

Ten Lessons From A Survivor! (My First Year As a Network Marketer)

By Lee Wise

Ten Lessons From A Survivor! (My First Year As a Network Marketer)

Lee Wise
Ifwise@aol.com

Retire Quickly <http://www.retirequickly.com/89863>

TEN LESSONS FROM A SURVIVOR!
My First Year As A Network Marketer
(©Lee Wise 2002)

I'm not on television. You won't find me on an island voting someone else off. I don't even want to be there!

But I am a survivor ... of sorts.

I have survived my first year in the network marketing business. I've lived to tell the story and I still enjoy it! I'm either nuts, persistent ... or both!!

You can decide which of the above I am! Either way, here are some of the lessons I have learned during this year's journey.

**THE VALUE OF CONSISTENT EFFORT

Two Big Areas

One: consistent prospecting.
Two: consistent follow-up.

Need I say more?

**THE VALUE OF UNDERSTANDING THE REALITY OF THE LEARNING CURVE

The Learning Curve Is Real.

You MUST pay the price of time and effort to learn.

You're sunk if you don't!

Time. It Takes Time!

It just takes time to learn about marketing, emails, autoresponders, advertising, prospecting, follow-up, the product, how to respond to questions, ways to influence your downline, ideas for helping others, etc.

**THE VALUE OF RESEARCH

"Danger Ahead!"

The danger is too much time in the wrong places. Spreading yourself too thin. Not focusing. That's the danger.

"More Danger Ahead!"

I think there is another danger: sitting and doing nothing. Just getting acquainted with the industry takes time. I said it above, and I'll say it again: you have to pay the price of time!

The "Discipline of Self-Improvement."

By way of example ...

You may review the newsletters of successful network marketers to see how they communicate and format their ezines. (So many spaces for each line for instance! Get the idea?)

The "Discipline of Gathering Good Ideas."

This is the other side of the coin which I mentioned above.

Ideas come in all shapes and sizes. Maybe it's an idea for an ad, a way to phrase something, how to respond to a potential prospect, or just an idea to keep yourself motivated!

It doesn't matter. You need them!
So get 'em, file 'em, and use 'em!

**THE VALUE OF "CONNECTING" WITH YOUR MOTIVATIONS

Why Am I Here?

Your motivations regarding why you want this business to succeed. The "reasons" that drive you.

I have had to review them many times this past year! What's one of the main ones for me? "Making it" during retirement. I'm 56.

Now *This* Is Me!

I like to help. So what do I find myself doing? Right. Looking for ways to help both myself and my downline.

I like "hands on" stuff. You guessed it: I try to think of specific steps of action that could, or should, be taken in any number of things related to my business.

I enjoy creating. I saw a motivational mailing and said to myself, "I can do that!" So I sat down and created my own. "A Moment In Time." You want it? Just write me, and I'll send it!

****THE VALUE OF ASKING FOR HELP**

Ask All The Time!

I ask for help all the time. I get help from my upline, folks I purchase material from and friends I meet online.

A Tip!

When you can, return the favor. For instance, Josh Hinds, who writes "Let's Talk Motivation" has been helped me. I just recently sent my downline his link. I have other people who have helped me as well. Write me. I'll give you their names and links!

It never hurts to be grateful.
Never!

****THE VALUE OF GETTING TO KNOW PEOPLE**

I Work With People -- Not A Product!

I just talked with a young mom going through a divorce. She wanted to know more about network marketing. Frankly, she can't join my organization now but I told her to use me

for a resource anytime. If I don't know the answer I'll try and get it for her!

I try to keep people in focus.

And that goes for my downline. It may sound a bit strange to you but I've said to select members of my downline many times that I'm praying for them. And I do!

If I ever lose this focus -- even if I'm a "success" -- I won't deserve the success I may experience.

****THE REALITY OF DISCOURAGEMENT**

It's Tough!

There just ain't no other word for it.

Expect it. Make the mental adjustments.
And go on.

****THE VALUE OF CREATING WAYS TO HAVE FUN**

Is it fun for you to IM? Then get online!
Is it fun for you to talk? So talk!
Is it fun for you to write? Then write!

****THE VALUE OF "CAPTURING THE JOY" OF SUCCESS**

Capture The Moments!

Whether it's enrolling someone, getting some hits on the website, helping a downline member, or any number of things: "capture" some of the good times. Don't say, "Well, it's just one. It should be ten!"

True. Ten would be better. However, one is still important!

Let The "Highs" Move You On!

Sometimes I like to "use" high moments to propel me to more action. "Okay, Lee. That was neat. Now why not call while you feel this way? You're up. Go for it!!"

****THE VALUE OF ALLOWING MYSELF TIME TO SUCCEED**

I'm Not There Yet!

Honestly, am I where I want to be? No.
But I CAN see the value of network marketing.

"Seeing" The Potential!

I work at home. I like what I do.
As others join my downline they are working
for their benefit and mine. Checking your
email and finding that someone has just "come
aboard" in a downline means that "it's working."
There IS potential for growth. Real, solid
growth.

And you know what I've found? Understanding
that potential has kept me going at times.
I can "see" it.

Ten lessons from a first year "newbie." I hope they
will help you or someone you know!

The best of success to you and those you love,

Lee

Lee is a Seminary administrator, has a part-time business at
home, and writes his own free motivational mailing. You may
contact him at lfwise@aol.com or by visiting
<http://www.retirequickly.com/89863>. Permission is given to
distribute article. This entire paragraph must be included.

[Get-Articles.com](http://www.get-articles.com) : 1000's of reprintable business and internet marketing-related articles.

[Submit your article for reprint.](#)