



APACHE LEADS
LEADS FOR YOUR HOME BUSINESS

THE ONE THING

**THAT EVERY NETWORK
MARKETER MUST KNOW**

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The One Thing That Every Network Marketer Must Know

When I first got involved in Network Marketing I was a know it all from a self-employed background. Sure, I'd had jobs and hated them. I wanted to be free to make my own decisions and to try and make my own way in the world.

I'd built a million dollar a year business in the security industry in my home town of Brisbane, Australia. Then I'd been head hunted to go and start up a similar business in Santa Clara, California. After that I went back to Brisbane and built two more businesses at the same time, one was an Electrical Contractor and the other was a Real Estate company.

Bad things happened, the economy went down the tubes, interest rates went through the roof. To stay afloat I had to borrow against my house. I had to accept really one sided and unfair contracts just to get work and to try and keep my staff of 30 employed.

One day a Building Contractor who owed me over \$500,000 went bankrupt. Of course, so did I after that. There was no way I could

survive a hit like that.

Around this time, some guy who had briefly met my wife in a shopping center and gotten my card from her gave me a call. He was telling me he and his partners were expanding their business into my area and wanted some help. They had heard of me and thought maybe I could be interested.

I asked for more details and he refused. He said he needed to meet me to see if we were a good fit. That sounded reasonable so we met at my house the next night.

Little did I know it was not going to be my house much longer.

Anyway, he presented his business and I was really interested. When he eventually told me, it was Amway I was shocked and disappointed. Not that I knew anything about Amway but for reasons I don't really know, I figured it was a bad thing.

I promised to go through the tapes and magazines he left me and we met up again two days later.

Now I was in Amway. My business was crashing and burning, I had to fire all my staff, meet with the tax department, meet with my creditors, sell everything and move in with the in-laws. Man,

my life was a disaster.

I had nothing left, not even my pride.

But I still felt my business experience was going to be an awesome help in building an Amway business. I was 100% confident I would be at the diamond level within 2 years.

Fortunately for me I had an excellent sponsor and a very fast moving upline. We were all following the system laid out by the successful people who went before us. All we were doing was following in their footsteps. We tried to emulate everything they did.

This took me a few months to come to grips with. My previous experience counted for nothing, it was a whole new ball game and my sponsor sat me down, more than once and said "Don, you have to be teachable. Stop trying to bring your past experience to this, it's not the same, its different and all you are doing is slowing your growth down and you're not helping your downline".

This was super hard for me to take on board. I'm pretty slow sometimes. So, I would do all the things they told me wouldn't work.

You probably know the type of things; flyers on windscreens of cars at the mall, ads in local papers all that rubbish. All it did was cost me money I didn't have. Over and over he would tell me: "You have to be teachable"

What did he mean by that? It took me awhile, like I said I'm pretty slow sometimes, but I finally got it. I had to stop thinking my past experience of the business world was going to help me grow a Network Marketing business.

Once I realized I had to learn the ropes instead of fighting it, things got much better. I listened, I read, I went to every function.

Soon I was doing 15 one on one presentations a month as a minimum. The rest of the time I was working with my downline, showing them how to be teachable too.

The business started to grow. I even won a recruiting competition run by our upline Diamond. Pretty nice, it included a diamond ring.

I'm going to keep this story short because it's already posted on my site and can be seen [here](#)

So, let me ask you this, now that you've heard my story, can you guess what the one thing is?

Yes, you know, it's You Have to...

Yes, you know, it's **you have to be TEACHABLE**. Simple as that. Leave your baggage at the door my friend. Listen to those who have gone before you. Follow in their footsteps, do as they do and learn.

Imagine if tomorrow you wanted to be a commercial airline pilot. Would you rock up and say, "hey I can do this I had a remote control model plane when I was a kid"

Um... pretty sure, that's a no.

No, you would know you had to go to flying school and learn how to be a pilot. This crazy business you are in which we call Network Marketing is no different. You need to be teachable. That means willing to listen, willing to learn and willing to practice.

Your previous experience in a call center doesn't help, your

previous experience selling cars, doesn't help, your previous experience managing a bank doesn't help.

None of those things helps in anyway, stop thinking they do

See yourself as an apprentice in a new business and you are in the fortunate position of having people around you, in your upline, who have a vested interest in your success. Let them teach you.

You can do this business if you let yourself learn it.

In closing I just want to say that I have been in the MLM industry now since 2003. I've seen literally thousands of new MLM'ers come and go. I speak with dozens every week on live chat. They come to ask about problems they are experiencing with business growth. I listen and ask some questions to get to the truth and the root of the problem.

It's 95% of the time that they are wanting to do it their way. They just refuse to be teachable. Sadly, most of those who keep this attitude, fail and quit. I was one of the lucky ones.

You can insure against failure by reaching out to your upline and ask for help, ask for training, ask for a good book to read. Ask anything, they are there for you as long as you're teachable

Congratulations for reading to here. I truly hope this has been helpful. If you feel I can be of some help to you, please do reach out and let's have a chat

Best wishes

