

NETWORK MARKETING EMPOWERMENT

MODULE 07

POWER
NETWORKING



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WHO SHOULD I SHARE MY BUSINESS WITH?

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POWER MODULE 07

WHO SHOULD I SHARE MY BUSINESS WITH?

In building your network marketing business, and in sharing your opportunity with prospects, there is one word to take special note of: [PROFESSIONAL](#).

By 'professional' what we mean is a person who exhibits the qualities of a network marketing winner. This applies equally to you as well as any prospects of yours. First seek to possess these character traits.

Let's look at some of these 'professional' qualities:

- [DECISIVE](#): Makes decisions quickly. Establishes exciting objectives. Creates plans for success. Looks for the solutions to problems.
- [CONFIDENT](#): Has the posture and attitude of a winner. Talks about opportunities, not problems. Doesn't waste time. Takes action today — TNT!
- [PURPOSEFUL](#): Stands and sits straight. Walks briskly. Knows where he or she is going in life.
- [COMPETENT](#): Organizes thoughts before speaking. Is specific and direct. Stays poised and composed.
- [ANALYTICAL](#): Asks intelligent questions. Listens to the answers. Is usually highly accurate in his or her statements and projections.
- [SMART](#): Looks professional. Looks smart. Looks fit. Dresses up but keeps weight down. Develops a healthy body and a winning mindset.

People with professionalism act like the winners they are. *The leaders in network marketing develop an environment that is inspiring to themselves and pleasurable to those people who are in their circle of influence.* For you to have that winning style and act with total professionalism, you need to adopt the posture, actions and attitude of a self-assured professional network marketer.

Professionalism speaks volumes as to who you are, what you stand for and what moral standards you judge yourself by. *The professionals set an example to those who look to them for encouragement, guidance and leadership.* They project their best image in the way they walk, the way they talk, the way they act and in everything they do.

To achieve success in network marketing, your first prerogative is for you to exhibit the qualities of the professional you desire to be before attempting to sponsor other people of quality and substance into your network. Once you have made your commitment to be the best you can be, it is time to build your business professionally by sponsoring quality people.

Knowing the types of professional people you want to sponsor into your network marketing organization is one thing. But actually having prospects in mind to contact is something else. To generate leads, you will have to make a comprehensive list of prospects, starting with the people you already know and working from there. This is what Module 08 teaches.