

Can You Believe ... What is Your Faith Quotient?

By Al LeBlanc

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Al LeBlanc
Al@boomerjournals.com

Boomer Journals <http://www.boomerjournals.com>

Being in business for myself was all I could think about when I was younger and it's all I can think about now. Being the rebellious independent thinking type I always had a need to fly or die by my own device. The lessons have been many ... too many to discuss in detail here, but I can touch on a few key areas.

There is very little you can accomplish apologizing your way through life. You are not imposing on the world by wanting to be independently successful unless you're continually trying to force yourself down the throats of people who have no interest. Individuals who decide to pursue MLM programs tend to violate this regularly. Having fifteen years MLM experience says I know what I'm talking about here.

Success will take much longer than they tell you and may not be the lifestyle you expected when you saw the presentation. MLM is not a ten-hour a week commitment any more than anything else is if you truly want to succeed. It must become a passion.

Thinking is really something many people would benefit from before leaping at anything just for the money. Here are a few things to think about:

1- What's your personality like?

Look at what is required of you to accomplish the desired goals. Are you willing to conform and change where it is needed? One of my biggest lessons was that I could do anything for short spurts but I couldn't maintain for the long haul. I tended to undervalue my own need to be happy with what I do and myself. Just for the money won't work for a lifetime. You'll burn out.

2- Are you comfortable with risk?

Every business I have ever been involved with was froth with opportunities for financial loss and or stress. If you're the type that obsesses over a little debt and an inconsistent income the world of self-employment will not be your cup of tea. Money tends to come in bunches and is often seasonal in nature.

3- Do you have an unwavering belief in your own abilities?

Self-employment requires a high level of faith. For those of you that don't really know what that means, it means the ability to move on toward your goal through all types of challenges as if you

could never be defeated, sometimes in the face of evidence to the contrary. There are times you have to be stubborn as a brick.

4- Read, research, and network.

The bible says there is safety in many counselors. You need to develop and expand your expertise within your chosen field. Read everything you can get your hands on. The only advice I'll give you here is to read things by people who have actually done things, not just written about other people doing them. It would also benefit you to associate both online and off with people of like mind and ambition. Be sure that every time you hear a new approach not to immediately reinvent your life on it. Take a little time to digest things.

5- When you say things you must deliver.

When working with customers your credibility is always on the line. When people invest money in you and your services they expect you to deliver on your promises. Continually miss delivery dates or deliver only parts of what you promise and the word will get around. Your skills are not enough to maintain your customer base if your word means nothing. People will roll with growing pains but they won't tolerate arrogance for long.

6- Manage your money wisely.

Good credit is important. It is almost impossible to succeed in business without credit sources to carry you through the tough times. Pay your creditors almost before you eat. They will carry you when things are rough.

7- Hire staff before it's too late.

One of the biggest weaknesses in small business people is the attempt to wear all the hats. You can't do it and grow. You must learn to delegate the simple things to people who can free your time to do what makes you money. Make a list of things that others can be easily trained to do and budget it. Develop some sort of schedule or you will have no life.

8- Treat your business like it was already a multi-million dollar operation.

This is major because you can never grow correctly with out a plan for growth. If you insist on keeping yourself small you can keep raising your prices until your workload eases up, but I don't recommend that to most people. The better solution is to develop competent contractor relationships where you can farm out work under your banner. Some people are good at what they do and would be happy to work for you part time from their home office for a reasonable fee.

Success in business whether it's home based or otherwise is never an accident. Get the facts, make a plan, and realize that you're as capable to achieve success as anyone else. Believe in your abilities and above all, give yourself time. Good things take time! Too many people give up on their dreams and goals when they were closer to success than they understood.

Al has been self-employed for over thirty years and has significant experience in network marketing and as a motivational speaker. He can be found at www.boomerjournals.com , his latest project, and can be reached at Al@boomerjournals.com . Permission is granted for reprint with credits, links, and a courtesy email to the author.

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