

8 keys to success in network marketing

By Damon Willis

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Action: The first key to success in network marketing is taking action!! Never put yourself in a paralyzed state when it comes to network marketing. Success in any business is based on productivity and taking action, whether it's mental or physical labor. Planning is important, but so is learning by experience! Remember you're in an industry where you deal with people constantly, so the more people you're around the more you increase your chances of success. Remember action is the first step toward riches!

Positive attitude: The second key to success in network marketing is a positive attitude. Without a positive attitude your brain will be filled with thoughts of negativity and you will begin to surround yourself with negative people. A positive attitude is your fuel for success because whatever you put out in the universe is what you get back from the universe. What this means is positive energy, and positive thoughts translate into positive cash flow and moral within your team (down line).

Faith: The third key to success in network marketing is faith. Without an unwavering belief in your company, yourself, and your team (down line) the growth needed for your business to prosper will not happen. Faith starts with the belief that you can do things that others would call unthinkable!! The old belief that if you believe it you can achieve it still rings true today. The faith you have in yourself will cause your team to believe in your capabilities and therefore believe in themselves, and when they build their own teams the same thing will happen, this is how a great team is created!!

Gratitude: The fourth key to network marketing is gratitude. Imagine how it would feel to be acknowledged every time you do something great. It feels great and it makes you want to do something else either equal to what you've achieved or better. To be gracious is to give back positive energy that has been exerted. In essence this is food for the soul when it comes to your team. Things won't always be easy in this industry but gratitude can sure keep you going. When anyone works hard for the greater good of their team and they know they're appreciated, they don't mind working harder. So be gracious!!

Teamwork: The fifth key to network marketing success is good old teamwork. In the network marketing industry there is a lot of what you would call "Most Valuable Players" but in any professional sport everyone knows that great coaches and great teams win championships. I'm always interested in great teammates because these people believe in working together. Remember greed and selfishness don't bring about wealth and success and if you do happen to become wealthy imagine how much harder it will be to keep it. Imagine building an automobile by yourself when you could put together a fine tuned assembly line that cranks out cars a hundred times faster. I don't know about you, but I'm going with the assembly line!! Build a team and attain your dreams!

Focus: The sixth key to network marketing success is Focus! Remember the old saying focus determines reality; this statement is one hundred percent true! Every person that's successful in business and network marketing started out with a few thoughts and focused on putting those thoughts into action. Part time work or focus means part time results. You would assume that if someone wants success in network marketing that they would have no problem focusing on their goals, but this is to the contrary the world is filled with distractions but if you can overcome these distractions and focus the sky's the limit!

Goals: The seventh key to network marketing success is creating goals for you. I have a simple question for you. How can you get anywhere if you don't know where you're going? The fact is that you need goals so you can move forward in the right direction to make your business grow. When things get a lot more hectic when your business flourishes you'll need to know what's going on a year in advance so you and your team stay on track. Set any goal you can imagine because you can achieve them, and when you achieve these goals always set new ones. These goals are your compass that will lead you to prosperity and success!

Product Investment: The eighth key to network marketing success is product investment. It's important to market a product that you'd actually use yourself and what better way to promote your product than to be a customer. Depending on the type of business you're in will determine whether or not you need samples of the product you're marketing. Remember if you market a product that needs to be sampled it is vital that you have a readily available supply at all times so you can move forward aggressively without waiting days for more product to be shipped to you. I recommend auto shipping your products because it guarantees that you'll be out in the field working instead of waiting.

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