

### **Chapter 11.**

*Objections - No Problem*

How to handle objections  
Sixteen most common objections

### **Chapter 12.**

*Power Communication*

How to use the telephone effectively. Don't lose sight of your objective, agree, listen. Don't waste your time with tyre kickers, Give the dead line, Follow up. The art of asking questions. Body Talk During Presentations. How to read body language. Eight rules for Presenting and accepting awards.

Network Marketing and Women  
Some Specimen letters  
Inspiring Quotes  
A List Of Books You Must Read  
Seminars You Must Attend  
Pearls of Wisdom

## **CHAPTER ONE**

### **GET SET AND GO! WITH NETWORK MARKETING**

Dear reader, I am writing this book to share with you some tips about building up a successful NETWORK MARKETING business, because I have been there...I have seen it. I am sharing with you what I have gathered from my years of experience with Network

Marketing. In this chapter I will tell you things that nobody has told you about HOW TO GET STARTED.

Believe me, it is not difficult to build up your own organization and keep earning for years to come. Take it from the one who will give you the necessary information in simple words and get you started.

What is NETWORK MARKETING?

Network Marketing. In this system, products or services are delivered directly to the end user through a 'network' of independent contractors. Here there are no middlemen. You will be surprised to know that this system has made thousands of families wealthy throughout the world.

So...get set... go!

Get started with NETWORK MARKETING.

Remember NETWORK MARKETING is FUN.

And it takes you WHERE YOU DREAMT OF GOING!

NETWORK MARKETING will suit you, because

- § This book will tell you many real success stories.
- § It is for anybody who is somebody.
- § It needs very little investment to start with, so you do not lose much if you discontinue in the future.
- § Just by working for 10 hours a week you can earn up to several thousand dollars a month.
- § This is the right time to start building your gigantic NETWORK MARKETING Empire. Right now.
- § You think you need a lot of money to live in style NETWORK MARKETING is the right thing for you.
- § Job security is a hazard in today's world. You cannot depend on your job...seriously. You need your own resources.
- § NETWORK MARKETING can really help you earn a LOT of money, if you are serious.

But remember

It's possible, but it's not easy. Ask me 'why?'

- § It needs planning. It takes time.
- § It is a process of learning. Those who learn fast, earn fast.
- § You cannot quit at any level. You just change your strategies.
- § Aim for optimum result and choose a product you like.
- § Get up and start today! If you want things easy, better think of something else.
- § It is rewarding and satisfying...but not easy.
- § It is challenging, but not gambling.
- § It is hard work a combination of effort, desire, sincerity and only a little bit of patience.

Learn about the business

Be with your upline to learn as much as possible but remember it's your responsibility to absorb information. Your upline can only support you. So

- § Read books, attend seminars, and listen to audio-tape lessons.
- § Attend all local meetings.

§ Read your upline's newsletter and subscribe to our FREE newsletter on [www.becomerichbooks.com](http://www.becomerichbooks.com).

§ Do not hesitate to ask questions, find the right person who can answer you.

§ Prepare yourself to attend the next National Convention or leadership Seminar.

#### The advantages of NETWORK MARKETING

§ It is a part time career: you can have the most flexible work hours. Hey! That's a lot of fun!

§ Travel whenever you like, as much as you like.

§ Make new friends develop your leadership skills.

§ Spend more quality time with your children, take them to and pick them up from school. You will not need day care. Attend all their school functions.

§ Earn extra money. All business related activities are tax deductible.

§ Get great products at a discount. Buy the clothes you desire. Live a full life.

§ Have a savings plan for the future.

§ Develop an all round personal growth, become a happy, positive person - a person with drive, motivation and ambition.

Remember, a person who has dreams is a great person to be with!

Don't forget this book comes with a pass to the world famous "Become Rich Now" Seminar so go to [www.becomerichbooks.com](http://www.becomerichbooks.com) and register. Limited seating.

#### 11 secret tips for success

1. To know about your products, use them personally. Buy all the new items and do not waste time learning about them from others. Be ready to throw away all competitive products when you buy the latest product that you recommend to others.

2. Accept your leader or upline as your best guide and do not try to fight the system. If you want change put it in writing through the proper channel. You've got to like what you do ninety percent of the time. The remaining ten percent you can do what you like. That means follow the beaten path that has proved successful. Try your own ideas or innovative skills only in ten percent of the cases.

