

GET STUPID!

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By Chris Bradford and Brande McCree

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I am often asked "What is the secret to MLM success?". In this article, I will give you that elusive answer. You might be surprised.

First, let's examine your Company:

There are some real business builders in your company, right? People who make a lot of money? They represent the same company you do, right? Since they represent the same company you do, the company can not be the problem, because they have proven you can make money with this company.

Let's now look at your policies and procedures:

Does your company have the same policies and procedures for everyone? Of course they do. Since the heavy hitters are required to operate under the same policies and procedures as you do, you are not at a disadvantage. Therefore, the policies and procedures are not the problem.

Now, lets look at the compensation plan.

Does the company have the same Compensation Plan for everyone who joins? Are the real business builders under the same Compensation Plan as you, only a little higher up, and because of their production, maybe receiving some special bonuses? Will you be allowed to earn the same bonuses as they are when you reach their level? If the answer to each of these questions are "yes", then the Compensation Plan can not be the problem.

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Now, let's look at the products:

Are the real business builders selling the same products as you are? Of course they are. So the products are not the problem.

What is left? Only YOU.

You are the reason you have not achieved any more than what you have. It is not the fault of the company, its policies and procedures, its compensation plan, or its products. Other people have achieved greatness with you company, operating under the

same rules you are, and selling the same products. So what is the problem? The problem is simply YOU.

YOU have to make the decision to work your business. YOU have to focus. YOU have to make the necessary sacrifices. YOU have to step outside your comfort zone. No one else can do this for you, only YOU.

Don't make excuses by saying others are smarter. I know some very successful Network Marketers who, honestly, are as dumb as dirt. Maybe being stupid is an advantage. Those who are stupid are not smart enough to see the problems and pitfalls. Those who are stupid are not embarrassed to approach their friends and family. Those who are stupid don't know enough to look at something and say "Naw, that ain't gonna work" and thus, never try. Those who are stupid see opportunities without limitations. Those who are stupid do not feel the shame of failure. Those who are stupid do not listen to the advice of the naysayers. But yet, those who are stupid succeed!

The secret to Network Marketing success is being too dadblame stupid to recognize the problems and pitfalls, and thereby doggedly doing those things all the smart people say will never work.

So, tonight, before you lay down and go to sleep, get on your knees and beg your maker that tomorrow you may wake up stupid.

4 Ways To Avoid Looking Stupid When Making Small Talk

By Peter Murphy

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The fear of saying something silly and feeling embarrassed stops many of us from contributing more to discussions at work and when we are relaxing with friends.

And ironically the more we worry about it, the more tense we get and the more likely we are to say something stupid.

Let us take a look at some remedies:

1. Learn to relax when you feel under pressure.

I often talk about the importance of managing your emotions

This is an essential skill.

There are a wide range of courses and books that you can refer to if you want to learn more about relaxation.

When you feel relaxed it is easier to think on your feet and to be flexible when you need to be.

2. Prepare Yourself

Before a social gathering get ready to have something to talk about.

With the internet on your PC there is no excuse for not becoming well informed about the world. The more knowledge you have the more conversations you can contribute to.

Make a point though of reading up on a variety of subjects otherwise your conversation topics will be limited to what interests you the most. And those topics may not interest your friends as much.

3. Become genuinely interested in other people

One of the big secrets to conversation power is to shut up! We are all a lot more interested in ourselves than in anyone else.

When there is a long silence encourage the other person to talk by asking questions and taking an active interest in the answers.

Take charge of the situation if you want the conversation to continue.

4. Stupid Statements Are Allowed!

If you say something stupid it is not the end of the world. If you try to hide your error then the situation

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can become chaotic very quickly.

It is far better to just admit that you made a mistake. Also, accept that even smart people say stupid things some times.

As long as you accept that you will make mistakes you have nothing to worry about. Expecting yourself to be perfect is unfair and just sets you up for failure.

All you need to do now is to decide how you will deal with these mistakes when they do happen.

5. Enjoy The Silence!

When there is a long silence in a conversation what normally passes through your mind? Do you judge it as bad? Do you feel under pressure to speak?

The other person has created the silence with you. Why not wait for him to speak first? Take the responsibility off your shoulders. It takes at least two people to have a conversation.

Finally, the reason silence can be uncomfortable is because you become self conscious. You become very aware of your own thoughts and feelings

There is one great way to deal with this. Put your attention on something outside of yourself by paying great attention to the other person and whatever is going on around you in the room.

Become fascinated by what you see and hear and you will forget about your own concerns.

Peter Murphy is a peak performance expert. He recently produced a very popular free report: 10 Simple Steps to Developing Communication Confidence. Apply now because it is available for a limited time only at:

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