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# Foreword

The two very important ingredients that would ensure some level of success in any endeavor are courage and confidence. Without these two ingredients it would be rather hard to make the first move towards anything and even harder to continue in the face of adversity. Get started here.



## ***Network Marketing Monster***

Develop Your Confidence And Courage For Success

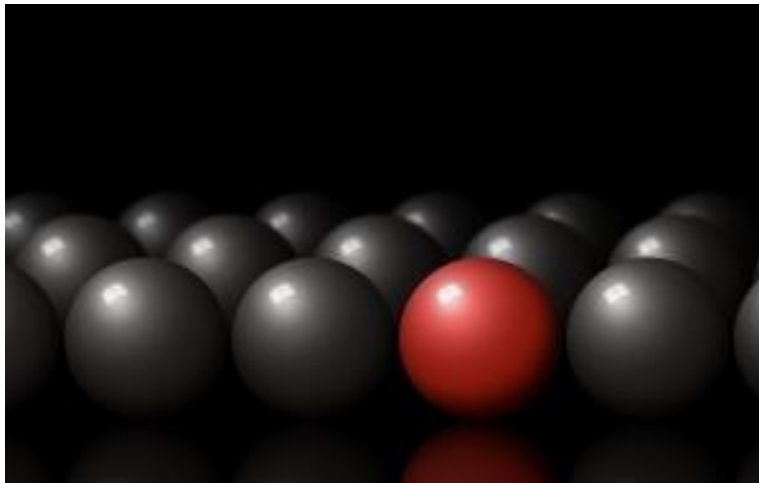
# Chapter 1:

## *Courage And Confidence Basics*

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### Synopsis

Developing the courage and confidence will allow an individual to reach his or her potential in any endeavor undertaken. Goals and dreams will not remain just that but will now become something that is definitely attainable.



## **The Basics**

Feelings of low confidence can be corrected with the element of courage being fostered. Though commonly assumed the element of confidence in somehow connected to the feeling of inadequacy this is not always true as other domineering factors can also contribute to the lack of confidence.

One way of developing confidence and courage is to mentally and physically force one's self to face the situation or person as best as they are capable of.

By doing so the individual is able to practice exercising these elements and eventually with consistent practice the elements of confidence and courage will be better develop and come more easily.

Taking action in any way will help rather than to choose to avoid the situation at hand. The practice of taking action also helps to encourage the individual to mentally and physically prepare for any possible changes that could occur to hamper the individual's efforts.

Distancing oneself from people who would rather put them down than encourage is also something that should be seriously considered when trying to build these two elements within oneself.

Finding opportunities to exercise these qualities will allow the individual to learn to adopt being confident and courageous instinctively.

Understanding and accepting that it may not always be easy to exercise either of these elements is also one way showing courage.

Courage is not always about action; it may sometimes be better if the strength and will did not to react to something.



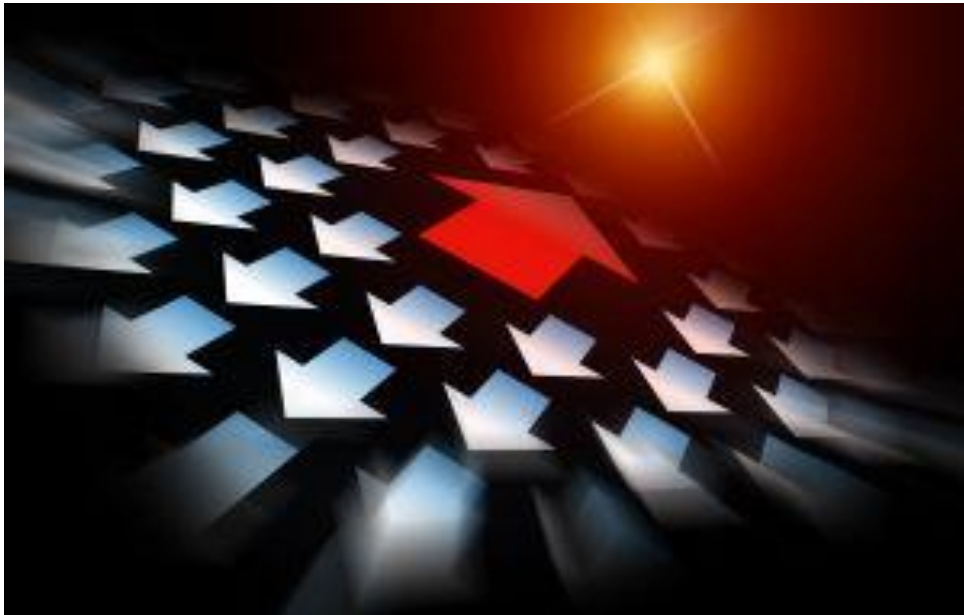
# Chapter 2:

## *Why Is Confidence Important In Network Marketing*

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### Synopsis

Having a comfortable level of confidence is important to ensuring things are done well and challenges are met with some level of assured ability of success. Confidence in network marketing is no different as it also requires some level of confidence both on the part of the individual and also on the product or service being promoted.





## **Why You Need It**

Confidence is a highly rated necessity in the network marketing arena. If there is no confidence in the product or the service being promoted it will eventually become clear to the potential customer and the sale will not be made.

Not having the confidence to promote the business will also bring about similar negative results. In order to achieve the vision set at the onset of the business exercise all involved should learn to develop the individual confidence capacity to equip them to be strong in the face of any adversity or challenges.

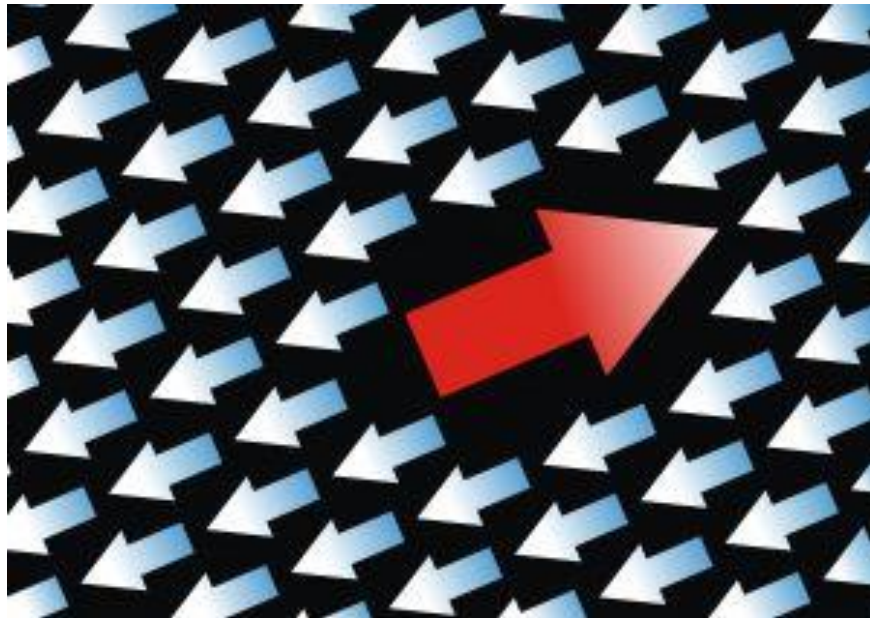
The companies who understand the importance of the confidence ingredient will encourage their employees to attend as many training sessions and they organize.

These sessions will help to teach or guide the participants on how to develop their own individual confidence levels. Learning to focus on the future and the goals set to be achieved in that future will encourage those involved to look beyond their strengths and tap into the confidence levels that can bring about even more strength to face anything and everything.

Having plans in place that are both realistic and achievable will allow for the development of natural confidence in the individual. Goals that are too demanding or unrealistic may work adversely

against the element of nurturing confidence thus the need for network marketers to identify the differences. Sometimes confidence is built through the actual exercising of something personally.

Observing how more experienced marketers handle situations will also help the individual confidently deal with matters by duplicating what was observed.



# Chapter 3:

## *Have Belief In Your Product And Company*

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### Synopsis

Promoting something that one believed in will be much easier and rarely viewed as an effort as compared with having to extend positiveness that is not personally felt.



## **Believe**

A potential prospect will be able to read into the body language and presentation of the individual who does not completely believe in the product's or company's merits.

Trying to promote something to someone with the element of belief missing in that promotion exercise will not bring forth the desired positive effects of revenue earned.

