

Success Keys

RECRUITING | SALES | LEADERSHIP



*Heartfelt*TM
network marketing

*You don't need anyone's permission to be a **success!***

Shauna Ekstrom

Action Guide



Success Keys

Has your business built momentum? Are you excited about your products and story? If your response is "Yes!" than you need to move to the next step.

Pull others up with you.

- Consistent action...
- Follow-up...
- Prospect!



Those three actions will build your business and keep it solid. Create excitement and urgency in your business. Keep things duplicable and be open to new tools and methods.

Add new tools to your belt.

Use tools that build relationships.

- Social media is a tool you can use to grow your relationships.
- Websites are duplicable and cost-effective. They can be great teaching tools.
 - www.allononepage.net
 - (212) 990-2300 Passcode 9952#

Get one-on-one.

Tell your story to everyone!

Attend events with prospects.

When they are at an event they have social proof of the validity of your product. You can tell them a thousand times how good a product is, but when they hear it at the event it clicks and become valid.

Working as a team together; together we're better.

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The Dawn of "Heartfelt" Network Marketing



"Team is together, everybody achieves more."

Go to small events in your area. Celebrate wins. That small piece can change whole company.

Culture

Build a collaborative culture rather than a competitive culture. Don't push your goals or rush people to achieve your goals.

Teamwork! #OneTeam. Unity is important here. Build trust so that dissension or issues can be discussed and resolved as a team and not covered up.

"If it is not right for the company, it is not right for my business" – Peter Kelly

Communion

We need to hear from people. The good, the bad and ugly. Then we get to nip all those things that really aren't working, let's talk about it, let's do what we can do. As a leader, take responsibility and move forward.

Congruency

Congruence means "the quality of state of agreeing, coninciding...." Congruence works in harmony with culture and communion.

Be sure to quiet the noise of self-doubt. Don't play the comparison game. Everyone is different and at a different place in your life. Don't be competitive to the point where it shuts you down.

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