
The Critical Factor....

When you don't succeed, there are many "reasons";
When you do succeed there is ONE.

Today, more "Non-Capital-Intensive" entrepreneurs than ever before are beginning to discover the powerful, progressive, creative systems of distribution known as Multi Level Marketing, Network Distribution, Network Marketing or Mutual Support Marketing.

And as they do, these independent distributor-entrepreneurs than even before will need to assume more responsibility for their results, their own productivity and the outcome of their successful business opportunity!

In the past, the high drop out rate of individuals has provided a convenient place to fix the blame for Networking as a system of "not-working."

Who' Responsible For Your Success?

The premise of this article is that it is not the responsibility of an Network Distribution corporation to provide the distributor with credibility or success. Rather it is the responsibility of the distributor.

YOU are the critical factor!

Opportunity and wealth await the individual who :

...Understands the dynamics of geometric progression AND takes a pro-active stance in generating it.

...Has a proven business-building methodology that can be simply (though not necessarily easy) duplicating.

...Develops a unique and personal set of demanding criteria to perform themselves.

The illusion and allure of "big -money - fast" in Network distribution distorts the true picture of what a successful long -term methodology can and by design MUST represent. "Big money slow" becomes much more appealing because of it's residual income which lasts a long time.

The key component of a lasting system is that of duplication.

Four Elements of Duplication

A simple duplication formula includes:-

- 1) Using the products;
- 2) Leading your team by your next example;
- 3) Setting responsible and achievable goals and managing the actions required to achieve those goals within a specific time frame;
- 4) Being persistent - every day, every week and every month.

The System Is The Solution

Understanding the beauty of Network Distribution as a system of distribution and forming a trainable system that makes members work repeatedly in your favour are the sponsors most important responsibilities.

Here is an example showed to me as an illustration of doubling that is a particularly useful, believable example of geometric progression.

First, take a three - year projection of income, and divide it into 6 quarter - years. If your goal is to produce \$100 in income in the first quarter, and achieving this, you duplicate your efforts in such a way that your income doubles every quarter for the next 11 quarters, your income in the fourth quarter of the third year will exceed \$204,800.

Duplicating your efforts simply requires that you sponsor and help one new person per quarter to do the same \$100 income as you - four per year for three years.

How many have sat in an opportunity meeting and scoffed as the classic geometric progression was put on the board. How many people have told you that “unfortunately, it doesn’t realistically happen that way.....”?

You know what? There are numerous examples of people who have made it happen *exactly that way!* This is absolutely possible to do - not by chance, good fortune but design.

The Business of the Business

By taking responsibility for being the best you can in all aspects of this business, and investing that creative energy in the enterprise and goals of your personally sponsored “partners,” you have a structure that **HAS to work**.

- Build an organisation of 100 active distributors who earn \$100 every month.
- Take 10 personally sponsored distributors as a team and become the catalyst, through active partnership and coaching, that empowers them each to earn \$5,000 per month on a consistent basis.

You Are The Critical Factor

We - each one of us - are the critical factor so often missing in our own and personal organisation’s success. There is power and big returns in aligning with the goals and needs of others. Patience and persistence are great teachers, and the lessons are many - as are the rewards for learning and eventually mastering them.

Armed with a plan that is proven and can be duplicated. Network Distribution ceases to be the success - mystery so often perceived by so many, and instead becomes the financial opportunity and personal growth adventure of a life time.

What success takes in this business - and literally all it takes - is :-

- A systematic approach to the business based on fulfilling personal needs;
- Coupled with solid financial projections drawn from these goals;
- A duplicable “how to” - build this business with X number of contacts ect ...per week or per month ;
- And sponsor leaders who *want* to succeed, and do the business day in /day out.

Network Distribution is the most simple business in the world. Not easy - just simple. **It requires both hard and smart work**

I have never met anyone in this business who did something - no matter how well or how poorly they did it - who did not eventually succeed. You cannot fail in this business - **only if you quit too soon**

Article from UPLINE Magazine.