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WHY PEOPLE FAIL





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WHY PEOPLE FAIL



IN THE VIDEO FOR THE FINAL MODULE FOR THIS SERIES, RON, DEAN AND JOE DISCUSS THE FIVE MAIN PITFALLS THAT YOU MUST AVOID TO REACH NETWORK MARKETING SUCCESS. THESE PITFALLS ARE THE MOST COMMON REASONS WHY PEOPLE FAIL IN THE BUSINESS.

THE FIRST PITFALL DISCUSSED IS WASTING TIME. IT IS ALWAYS EASY TO END UP WASTING TIME ON AREAS OF YOUR BUSINESS WHICH ARE NOT PROFITABLE ENOUGH TO MAKE THEM WORTHWHILE. IT IS IMPORTANT TO WORK WITH THE RIGHT PEOPLE IN ORDER TO MOVE YOUR BUSINESS FORWARD. YOUR TIME IS VALUABLE AND YOU NEED TO USE IT WISELY TO FULFIL YOUR ACTIVITY GOALS. FOCUSSING ON SKILLS WHICH ARE NOT REQUIRED OR INEFFICIENT METHODS OF GENERATING YOUR LEADS WILL QUICKLY WEAR YOU DOWN AND DAMAGE YOUR MOTIVATION AND CONFIDENCE IN THE BUSINESS.

THE SECOND PITFALL TO AVOID IS BEING INCONSISTENT. CONSISTENCY IS THE PARTNER OF COMMITMENT AND, AS JOE REMINDS US, A LACK OF CONSISTENCY IN OUR WORK WILL QUICKLY BREED FAILURE. COMMITTING TO A REALISTIC SCHEDULE AND SETTING ACTIVITY GOALS THAT YOU CAN CONFIDENTLY KEEP UP WITH IS IMPORTANT HERE. AT LEAST EIGHTY PERCENT OF YOUR TIME SHOULD BE SPENT ON MONEY-MAKING ACTIVITIES SUCH AS FINDING LEADS AND DUPLICATING YOUR EFFORTS AMONG THE MEMBERS OF YOUR EXPANDING TEAM.



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THE THIRD PITFALL TALKS ABOUT HAVING A POOR MINDSET AND COMMUNICATION SKILLS. JOE REMINDS US THAT WE GET WHAT WE ARE RATHER THAN WHAT WE WANT. IT IS IMPORTANT TO TRANSFORM THE MINDSET BY STEPPING OUTSIDE OF THE COMFORT ZONE AND AVOIDING NEGATIVE INFLUENCES. RON TALKS ABOUT THE IMPORTANCE OF BEING FOCUSED ON THE REWARD AND BEING MOTIVATED BY DOING SO. THIS WILL ALLOW YOU TO GIVE OFF A MORE POSITIVE ENERGY WHICH IS ESSENTIAL FOR RECRUITING OTHERS INTO YOUR TEAM.

THE FOURTH POINT DISCUSSES THOSE WHO ARE UNTEACHABLE. SOME PEOPLE ARE SIMPLY TOO STUBBORN AND STUCK IN THEIR WAYS TO BE TEACHABLE. IT IS IMPORTANT TO DEVELOP A NEW WAY OF THINKING AND ACT ON WHAT YOU ARE LEARNING. JOE REMINDS US HOW THE PREVIOUS THREE PITFALLS CAN ALL BE AVOIDED BY BECOMING MORE COACHABLE.

THE FIFTH AND FINAL REASON AND, INDEED, THE MOST COMMON REASON WHY PEOPLE FAIL IS BECAUSE THEY QUIT. EVEN IF PEOPLE ONLY QUIT PSYCHOLOGICALLY AND LOSES THEIR MOTIVATION ENTIRELY, THEY HAVE ALREADY FAILED AT NETWORK MARKETING.



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1. W _____ T _____

EMPLOYEES DO JUST ENOUGH TO NOT GET FIRED BUT NOT ENOUGH TO SEE WHAT THEY ARE C _____ OF.

WE GET PAID BASED ON THE V _____ WE BRING TO THE TABLE.

THE GREATEST TIME WASTER IS W _____ WITH THE WRONG P _____.

