

Success Values

RECRUITING | SALES | LEADERSHIP



HeartfeltTM
network marketing

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

Shauna Ekstrom

Action Guide



Success Values

"The supreme quality for a leader is, unquestionably, integrity."

– Dwight Eisenhower

"Values are critical guides for making decisions.

When in doubt, they cut through the fog like a beacon in the night."

– Robert Townsend

The Story

Your story is the first step in getting people excited about network marketing. *"You have to have a product with emotional and visual impact."* – Jimmy Smith. Inspire others.

The Numbers

You need to understand network marketing and the mathematics of network marketing. The geometric progression of numbers. The potential is unlimited.

The Results

There needs to be consistency in results. The results need to be duplicated many times over. Not just one awesome result, but many.

The Duplication

In order to succeed the system has to be easy to duplicate. You need to be able to take anyone who is teachable and coachable, explain to them how to do and them succeed. Instead of network marketing we should call it "copy-cat marketing".

Shauna Ekstrom

The Dawn of "Heartfelt" Network Marketing



"Do not withhold good from those who deserve it when it is in your power to act."

– Proverbs 3:27

The Research

Make sure you do the legwork before jumping into a network marketing opportunity. Get to know the key players, the ethics, the product. Kick the tires and assess the product.

The Rejection

Learn to love the “No’s”. Your destination is “Yes”! The “yes” builds your business and the “no” builds your character. Learn to fail gracefully. You will never get 100% of prospects to sign up. You will never even get 50%.

You have to know the averages. The industry has a 90% fail rate. Focus on the 10% that are successful. The 10% that are successful, first of all, they never ever quit. Quitting is not an option. You must talk to people. How many people are you willing to talk to on a daily basis? That will decide your success or failure.

The Practice

Practice. You have to have to practice. The book "Outliers" explains anything you do to be successful, whether you are to be a hairdresser, butcher, a musician, a pro-athlete, you have to practice ... the dentist ... you have to practice 10,000 hours. You don't get good doing something a few hours. You have to practice and practice.

Never ever quit. Quitting is not an option. People who have always failed, in percentage that they just quit. When things don't go their way, a few people drop out, you work with some. You help them. You nurture them. You call them. You support them in two ways and then they drop out. That's hard to deal it but you can't let it bother you. You're responsible for your own act, that's your response rate.

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Take responsibility for other's success. You can't do it for them. You can't help someone if they don't ask you. You can't help someone if they don't let you. You can't help someone if they don't help themselves.

What drives you in your business?

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