

Discover The 7 Key Areas Crucial To Business Development

By Joe Bingham

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Everyday your online, literally hundreds of pieces of information are laid out before you, and ALL of them claim to contain knowledge critical to your online success.

Now obviously we can't read all of it, nor do we need to do so.

Therefore, isn't it about time we finally took a few moments to discuss just exactly what areas we DO need to focus our time on?

That way WE are in control over what we read, not those wanting us to read it.

The majority of information we find is about 'how to market', but really that's only ONE of the areas where we need to focus. And not only that, but 'how to market' is information completely useless without adequate knowledge in the other equally important categories.

So, let's briefly outline ALL of the key areas where we need to obtain knowledge in order to build successful online businesses. Then, we can be more selective as to what we NEED to spend our time on.

1. HOW TO FOCUS AND ELIMINATE DISTRACTIONS

Trust me, mental strength is essential in developing and growing a profitable business. This is one topic your online business cannot live without.

Working from home and being your own boss present different challenges than a traditional job. You must be self-governing and self-driving. Both traits common to millionaires and other highly successful people.

So, be honest with yourself, do you have this area well in hand?
Can you focus and meet your daily goals?

No one is totally immune to distractions, but there are things we can do to eliminate the majority of them and save ourselves a lot of time.

Two major tools include, working from a daily 'to do' list, AND monitoring our own activities.

It sounds oversimplified, I know, but just plain getting down on paper what needs done saves a massive amount of time. It gives us direction, control, the ability to prioritize, and most importantly it helps us to stay focused.

As well, we need to police our own actions. Occasionally, I take a day or two where I write down exactly when I start work, when I take breaks, what I get done during each time period, and when I quit.

It's a very educational practice. It's taught me to identify what things are taking away my time, what can be done faster, and what time of day I get the most done. Time-management puts you way ahead of your competitors and gives you a quantum leap towards achieving your goals.

Obviously, everyone has different distractions, schedules, and priorities. However, focusing a portion of your learning time on dealing with this topic will be of great value to your overall business.

2. DEVELOPING LEADERSHIP QUALITIES

Learning how to be a leader is critical to network marketing, AND sales of any kind. Think about it, who do you buy from? Someone you can trust. Who do you prefer to sign under? Someone you know is successful and willing to show you the way.

'Follow the leader' may be a child's game, but it's one that teaches us to look for the best people to place our trust, and money, in. Learning more about what it takes to lead and inspire will only benefit your business no matter what stage of the game you are in.

Another aspect of leadership often overlooked, EXCEPT by those that are highly successful, is creating a genuine desire within yourself to help others succeed.

The best leaders are those that serve their follower's interests.

Educate yourself on quality leadership practices and put them into use. You'll find this is an area more critical to business success than most will ever admit.

3. HOW TO BUILD AND MAINTAIN ALLIANCES

Alliances can range from all out partnerships to simple word of

mouth referrals. In either case, it's something we need to be good at. Nurturing your business and customer relationships is another trait commonly found in self-made millionaires and successful leaders.

How do you build trust in others? How do you earn their recommendations? How do you work with others for mutual benefit?

First, simply start by being honest and trustworthy in all your dealings.

People talk about and seek out products and services that benefit them. If you want a good reputation, word of mouth publicity, and partnerships with others who have a lot of followers, earn it first by providing your best at all times.

Give more than expected of you and soon you'll find others willing to do the same.

Learn as much about this as you can. It really is a highly valuable tool.

4. HOW TO EXAMINE OPPORTUNITIES AND PRODUCTS

New things come along all the time. Are there ways to dissect which are truly beneficial? Can you determine the impact adding a new product will have on your business? Are you marketing products and programs best suited to your style?

Nothing can have a bigger impact on your success than choosing what you plan to market. As taught by Andrew Carnegie, who by all accounts was the wealthiest man in the world in his time, the secret to building wealth is simple -- find a need and fill it.

This rings true even today. Develop your instinct of finding what your target market needs by "examining the problems" and seeking the best solutions. This will lead you to the right products and opportunities for creating wealth not only for you, but those who follow you. AND you'll be providing the best benefits possible to your customers as well.

5. HOW TO MARKET

Sure, this is a big category and worth a lot of our time, but can you see now how the other areas all work in conjunction with this one?

Will you have any success learning to market without putting everything together into a complete package?

Just remember to focus your marketing education on learning only from those with proven track records. Choose good mentors whom you can trust and ignore the general advice of the 'program of the minute' crowd.

6. HOW TO SOLVE PROBLEMS AND STAY MOTIVATED

Things go wrong. It's as simple as that. There are, however, problem solving skills that can be learned and self-motivational tools that can keep us going. Who knows how many people, with good knowledge in other areas, have failed right here. Success does take persistence and the ability to overcome, and learn valuable lessons from, our mistakes and failures.

There are a lot of motivational resources, speakers, books, articles, you name it, everywhere you look. This did not come about by accident, but in order to fill a need.

Find your favorite resources, and take time occasionally to re-evaluate your goals. All the while VISUALIZE what you are trying to accomplish. Imagine yourself enjoying the success you desire, and make as much of it a reality as you can.

The more you can focus DAILY on what you are trying to accomplish, the more likely you are to get there.

7. EXPANDING AND APPLYING YOUR EDUCATION

Now that we've categorized the things we need to learn, it's easier to think through those we need to develop further and in what order we need to work on them.

Ask yourself what areas you need to learn more about. Then, as more information is blasted your way, you'll be ready to pick your way through to what you need most. As well, you'll be better able to make wise decisions when it comes to purchasing information.

Remember the areas listed above. Rate yourself in each one and then take a course of action to improve each area according to your need. Think about what you need to learn to take the next step in the development of your business and then seek that information first.

Success not only depends on gaining the right knowledge, but on gaining the right mindset for putting that knowledge together. It's about developing your mind first and then putting your ideas into practice to reap the benefits.

Spend time not only learning new things, but on realizing how to apply them to your business and goals.

Don't allow information overload to get to you again. Sort through the onslaught by making up your mind and focusing your time on what YOU need to be doing.

The ebook "AMillionaireMind.com" is getting rave reviews for

helping people to re-think and transform to the proper mindset for achieving their dreams and goals. To get your copy and for more information on Creating the wealth building mindset necessary for achieving financial success. Go NOW to:

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