3. Set up a goal. The best option is the Five Year Plan. It is the most effective as it gives ample time and provides regular checkpoints at intervals. So fix your goal, write it down, tell your friends and repeat it to yourself.

'IT WILL COME TRUE'

4. Meetings are important. Hold them always. Hold them anyway. Schedule your meetings and prepare for them. If nobody attends, give your presentation to anybody maybe your wife, or to a set of empty chairs. Attend all meetings likewise. Without fail. For best results you can also attend my seminar "Become Rich Now". Register your seat for "Become Rich Now Seminar" by visiting [www.becomerichbooks.com](http://www.becomerichbooks.com)

5. Make the meetings interesting by putting unique features and fascinating plans into them. Look at every business strategy through the eyes of a psychologist or a mathematician. Do it with pride and confidence. You will impress the rich and poor the, young and old alike. Your aim: NOT TO GIVE UP!

6. Choose and promote products that are exciting and interesting. There may be many reasons for that. The products may have a high consumption rate. The distributor himself may be your largest consumer. Even a small customer can ask for a bulk order.

7. Optimism makes you a better person. You are more acceptable when you have a positive attitude. So, be confident and push towards your goal. You will find yourself opening up to newer possibilities. You will change into a better YOU

Replace all doubts and negative thoughts with positive ones. Think of your future, your goal and you will reach towards it. Think about success and you will succeed.

8. Make business a part of your daily routine. Throughout the day, at your workplace, at the driving wheel, think about your products. While using the products, think of how amazing they are. Talk about them to your friends and your colleagues.

Even if you choose one or two days of the week to do business, it should be in your mind throughout the week. Only then can you grab all the opportunities when they come.

9. Set an example by doing what you want others to do. Be a model to your distributors who work for you. If there is a problem, solve it yourself, others will learn from you.

10. Make things easy for those who follow you. Teach simple ways that others can learn. Hard work can be done in simple ways too, that others find easy to follow. Finally it is the combined effort that matters. So, the real leader in NETWORK MARKETING allows many to follow their ways by making things interesting and easy to do.

11. Never say die. If you keep your eye on the end of your five-year plan, you will be able to hold on. You will be able to swim through the ups and downs of your journey. So never give up. Plans are not made to give up in between. If the first six months do not fetch much result, the next six months are bound to yield fruit. Such is the way of life. So, think of the people who make seven figures annually. How could they have done it had they given up midway?

#### The Precautions

- § Do not spend too much money on advertising.
- § Do not waste money on leads.
- § Do not sign up and sit idle, expecting to get rich in six months
- § Do not choose the wrong teacher. Take advice from only those who have done it in NETWORK MARKETING.

Remember there are more talkers than achievers.

#### The Results: How to get them

- § Teach others to lead. Make many leaders down the line.
- § Improve yourself constantly, by developing your knowledge, your skills and your personality.
- § Know more about your Company, about the product. Learn how many you need to recruit to get all you want.
- § Start a partnership and be a manager from the very beginning.
- § Be swift to take a decision when opportunity knocks.
- § Do not be overwhelmed by 'fast cash' stories of others in NETWORK MARKETING. It cannot be that fast. Work for it.

Remember: THOSE WHO ARE ENTHUSIASTIC AND AMBITIOUS AND NEVER GIVE UP WIN THE GAME. IN NETWORK MARKETING. IT CAN MEAN Rs 50,00000 OR MORE IN A YEAR.

## STEP 1 : Buy the Kit

Invest in the Product Kit and use all the items yourself. That will enable you to:

- § Recommend them to others.
- § Explain the advantages of using the product.
- § Save money.
- § Get all the support material.
- § Do the paperwork yourself and learn while you earn.

## STEP 2 : LEARN

- § Be your own client. Buy all the things you need and use them yourself.
- § Buy the product to give as gifts.
- § Get feedback from others so that you learn more about each item.
- § Spread the good reports.
- § If you do not use a certain product, find a friend who does. Make him try and get his report.
- § Even if you do not like all the products, choose the ones you like best. Know them like the palm of your own hand.

So that

- § You are ready to answer all the questions.
- § You can explain how to use them
- § You can confidently point out how they are far superior to other similar products,
- § You can explain the salient features excellently even if you do not carry samples.

Remember! Knowledge gives Conviction and Conviction gives Confidence.

