

# **The 7 Habits of Highly Effective Network Marketers**

## **Habit 1 Be Proactive: Principles of Personal Vision**

1. The first step in creating a residual income is pro-activity.
2. Taking action steps to make an initial list of potential recruits and calling them to set up appointments.
3. Taking personal initiative to make sure that each member of your team is plugged into the emails, trainings, and meetings.
4. Inviting team members to local & regional events, and setting up these events if not already available to you.
5. Training each of your reps individually, or making sure they are trained.
6. Scheduling time together with each direct enrollment to hold them accountable to their goals.

## **Habit 2 Begin with the End in Mind: Principles of Personal Leadership**

1. Deciding early on what your objectives are. What do you truly wish to accomplish in your business, and what do you want your team to accomplish?
2. Creating a synergistic mission statement that reflects your goals and objectives and those of your team as a whole.
3. Beginning each event, activity, or meeting knowing what you want to get out of it, and what you wish for your team members and guests to get out of it.
4. Foreseeing possible problems with retention, discouragement, etc.
5. Taking the proper steps to prepare to be an effective teacher, leader and trainer.

## **Habit 3 Put First Things First: Principles of Personal Management**

1. Understanding the four quadrants of effective production and knowing how to apply that to your personal & team's activity. Focusing on Revenue Producing Activities!
2. Creating habits of time management and effective planning.
3. Reserving time for all your roles in life, so as not to neglect something.
4. Setting time aside each week for Recruiting, Retaining, and Training.

## **Habit 4 Think Win/Win: Principles of Interpersonal Leadership**

1. Commit yourself to Win/Win or no deal. Agree to enroll people who you need in your business and who need your business.

2. Look for the recruit's win in your business opportunity. Specifically what will this mean in their life?
3. Continue to show team members the win in each part of the MLM experience.
4. Help create the win by getting the new recruits plugged into the proper system of activities.
5. Lead by example. Help each new member of your team grow by being a part of their personal production.

### **Habit 5 Seek First to Understand, Then to be Understood**

1. Seek to understand the situation of each contact. Find out what they want out of the experience and what has brought them far enough to listen to you.
2. Practice active listening skills. Truly listen to your recruits and your team members to best understand their desires.
3. Continue building a relationship with your team to develop trust and credibility through listening to and understanding them.
4. Only when the rep trusts you and believe you understand them, and have their best interests in mind will they follow you.

### **Habit 6 Synergize Principles of Creative Communication**

1. Create environments of synergy in recruiting, retaining, and training arenas.
2. Practice habits 4 & 5 in making synergistic moments happen.
3. Synergize with each rep individually and with the team as a whole.
4. Seek out potential synergistic activities, such as creating the team mission statement, local events, etc.
5. Understand the unique abilities that each of your leaders have and think of how best to utilize them.
6. Seek out the very best training in the industry and in your company from the top leaders.

### **Habit 7 Sharpen the Saw: Principles of Balanced Self-Renewal**

1. Set aside Monthly, Weekly, and Daily planning and evaluation sessions.
2. Renew your commitments and covenants in all aspects of life through sincere evaluation.
3. Evaluate the best and less effective practices that you have been using in recruiting, retaining, and training your office.
4. Review this and other handouts and notes that will increase your effectiveness in recruiting, retaining, and training your office.