

## Personal Keys to Success



- Write down your reasons for starting your business. Stake your emotional claim to the ForEarth opportunity.
- Have long term thinking. There will be many ups and downs in this opportunity as there would be in any business ownership opportunity. The advantage here is that you are in business for yourself, but not by yourself. Utilize all of the people and the tools available to you to maximize your opportunity.
- Keep it simple. Your tasks are to share the opportunity with others to build your representative network. Seek the knowledge to become a leader of your organization and teach others to do the same.
- Be coach-able. No matter what degree of success you have had in the past, whether great success or very little in your other career or job, this is different. And, your success will primarily depend upon your willingness to learn the URH system and how to become a network marketing professional.
- Be a student. Read the recommended literature on network marketing. Educate yourself on the products that you market. Keep any third party articles on your industry. Immerse yourself in all of the URH training tools.
- Take ownership of your posture or attitude for what you are doing. Be proud and confident. People will only follow you if they believe you know where you are going.
- Have short-term and long-term goals that are both personal and professional.
- Give this opportunity the respect that it deserves. You may not be able to give it the same time as other things in your life, but it deserves the same respect.
- Be a professional. Have a desk drawer dedicated to your ForEarth materials. Look like a professional. You will be meeting people everywhere you go-- from the grocery store to the gym—who could potentially change your life.
- Act the part. Look the part. Always have your ForEarth materials in the car in a dedicated briefcase. Have your ForEarth business cards on-hand. Be prepared to give a first-class presentation. Be properly dressed for any public ForEarth function-- appropriate business attire for men and women.
- "The price for success must be paid in advance and it is full retail." Be consistent in your work ethic. If you want great things from this opportunity, you must be willing to pay a price. Reprioritize your time by thinking about how much time you spend watching television, commuting to and from work, etc. With today's system, these precious moments can be spent building your ForEarth business. You have to be willing to give up something to get something. Would you be willing to give up a few rounds of golf or even time with your family for a lifetime of freedom?

- Be responsible. You are the CEO of your own distribution company. Inspect what you expect. Pull reports and make sure the people in your group are getting qualified in a timely fashion so that you maximize your income potential.
- Being a leader means setting the pace. Never ask anyone in your organization to do anything that you are not prepared to do yourself. The people that make the most money in network marketing are people that are willing to do more for other people than most people are willing to do.
- Create immediate success for the people in your organization. Help them become active and qualified to get a check in their pocket immediately. No matter how many times you tell people this is not a “get-rich-quick” scam, if they do not experience immediate success, they will quit.
- Gain support from your spouse and you help your people do the same. This does not mean in any way that a spouse must participate in the business. But it's very important to have them behind you and have them understand when you are not available because you are trying to do something special for you and the family.
- Time management is essential. Spend 80% of your time with the people that are making it happen, 20% with the rest. In this area, it is no different than any other business.
- We are not seeking opinions. We know exactly who we are and exactly where we are going. Do not take “NO” personally. In fact, the person who hears the most “NO’s” wins. NO can mean many things. It may just mean “not now.” You will go back to these people with new information, and in the future one of them could be your top performer.
- Expect challenges. They will come. Leaders take problems up-line and good news goes down-line. Leaders create solutions and fix problems.
- Create your own success story. Become profitable as soon as possible. Focus on retail-customer acquisition and recruitment.
- Reach up-line to the most successful person in your organization. Seek their time and their expertise through your intensity, initiative and performance. Use their story until you have created one of your own. Ask questions and tap into all of their knowledge. When the student is ready, the teacher shall appear.
- Be open to all of the possibilities before you in this opportunity. If you stay the course, it is impossible to imagine all of the lives you may touch and the friendships you will develop. You will develop skills and confidence that can significantly enhance your other businesses as well as your personal life. This is your chance to grow personally.
- Learn the language of this business. Earn your way to the front of the room and become the leader and the presenter.
- Keep your eye on the prize. Always continue moving up through the compensation plan.
- Rewrite your family's history and become the person you've always wanted to be along the way.