## STEP 3 : RECOMMEND

- § To me, the best way to start your NETWORK MARKETING business is to talk and RECOMMEND the products.
- § For that, first spot THREE friends who would work with you; who would present your product and soon become your recruit.
- § Gather a large group of potential RETAIL customers, and follow up with them regularly.
- § Go BEYOND your immediate circle of family and friends.
- § Your confidence will increase as you learn more; you will be able speak STRONGLY about your product.

That will do the magic!

## STEP 4: MAKE A LIST OF 100

- § Identifying a hundred people from your circle of friends, neighbors and relatives is an excellent way to begin your NETWORK MARKETING business.
- § You know out of that hundred, some would readily accept your idea and be with you from the beginning. Mark them.
- § Keep in touch with all in your list. Someone else might get to them if you hesitate.

§ Use a notebook. Keep notes or keep track of each acquaintance and potential listener to start with.

Remember: You should talk with belief and have genuine faith in the products you use.

Now

#### HOW TO MAKE THE LIST

Get people who are in Constant touch. So that you can see the product spreading Mom, dad, sisters, brothers, cousins, uncles and aunts, neighbors. Then comes the next circle your barber, butcher, grocer, baker etc. whom you meet every second day or once in a week. Next, remember your old school friends, college mates, club-mates, colleagues from previous jobs. If you have not completed a hundred, go to the car service station, children's school, the doctor's clinic. Meet new people at wedding parties. Make friends.

What to do if some of your near ones are CLEARLY NOT INTERESTED

Yes. It can be shocking and disheartening indeed! I know it, because I had the same pitiable experience.

You cannot afford to despair. Say 'yes' to anything. Any new suggestion.

I contacted my remote acquaintances, my colleague, ex-school teacher, just anybody who knew me by face. I called a meeting, clearly expressing my intention, telling them that I just touched upon this new venture, and also told them there would be no compulsion.

I still remember my first meeting many years ago. After that there was a series of meetings, parties and presentations.

Some of the people who attended the first meeting are now the best of my friends, my recruits. And in fact, one of them called me the other day to say that she has quit her job due to health problems and is now ready to join me. After 8 years! Wow!

So nothing is impossible in NETWORK MARKETING.  
Therefore

DO NOT DESPAIR  
BE POSITIVE  
BE PATIENT

When you succeed, your people will come closer. They will see you are not neglecting them. In fact you have more time to spare. So, with those who are not interested in the beginning, your technique should be

To Talk less & Do more

Those who fail do so because :-

1. They are negative to start with
2. They are half-hearted and ready to fail.
3. They lack self-confidence.
4. They have no family or friend circle.
5. They dream of fast cash, too much of it.

FORGET ABOUT SUCH PEOPLE They are not for NETWORK MARKETING.

Now you start your own home office:

To set up the office, you do not need much space. The basic necessities are

1. A telephone.
2. A table with notebooks and pens.
3. A 'DO NOT DISTURB' board for your family.
4. Enough space to store your products.
5. A laptop or a computer with an internet connection

To start with, do not miss the meetings, seminars, self-development programs and

DO NOT HESITATE TO ASK QUESTIONS & TO CLEAR DOUBTS.

My first office was my home. While my friends had fun,  
I did my non business activities during breaks.

After a few years I shifted to a new flat with the top floor overlooking the terrace-garden.  
The top floor was my office. It was furnished and well equipped like any regular office. The  
only difference is that I became my own boss.

Now get going on your own business

§ Attend all seminars and development programs. You can enroll for the "Become Rich Now" seminar at the next schedule. Information on the next date and venue are available on [www.becomerichbooks.com](http://www.becomerichbooks.com).

§ Give out your business card to ten new people everyday.

§ Ask prospective recruits if they can spare some ten hours a week to make money.

§ Go for product training and use the products.

§ Learn more everyday.

§ Be positive and enthusiastic about your own business all the time.

§ Talk about your product and your business

§ Make phone calls everyday.

§ NEVER GIVE UP

ASK YOURSELF:

Wake up every morning. Think of the bright future ahead. And ask yourself

§ Am I going to get more disciplined?

§ Am I putting effort to learn more?

§ What do I need to change in myself?

§ How do I gather more knowledge?

§ What do I need to do to be a leader?

§ Do I need to change my life and be richer?

YES. YES. And Yes. You are the boss. Have a great career ahead! Become Rich Now!