Most potential customers will closely observe the presenter and if there is even a hint of lack of belief in the product being promoted the probability of the sale becoming a success will be quite slim.

Learning to project the sense of belief in what is being promoted will help create the circumstances and compelling feeling of the customer to seriously consider making a committed purchase.

The key is to develop this belief system to its optimum level so that it becomes an obvious part of the person and presentation.

Sometimes writing down the points that are causing the disbelief will allow those involved to have a better picture and then address the disbelief element separately and intellectually and try to change the perception until some level of belief is achieved.

Likewise adopting the same method to visualize the benefits and qualities that contribute to the belief in the product or business will help to further reinforce the positive confidence in the said product or business.

Although this may seem a rather trivial or silly exercise, it has been known to further strengthen the individual's stand on certain points.

Being able to confidently face customers while standing firm on the belief of the product or company's capabilities in a demeanor that cannot be matched for its merits.



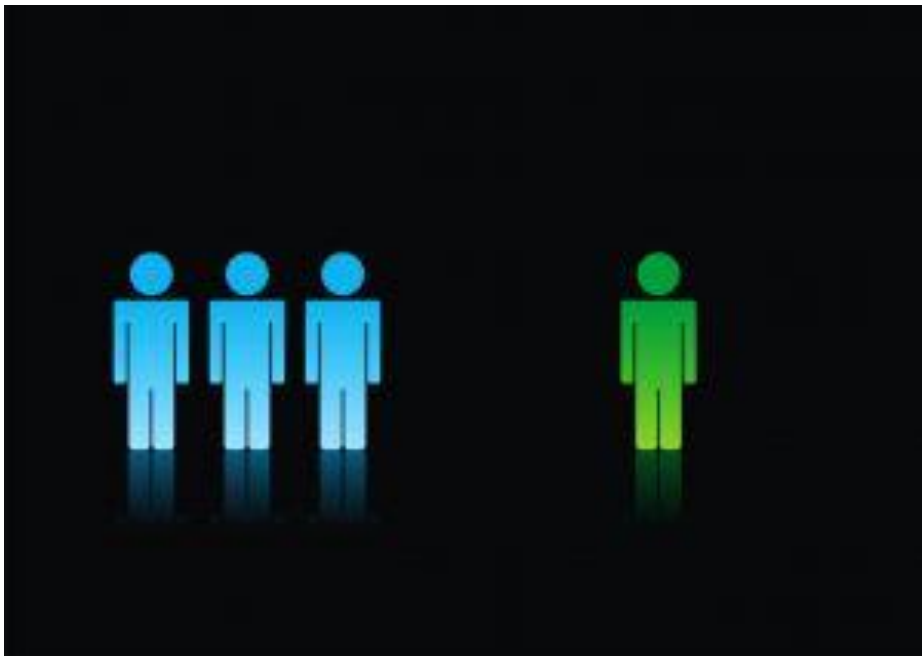
# Chapter 4:

## *Develop Communication Skills*

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### Synopsis

Being able to communicate effectively and confidently is a very important tool to develop when venturing into the network marketing arena. This skill when well used will be able to turn any prospect into a committed business partner or loyal customer.



## **Communication**

Effective communication can make a big difference in the quality of the approach content and style of an individual which in turn will either make or break the endeavor one has ventured into.

Effective communicators usually eventually develop higher levels of confidence on which most successful businesses are built.

Taking the time to fine tune the basics of communication material will be a good start. Communicating well grammatically is always preferred as this will be well received and impress the listener as compared to someone who is ill equipped grammatically.

Along with this the information that is being communicated should be done as plainly and clearly as possible. Communicating in terms and using jargon that the listener may not understand will eventually cause the listener to lose interest in what is being said, thus making the whole exercise an absolute waste of time.

Being good communicators also means being able to listen well. It does not only focus on the ability to speak well. Failing to be a good listener will lead to the responding communication material being off the point being addressed and so not really addressing the issues being queried or discussed.

This is also equally frustrating for the listener as the gist of the conversation is not what is desired.

Generally people hesitate to disrupt a good presentation session where the communication style is both interesting and engaging.

Good communicators will be able to attract and hold the attention of the listener for a comfortable period of time. This is very important to ensure distractions do not cause the listener to lose out on getting the benefits of what is being communicated.





