

Be Connected for Success

It is commonly taught that when you face rejection of any kind, that you should adopt the attitude of NEXT, and then go off to talk to the next person. A variation of this is: If you throw enough spaghetti against the wall some of it has to stick.

These ideas are totally wrong, because people can change and the timing for your offer may not be right for someone now but it could be right a week from now, a year from now, five years, or even an hour from now. This is especially true when you use the FORMing technique talked about in one of the other documents.

When you think NEXT you're writing them off and cutting off the possibility of forming a future partnership with that person *in your mind*. But what's even more deadly to your success: you have taken a higher position than your fellow man, and success almost impossible to attain from that position. Even when you think you have it, your success is short-lived.

Your knowledge will make you very powerful and influential, but it will never be from the position of "above others". You can NEVER even think, "I'm better than you!" because that always hurts you. That's what NEXT says!

The whole key is to understand that you're leading people. And that means meeting them where they are and helping them to see your point of view!

Doing your job properly makes them think about their situation so when the time is right and their situation changes, they will come to you instead of to someone else. AND even if they don't join you, they could lead you to the next million dollar earner in your business.

Instead of thinking NEXT, try something like this instead:

I totally understand that it might not be the right time for you, or maybe you don't see the need to (use these products) and I totally respect that. But if your situation changes, or if someone you know needs what we have... you've got my number... and if you have a pencil and paper, I'd like to give you my website and also our training website so that if at some point you get tired of working for someone else, or if you lose your job or need a second income, or whatever, you could give me a call! We've got people earning a full time income in a half hour a day. I'm serious about this and in it for the long term.