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**Network Your Way To The Top**

**By Leni Chauvin**

**Network Your Way To The Top by Leni Chauvin**

How would you like to have a fan club filled with people who know, like, trust and respect you? People who have a very clear understanding of what you do and exactly the kind of client you are looking for. People who will actually go out and find clients for you, and, best of all, they'll never charge you a cent!. Sound like a fantasy? It's not. It's all possible...if you know how to network.

So what exactly is networking? If you look at the word <sup>3</sup>network,<sup>2</sup> you'll notice that it is both a noun and a verb. As a noun it is simply the people you know, your sphere of influence. As a verb, it is making use of that sphere of influence in an intelligent manner by sharing information and giving support. Networking today is about forming and cultivating relationships. The objective of networking should be to help other people succeed. The more you help others, the more they will want to help you. It is a simple law of nature: what goes around comes around.

Like anything else in life, though, networking is work—netWORK. You need to have very clearly defined goals and objectives in order to succeed. You need to have systems in place to make sure those goals and objectives are met, and you must have a plan of action.

Here are just few tips to help you build your business through networking:

—Know who you know!

You cannot even begin to network, unless you know who is in your network! Make lists of everybody you know through family, friends, your children, hobbies, sports. For everyone on your list write everything you know about them, e.g, their hobbies, where they grew up, the type of dog they have, who their friends are, etc. Update this list weekly.

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--Know who you want to know.

Then figure out how to meet them. This is where you need to have a very clearly defined plan of action. Learn everything about the people you want to meet, and then figure out who in your network shares the same interests. It is very probable that they will know someone who knows the person you want to meet.

--Understand and appreciate your value to the people in your network.

We all have unique interests, talents, and experiences which can be used to help others. Revel in knowing that you can touch the lives of everyone you meet if you are prepared to share your knowledge and resources with them.

--Develop systems to organize your information so it is readily accessible.

Whether it's a Day-timer, a contact management computer program, a Rolodex, or good ol' index cards doesn't matter. Use whatever works best for you and allows you to retrieve information quickly so you can pass it along in a timely manner.

--Strategize ways to consistently get your name before the people in your network.

You want to be at the forefront of their thinking so when a potential client presents him/herself to someone you know, that person immediately makes the connection and makes the referral. This is the ultimate goal of networking.

--Give, give, give!

Give freely of yourself, never expecting anything in return. Trust that what you put out there will come back to you. It may not come back immediately. It may not come back, directly. It will, however, come back eventually. Just give.

Leni Chauvin is a professional and personal success coach and an expert in building business through referral networks. Her proven methods of generating qualified leads have led to millions of dollars worth of referral business for her clients. Visit <http://www.superstarnetworking.com> to learn more and to subscribe to NETWORKING GAZETTE, Leni's FREE e-mail newsletter packed with tips to help you grow your business.

### **In Network Marketing, Do as the Romans Do**

**By Joe Featherston**

Remember the old saying, When in Rome, do as the Romans do! This is the key for determining what affiliate program to sign-up with.

When I first started a business in Internet marketing, one of the first things I noticed was quite a few

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affiliate programs do not last for every long. You put time and money into the program, then all of a sudden the company is not there anymore. That is why I initially signed up with Six Figure Income (SFI). They have a backing of 7 millions members, have been able to stay in the business since 1985, and guess what? The top network marketers are members.

Look for the clues!

When in network marketing, do as the top network marketers do! This was the case in point when I discovered the Plug-In Profit Site. Stone Evans is one the top network marketers and offers 5 top affiliates program. Not because he has too, but he has been in the business long enough to know what programs are going to generate income. These programs are Six Figure Income (here they are again), MadisonDynamics, Internet Marketing Warriors, Push Button Publishing, and Internet Marketing Center.

Even if you do not need Stone Evans website design services, you need to follow the clues and sign-up for these programs.

Another great example is MadisonDynamics. Stone has brought his group into this new affiliate program (started this month) because he recognized the earning potential. Next thing you know, Mike Glaspie (founder of BannersGoMLM) is going to join Stone Evans group and start bringing in his huge network of serious marketers. This is a once in a lifetime opportunity to get in at the top before the wave hits.

[[firstname]], if you want to make money in this business, follow the clues and do as the Top Network Marketers do!

You can join these sites for Free at the following link:

Your Resources For Home Base Success,  
Joe Featherston

In Network Marketing, Do as the Romans Do  
Your Support Network  
Speed up your Browser  
What is Network Marketing?  
Use an 'Affiliate Network' to Boost Your Commissions

Brian Garvin's MLM Secrets  
The Forum List  
eZy Auto Hitz  
Disaster Preparedness and Crime Protection Manual  
Instant Info-Product Business



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