

Network Marketing Success Guide

 | PETER DETH



**7 Skills You Need To Master
To Recruit StressFree & Make
Your Business Explode FAST**

Great to meet you!

As a fellow Network Marketer, I am glad that our paths have crossed. It's interesting how this happens today on the internet.

My name is Peter Deth and over the next few weeks we definitely will learn more about each other.



Most likely you are used to put your name and email in a form to learn something cool and important for your business but instead you receive an essay of how successful and great somebody else is and what they have achieved, before helping You and Your business.

That's NOT me.

My focus is completely on You and Your Business.

If you want to stick your nose into my life, to determine whether or not you should listen to me, you may want to have a look at my blog PeterDeth.com.

Over the years of building my Network Marketing Business, I had to learn that there are a number of Skills we all need to have to bring our business to the next level.

The problem is that nobody told us from the beginning, that we “Have to Learn these Skills”, which leaves us frustrated at some point and with a lot of wasted time for our business.

All we are told is, that we “have to be excited” about our products and the opportunity, have to invite people to a presentation, do the presentation and follow up with them.

This only works for a time, until we are running out of people to talk to and our friends are starting to avoid us because we keep talking about that “Super Thing we want them to join”.

I am here to tell you that the faster you learn these skills, the faster you are going to have success in Your Business.

It feels real good to show the people that doubted you in the beginning that this Super Thing actually works. So let’s have a look on what we actually need to learn.

7 Skills You Need To Master To Recruit StressFree & Make Your Business Explode FAST ... without having a big Warm Market

1. Have Big Dreams

Having Big Dreams means that you know **Why** and **What** you want to change in your life and **Where** you want to go.



Get a clear vision of something you have always wanted to do. Go on, take your time. Let yourself go. Is it snowboarding in the Swiss Alps? Finishing your education? Making a million Euros? Starting your own business? Whatever it is, you can accomplish it, and this can be achieved by first envisioning your dream to be real.

By creating a vision, you can reach far beyond your material existence, get out of your comfort zone, and imaginatively extend yourself beyond what previously seemed impossible. By going deeper, and understanding yourself better, you create a better balance. The heart and soul are enhanced and you then become more focused on the positive.

Most people are focused on what they believe they “can’t” do, and not on what they “can” do. Fear is the paralysis and usually the main reason and creating a vision can help you overcome this.

2. Attitude

Everyone desires success and has ample potential to make it big. Why then only a few make it to the top?

The difference between those who are successful and those who aren’t is in their **ATTITUDE**.



Achieving success in life isn't just about intelligence, competence or experience. The key to beating your competition and succeeding is the 'winning attitude.'

Success begins with adopting the RIGHT attitude. And positive attitude puts you in the right mindset for winning. No matter how difficult a task might be, having a positive attitude will help you cope with challenges and prepare you to successfully accomplish your goals.

It's all about the right attitude. When life presents its numerous challenges, you begin to lose faith in your abilities. It is then when positive attitude helps you navigate around all the difficulties and face the challenges boldly. It makes you better equipped to overcome the odds and puts you back on the road to success.

There is not one successful leader in our industry that doesn't have a positive and winning attitude.

If you just want to try it out and see if it will work, you are going to lose. There comes one little obstacle in your way and you will quit! I have seen it happen so many times.

It's your decision which way you want to go!
Are you going to Win or Lose?



3. Discipline/ Getting organized

Everyone wants to achieve success; however, most people just wish they were successful and do nothing about it. Others try doing one thing

or another, but quit after a while, either because they don't want to invest the time and effort needed or because they don't get immediate results.

Nobody told me this when I first got started, but I learned very quickly that if I wanted Big results, I had to Do Things Differently.

Usually, only a small percentage of people that get started act, keep on going and doesn't quit.

What is easy to do is also easy not to do!

Why some people achieve success? They achieve success because they develop discipline. With every success story, there are always sacrifices to make and self-discipline to be developed.

This ability helps them to avoid wasting their time and energy doing things that don't get them anywhere. They don't spend hours writing text messages, checking emails or sitting in front of the TV.



4. Marketing

What? No one told me when I started that I was supposed to know any marketing!

Well ... than let me be the one that tells you. Guess that you are in Network Marketing?

What is the second work of our profession? **Marketing!**

If you plan to make a significant amount of money with Your Business ... and I am sure you do ... then YES, you will need to understand and use some Basic Marketing Skills.

There is nobody in Business and also not in Network Marketing that has created a Big Business without understanding marketing – be it offline or online.

When I first realized this, I remembered the importance of Marketing from my previous business. I absolutely love marketing. Especially when you see that it's working for you.

Because I have learned marketing and apply it for my Network Marketing Business, I have people Coming to ME asking to work with me!

I have never to chase people in the streets again asking them to join me in my business and finally can stop bothering my friends. This is pretty cool, isn't it!

What I can do, You can do!

If you don't know anything about marketing yet, you can at least learn how to do it!

5. Prospecting = Networking

Prospecting or Networking is one of the crucial skills any entrepreneur needs to have. How else will you meet the clients and team mates necessary to grow your business?



Networking can be done Offline and Online!

For Offline Networking many people go to networking events, but very few know how to network effectively. Networking is more than just getting out and meeting people. Networking is a structured plan to get to know people who will do business with you or introduce you to those who will.

The best way to succeed at networking is to make a plan, commit to it, learn networking skills and execute your plan.

What about Online Networking?

Remember Skill 4, where I talked about people coming to me rather than I have to go out hunting for prospects?

I have learned how to find people that are looking online for what I have and ... I put myself right in front of them!

Keep an eye on your emails. I will share with you a few ways how to do this with Your Business over the next few weeks.



Closing = Asking for their Credit Card

Did you know that 90% of all people that have been exposed to Network Marketing don't join?

Do you know why? They have never been asked!

I have seen so many Network Marketers doing everything perfect; until the moment when they just had to ask for the prospect's credit card.

Closing is one of the crucial skills that you need to learn immediately.

Here an example of how I do it:

You have sat down with your prospect and just finished your presentation.

Now what? How are you going to close?

I have a simple closing method that works everywhere. It consists of 6 questions:

Me: What Did You Like Best?

Prospect: telling what they liked best.

Me: On a Scale of 1 to 10... with 1 being “Not at All” and 10 being “Ready to Go,” how interested are you right now in this product/opportunity?

Prospect: will tell you their level of interest by telling their score.

Me: Based on what you have just seen, if you were to get started with this company part-time, approximately how much would you need to earn per month in order to make this worth your time?

Prospect: telling how much money they would like to earn.

Me: Approximately how many hours could you commit each week to develop that kind of income?

Prospect: telling you what they would be willing to do.

Me: How many months would you work those kinds of hours in order to develop that kind of income?

Prospect: telling how much time they are willing to invest to get to the income level they want to be at.

Me: If I could show you how to develop an income of (their answer to question 3) per month, working (their answer to question 4) hours a week over the course of (their answer to question 5) months, would you be ready to get started?

Why do we seem to over complicate the process of closing the deal? It's just a few questions to ask!

If you are not getting the YES's you are looking for after your Business Presentations, please try my way of doing it!

Then let me know how it worked for you. Just drop me an email or a message on Facebook.

7. Authority + Influence

Out of the 7 skills I have listed here for you, Authority and Influence are maybe the most important ones.

Both have been a big contributor to my success in my business but "Nobody is born with Authority or Influence!"

It's more important than ever to become an expert in what you are good at, in other words an authority in your industry and/ or niche. You may think that the market is already overcrowded, but don't be fooled. Most people assume that you have to be an author or a CEO to be seen as an authority.



Nothing could be further from the truth.

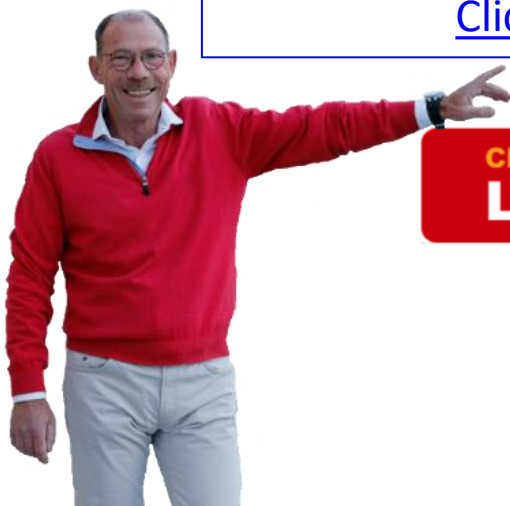
You may already be an influencer and not even know it. And if you're not an influencer yet, but would like to be one, I can definitely help you to become one.

What does that mean to you if you don't have Authority or Influence with your friends and prospects yet?

You can learn this too!

I love to meet new Entrepreneurs that are on the same path than me!

If you are open to learn more about
**My Favorite Way of Using the Benefits of
Network Marketing**
that helped already 1000s of people
**To Be More Successful and
Build Time and Financial Freedom**
[Click her to learn more.](#)



Keep an eye on your emails over the next few days and weeks. I will share with you ways how to dive deeper into learning new things.



My goal is to make sure you get great tips and strategies to be successful in your business while creating the life you are looking for.

Every Monday, I post a new article or training on [my blog](#).

Please stay connected and click one of my Social Links below.



To YOUR Success

Peter Deth

 | **PETER DETH**