IN WHAT WAYS COULD YOU BETTER USE YOUR TIME?

Four horizontal lines for writing answers.

2. I _____

YOU'RE EITHER C _____ OR YOU'RE N _____.

EXPLAIN RON'S "EATING" ANALOGY AND HOW IT RELATES TO NETWORK MARKETING IN YOUR OWN WORDS:

Four horizontal lines for writing answers.





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WHAT ARE THE ESSENTIAL MONEY MAKING ACTIVITIES?

3. POOR M_____ / C_____ SKILLS
YOU GET WHAT YOU T_____ ABOUT THE MAJORITY
OF THE TIME.

HOW CAN YOU IMPROVE YOUR MINDSET AND
COMMUNICATION SKILLS?

4. U_____

BEING C_____ IS AN ACTIVE ATTRIBUTE
MEANING YOU ACT ON WHAT YOU ARE L_____.

IN WHAT AREAS OF YOUR BUSINESS AND LIFE COULD YOU
BE MORE COACHABLE?

5. THEY Q_____

HAVE A LOW "I Q _____" RATE.





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IF S _____ WAS EASY, EVERYONE WOULD HAVE IT.

YOUR NEXT LEVEL OF LIFE DEMANDS A N _____ YOU.

IF YOU CAN CHANGE YOUR T _____, YOU CAN CHANGE YOUR L _____.

COMMIT TO YOURSELF IN WRITING THAT YOU WILL NOT QUIT.

Four horizontal lines for writing a commitment.



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MODULE 19: ANSWERS

1. WASTE TIME

EMPLOYEES DO JUST ENOUGH TO NOT GET FIRED BUT NOT ENOUGH TO SEE WHAT THEY ARE CAPABLE OF.

WE GET PAID BASED ON THE VALUE WE BRING TO THE TABLE.

THE GREATEST TIME WASTER IS WORKING WITH THE WRONG PEOPLE.

IN WHAT WAYS COULD YOU BETTER USE YOUR TIME?
(ANSWERS VARY)

2. INCONSISTENT

YOU'RE EITHER CONSISTENT OR YOU'RE NONEXISTENT.

EXPLAIN RON'S "EATING" ANALOGY AND HOW IT RELATES TO NETWORK MARKETING IN YOUR OWN WORDS: (JUST BECAUSE YOU EAT A BIG MEAL ONE DAY, DOESN'T MEAN YOU CAN GO A WEEK WITHOUT EATING JUST LIKE PROSPECTING A LOT ON SATURDAY DOES NOT MEAN YOU CAN SKIP IT THE REST OF THE WEEK. YOU FUEL THE SKILL THROUGH DAILY ACTIVITY JUST LIKE YOU FUEL YOUR BODY DAILY WITH FOOD.)



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WHAT ARE THE ESSENTIAL MONEY MAKING ACTIVITIES? (PROSPECTING, CONTACTING, INVITING, FOLLOWING-UP, FOLLOWING THROUGH.)

3. POOR MINDSET / COMMUNICATION SKILLS

YOU GET WHAT YOU THINK ABOUT THE MAJORITY OF THE TIME.

HOW CAN YOU IMPROVE YOUR MINDSET AND COMMUNICATION SKILLS? (ANSWERS VARY I.E. CHANGE WHAT YOU THINK ABOUT, READ MORE, CHANGE WHO YOU SPEND TIME WITH, ETC.)

4. UNCOACHABLE

BEING COACHABLE IS AN ACTIVE ATTRIBUTE MEANING YOU ACT ON WHAT YOU ARE LEARNING.

IN WHAT AREAS OF YOUR BUSINESS AND LIFE COULD YOU BE MORE COACHABLE? (ANSWERS VARY)

5. THEY QUIT

HAVE A LOW "I QUIT" RATE.

IF SUCCESS WAS EASY, EVERYONE WOULD HAVE IT.

YOUR NEXT LEVEL OF LIFE DEMANDS A NEW YOU.

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IF YOU CAN CHANGE YOUR THINKING, YOU CAN CHANGE YOUR LIFE.

COMMIT TO YOURSELF IN WRITING THAT YOU WILL NOT QUIT.



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NOTES:



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NOTES:

Large empty rectangular box for taking notes.