

Success Night

RECRUITING | SALES | LEADERSHIP



HeartfeltTM
network marketing

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

Shauna Ekstrom

Action Guide



Success Night

Network marketing is really about listening. Build your network one person at a time. Passion and simplicity are key.

Again, plan to build your business one person at a time. Get everyone you know involved. Always look forward to the next goal.

Know your why. Why you do what you do. Look for pain points.

What story can you tell that will have them “leaning in”?

Shauna Ekstrom

The Dawn of “Heartfelt” Network Marketing



Go deeper into the whys? Go five why's deep when you have a conversation with people. By about the third or fourth why, genuine emotion is displayed and the door opens.

*“Until one is committed, there is hesitancy, the chance to draw back—
Concerning all acts of initiative (and creation),
there is one elementary truth that ignorance of which kills countless ideas
and splendid plans:
that the moment one definitely commits oneself,
then Providence moves too.” – Goethe*

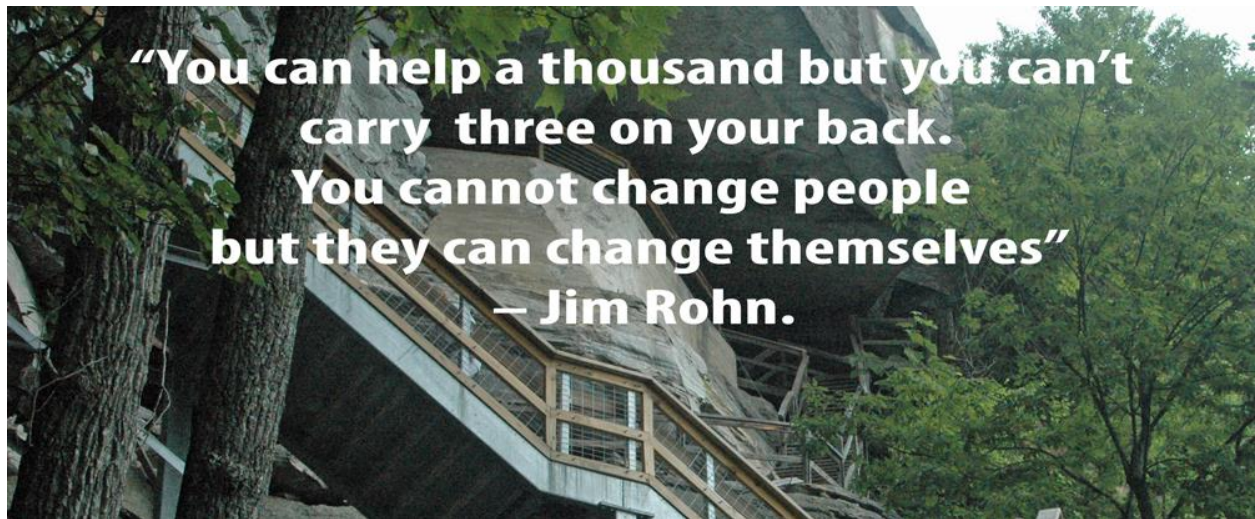
Move fast and be proactive.

Be a Leader

Think of an Olympic torch runner. It is important to lead, someone else raises their hand, they reach up and you recognize it.

Duplicate the Process

Find leaders, duplicate the leadership and personal development. As people develop, you build your team faster.



Shauna Ekstrom

The Dawn of “Heartfelt” Network Marketing



Create leverage.

How can you create leverage in your business?

Know when to lead!

Part of leadership is knowing when to lead and when to let go. Support from a distance and when they are ready, you will know it.

Know how to manage.

Have your office with you all the time. Wherever you are, be ready to make a move.

How do you identify and manage the people who are bringing in 80% of your income?

Shauna Ekstrom

The Dawn of "Heartfelt" Network Marketing



Develop your personal growth.

Who is your personal growth guru and why?

Look at some of these examples:

1. Richard Brook
2. Chris Brady
3. Orrin Woodward
4. Jim Rohn
5. Tony Robbins

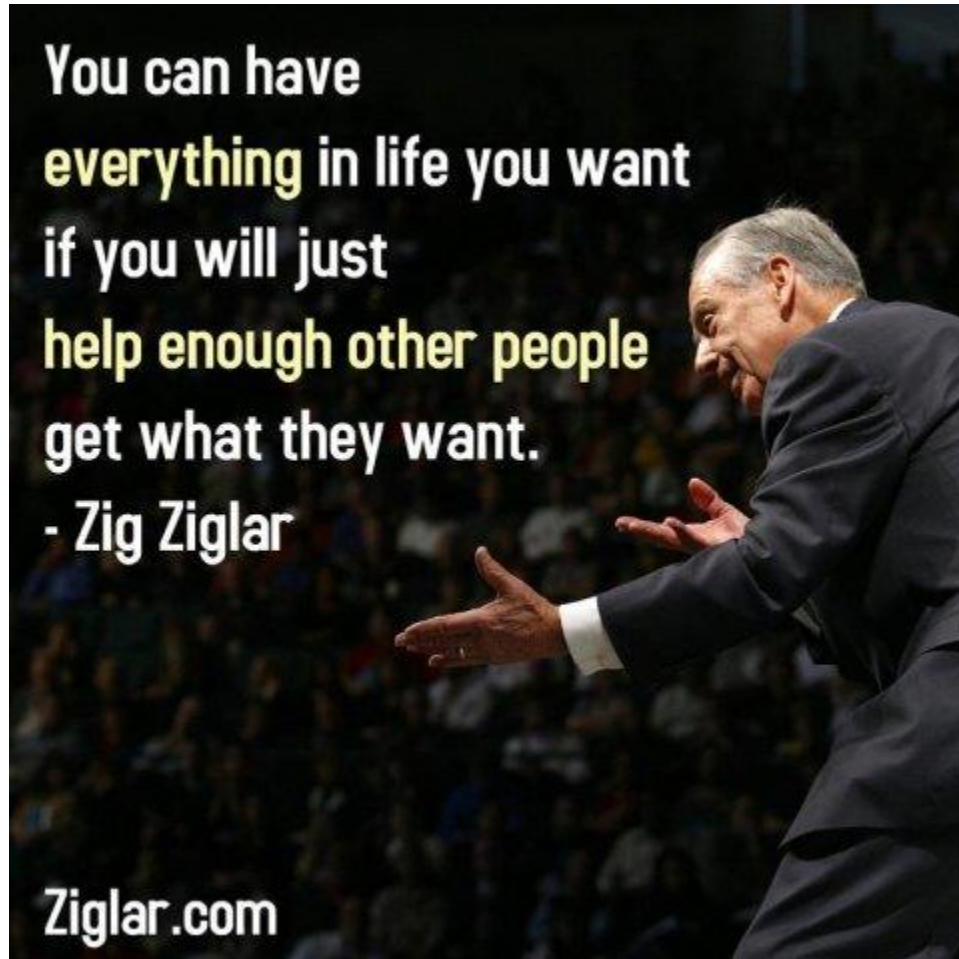
Shauna Ekstrom

The Dawn of "Heartfelt" Network Marketing



Great Customer Service

People purchase a product and you need to be providing exceptional customer service. Meet people where they are at and develop their strengths. **Strengthen your strengths and make your weaknesses irrelevant.**



Shauna Ekstrom

The Dawn of "Heartfelt" Network Marketing