# Chapter 5:

## *Think Outside The Box*

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### Synopsis

Often today the term think outside the box is mentioned at various times and in various contexts. The old tried and true methods largely depended on everyone following a set pattern or train of thought to achieve anything.



# **Innovate**

Exploring and taking risks were almost unheard of and certainly discouraged. Today most companies willingly encourage or even challenge all their employees to think outside the box. The results of which have proven to be phenomenal.

Here are some tips of how to think outside the box:

- Thinking for one's self is often not tapped into enough. People tend to fear the unknown thus preferring to follow the norm, but thinking outside the box requires the individual to explore and venture beyond the norm. There is some level of invigoration felt when this freedom is allowed and encouraged.
- Learning to question anything and everything is also another way of exploring things outside the box. Making it necessary to accept everything heard, read or told is no longer the expected medium of behavior. Questioning means to exercise one's own perception of things which can be surprisingly different from the masses. This difference can in turn bring about new and more innovative and beneficial elements that would greatly change the direction of any endeavor for the better.

- Making a conscious effort to look beyond what is visible and envision what could be is another way of cultivating the out of the box thinking process. Being quick to decide on what is obvious may in fact cause the individual to lose the sense of adventure which looking beyond may unfold.
- Though seemingly basic, the idea of recording thoughts and ideas is often overlooked. Making this a habit would not only help the individual remember fleeting ideas but could also create the birth of ideas that would be both brilliant and useable.



# Chapter 6:

## *Try Out New Things*

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### Synopsis

Having an open mind approach when it comes to facing anything is a good and beneficial personality trait to develop. There is always danger in not wanting to be open to new ideas or expansions that may create tumultuous changes in life. Without change there is no room to grow and improve thus causing the individual to be left behind in the fast pace world of today.



## **An Adventure**

In the business arena there is always the need to explore new ideas and ways to make any venture a phenomenal success and by trying out new ideas, things, applications and other innovative elements, the percentage of making the venture more successful and relevant makes it worth the risk.

It can sometimes be quite a challenge to make these changes and adopt new and unfamiliar ideas and ways of approaching elements that would otherwise have been viewed as routine but there is a necessity to consciously venture into making the effort to try.

Developing a mindset that is willing to address this fear would help to allow the individual to first try out making smaller and perhaps less significant changes.

As the confidence level builds the changes attempted can take on a more significant form thus creating a slower but still more adventurous outlook.

There may be a need to actually focus on growth in a certain area before the individual is willing to try new things.

Focusing on the need to ensure growth in that particular area will encourage the individual to seek alternatives, methods currently

adopted by others, newer untried methods and anything that would be considered different.



# Chapter 7:

## *Practice Makes Perfect*

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### Synopsis

Nothing beats practice when it comes to wanting to excel in a certain area. This fact has been an accepted and undisputed ideal since way back when. Taking this particular nugget of truth and applying it to the various platforms within the individual's life is not only wise but also worth considering for the merits it promises.



## **Rehearse**

Most people function on automatic for most of their daily life cycles and this can only be done with some level of practiced measures that have been finely tuned over time.

The ability to further enhance any given practice requires the practiced effort of the conscious mind and body working together.

However there are some quarters that are of the opinion that doing things over and over again constitutes some level of laziness seeping into the equation.

This is as yet a hotly disputed and debated fact. Still the concept of practice makes perfect is very much encouraged and a sought after mode of thought.

When it comes to delivering a business idea to a potential prospect, continued practice will yield the desired positive results of being confident and fluent in the delivery of the information.

This ideal can only be reached with the famous practice makes perfect attitude and application. Delivering sales pitches and other material that requires the presenter to be able to handle any interruptions without losing their train of thought is also done because of the practice makes perfect exercise.



Most people find some comfort in rehearsing the presentation as frequently as possible as they perceive this to help them better improve on their general delivery, content and style.

There are several different definitions and types of practice methods but all point to the same end of being able to be better prepared for any probabilities and giving optimally presented matter.

Generally people singularly focus on the practice makes perfect style to ensure mistakes are kept to a minimum or none at all.



# Wrapping Up

For most people the fear of the unknown is the main reason contributing to the reluctance to try new things and styles. The fear that these changes could bring or cause in their current comfort zone stops them from taking the risk. We have given you lots of tools here. Put them to good use.

