

## Treating Your Business Like a Million Dollar Venture

By: Susan Sly, co-author of "The MLM Woman"

*"Money is only a tool. It will take you wherever you wish, but it will not replace you as the driver."*

Ayn Rand, author

I have often trained, coached and worked with people who want to make a seven figure income in network marketing. The sad truth is that they have \$10 habits. In other words they are not treating their business with the respect a million dollar venture deserves. You will never make millions in MLM without discipline and solid habits.

Years ago I have a talk entitled, "Are you training or are you trying for success?" The premise was that many people 'try' to be successful when they should be 'training.' If you decided to do a marathon, which is 26 miles, you wouldn't just wake up one day and run it. You would get some decent shoes, maybe hire a coach, join a group and build up your endurance. You would start by running a few miles and building up to your longer runs. If you tried to run 26 miles all at once you would likely get frustrated and quit because you were not prepared.

The same holds true in [direct sales.] Success requires daily disciplines. You cannot get into [direct sales] and simply try to be a millionaire and quit after a few weeks. Take it from me, becoming a [direct sales] millionaire requires focus, persistence, humility, facing your fears, being coachable, acting in spite of all else and doing something every day to advance yourself.

Are you treating your business like a serious enterprise? Do you have hours of operation, business cards, a professional email, products for sampling, a professional voicemail and a dedicated space to operate your million dollar venture? Are you attending events, getting on webinars and calls, getting mentored, reading books, listening to training audios, prospecting, hosting trainings and working your beliefs? If you said 'no' to any of these things then you are simply trying to be successful and not training.

The difference between a millionaire and someone who is broke is that a millionaire believes she can do it. She has an attitude of success and looks for reasons to succeed and not reasons to fail. A millionaire mentality is also one of responsibility. A millionaire takes one hundred percent ownership for her business. Not only is a millionaire's success a result of her actions, her challenges are too. Get out there and train for your success.

*If you want to make a million dollars, have million dollar habits. If you want to make \$10, then have \$10 habits. Success is about training and not simply trying." -Susan Sly*

### MILLION DOLLAR MLM HABITS

Check off all that you currently do and make a separate list of items that you intend to work on starting right away.

- Show up for business meetings and appointments on time.
- Keep a set schedule.
- Have office hours.
- Have a professional voicemail.
- Handle mail only once.
- Have a professional email address.
- Dress for success i.e. Neat and tidy in appearance
- Make eye contact with people
- Read books on business, finance and your industry.
- Take time daily for personal empowerment
- Attend conferences and trainings
- Host trainings
- Get on conference calls.
- Work with your people.

- ] Keep a log of your activities
- ] Set goals
- ] Attend to email within 24 hours
- ] Return voicemails within 24 hours
- ] Have a full selection of sales tools
- ] Keep your receipts filed.
- ] Have a team of people to advise including an accountant, attorney and other financial advisors
- ] Have a coach or mentor
- ] Educate yourself on your competition.

List of items you intend to start on right away: