

Think of Yourself as a
PROFESSIONAL Network Marketer

GO PRO !



Carole Taylor

Top Isagenix Leader and Income Earner

Founding Executive

17-Star Platinum

23.5 Million Dollars US Earned in 20 years in Isagenix

44 Years in Nutrition & 44 Years in Network Marketing

Carole's Story



- Always in Health Care . . .
- First part of my career . . . 'Sickness' . . . Cancer Research . . . then Clinical Trials . . . in Pharmaceutical Industry
- 44 years ago . . . Complete Career Change . . .
- Moved from 'Sickness' to 'Wellness' . . .
- And Corporate . . . To Entrepreneurship . . . Network Marketing
- **Love NM because of Freedom ~ Flexibility ~ Friendship ~ Fun**
- **261** of the **406** Isa-Millionaires are on our Team !



Professionals . . . Walk the Talk !

Not only What they do . . . How they do it

Professional Networkers approach their business as a business . . . with **structure**, a **plan** and **vision**



100% Competence = 100% Confidence

Success in Network Marketing = Belief . . . Mindset . . . Posture

Know Your Product . . . Learn the Pay Plan . . . Develop the Skills

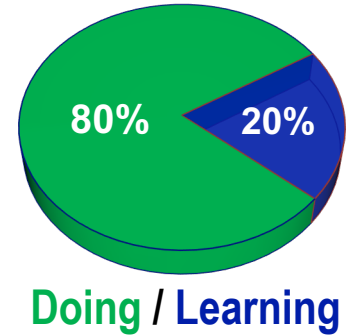
- The Challenge is not **Motivation** . . . it's **Confidence**
- Build **Confidence** by Building **Competence**
- Build **Competence** by **Learning the Skills**
- **Practice the Skills** . . . Builds Belief in **You**
- **Belief in Yourself** leads to **Success** . . . **Confidence**
- **Strong Posture** . . . and Endless Possibilities !

Network Marketing Success Skills to Develop

- **People Skills** . . . How to Connect (Talk) with People
- **Listening Skills** . . . **Wherever You Are . . . BE There !**
- **Story-Telling Skills** (Guess what happened to me)
- **Organizational Skills**
- **Follow-Up Skills** . . . Fortune is in the Follow-Up
- **Team-Building Skills** . . . Create a Happy, Positive Culture
- **Social Media Skills** . . . Facebook, Instagram, You Tube
- **3-Way Calls . . . Edify . . . Professional . . . Credibility**

3 Biggest Mistakes to Avoid

1. Spending too much time “getting ready to get ready” to start
2. Spending too much time with the wrong people
“Not Ready” yet ~ Tire-Kickers ~ Time-Wasters
3. Spending too much time creating “Systems”
or getting fixated on a specific “system”.
Use whatever works for you !



Choose Positive, Energetic, Self-Motivated, Dependable People

Remember ~ it's the START that STOPS most people !

Keep it Simple ~ Easy ~ and Fun !

Most people think of selling as pushing their solution to someone who doesn't know they have a problem.

Selling is a lot easier than this. All we have to do is:

1. Build **Trust** and **Rapport**
2. Find out if they have a **Problem**
3. Make sure they **Know** they have this problem
4. Ask them if they **Want** to do something about it
5. **Then . . . Present our Solution**

Tom "Big Al" Schreiter

Attitude ~ Commitment ~ Focus

Your Basic Tool Kit . . . YOU !

- **Your Story . . .** The One you Tell Yourself
- **Your Attitude . . .** Your Commitment
- **Stay Focused** on your Vision
- **No Excusitis !**
- **All Distractions are Equal**
- **No Negative Drama Talk** to Friends, Family or Self
- **Keep Your Word & Promises . .** Builds Confidence

Our Focus . . . People

People are our Best Assets . . .

- We Build Relationships . . People Helping People
- We Build **Networks of Networks** . . .
Teams with Dreams
- We Create **Team Spirit**
- We Create a **Supportive Community** & Environment
to Attract the Best People
- And Inspire them to **Grow** . . . **Dream** and **Succeed**

Create Your Team

- **Roles to fill** ~ Retailers, Business-Builders and Drivers
- **Plan events** with your Team Members
- **Build loyalty**
- **Lead Your Team** with Power and Enthusiasm
- **Set the pace** for your group by your own example
- **HAVE FUN !**

***Set High Standards for Your Team . . .
Be a Great Role Model . . . Go the Extra Mile !***



Qualifying Potential . . . Networking Pros

6 Cs

1. **C**redible
2. **C**apable
3. **C**oachable
4. **C**ommitted
5. **C**ooperative
6. **C**ourage

+ ENTHUSIASM



Lead with . . . Integrity . . . Honesty

INTEGRITY

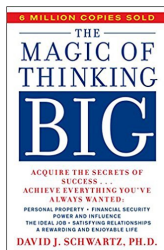
- Most valuable and respected quality of Leadership
- **Integrity is 24/7**
- Do what **YOU** know is right . . . no matter what
- Be the person YOU would like to have join your Team

“Confidence on the **Outside** begins by
living with Integrity on the **Inside**” . . . *Brian Tracy*

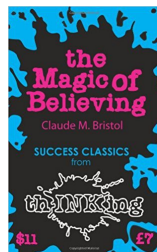


Reference Books for Belief and Growth

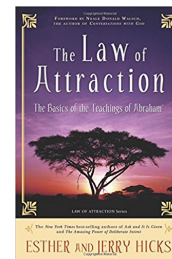
My Personal Favorites . . .



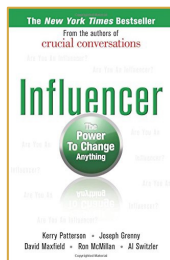
The Magic of Thinking Big –
David J Schwartz



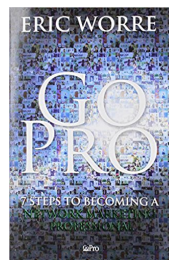
The Magic of Believing –
Claude M. Bristol



The Law of Attraction –
Esther and Jerry Hicks



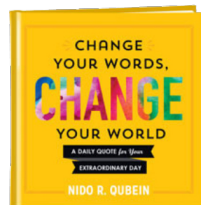
Influencer: *The Power to Change Anything*



Go Pro –
Eric Worre



Ice Breakers –
Tom 'Big Al' Schreiter



Change Your Words, Change Your World
Nido Qubein, www.SimpleTruths.com