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**Office Telecoms in the internet age**

**By Brian Turner**

The telephone has been a mainstay of society since Alexander Graham Bell first developed the technology.

Telephony has been rapidly changing over recent years, though, as the internet and digital technology open new areas for it, and expand the ways in which we can talk to one another.

**Digital Phones**

One of the first breakthroughs in telecoms was the advent of digital phones.

Known as DECT phones – Digital Enhanced Cordless Telecommunications - this offers cordless technology and allows different users to share the same frequency.

This meant that digital phones literally broke the cord that kept people attached to their phones. You could have a handset and wander around the office while talking to someone, and keep the phone with you wherever you were, so long as it was relatively near the room with the receiver, without having to dash through rooms at the faint sound of ringing.

Of course, you could already do this with mobile phones - but the big difference was in the pricing: DECT phones allowed you to make and receive phone calls based on a landline tariff so you were find to use 0800, 0870 and 0845 numbers more accessible for customers, while mobile phones tied you to much higher priced network tariffs.

**Teleconferencing**

The next big step in office telecoms was teleconferencing over the internet. No longer did you need to leave the office to meet with staff, clients, or other associates - and you didn't have to just make telephone calls either. Now you could be seen face to face and set up virtual conferencing rooms online.

Webcams and conferencing software were obviously the big openers for this change, but it has taken a

while for this to filter into more common use as the rate of broadband use has significantly increased its share in the market for internet connectivity.

### VoIP

VoIP has been the biggest recent change to office communications. Instead of having to use a landline or mobile to telephone people, you can now use the internet for telephony instead.

Not only that, but the calls are often either free or very low rate when made over the internet.

This makes VoIP a very accessible way of making calls generally, and with software such as Skype you can connect with other business associate/clients/workers simply, easily, and with little hassle.

### The Future

One thing is clear about the development of telecoms - it's getting cheaper, and easier, to talk with people.

Not only that, but with digital technology and the internet, comes the promise that one day making calls on video using streaming media, will become as common as a voice-only calling is nowadays.

The world is getting better connected - the future for business communications can only get better.

Brian G Turner is an communications advisor with

PMC Telecom

, and also runs online libraries of

DECT telephones

and

headsets

made available in the UK.

## **The Power Of The Internet For MLM Duplication**

**By Charlie Wildish**

Some years ago, my girlfriend Michele and I went to London to meet with our charismatic and inspirational sponsor Liz for personal on the job training with a telecoms Multi Level Marketing (MLM)

company. We met at Paddington Station, London. Michele and Liz needed to use the ladies and I waited. And waited. After what seemed an age, Michele returned with a smile. "Sorry to keep you waiting" she said, "Liz is signing up a couple of African ladies who want cheaper calls home".

Michele and I were in awe. Liz was signing up strangers to our MLM company in the ladies toilets in a train station.

However, how many of us could really duplicate Liz's charisma and cheek. If I tried to start up conversations in men's public toilets, I would likely get punched or arrested!

All MLM companies talk about "duplication". You can duplicate approaches. You can duplicate special phrases. You can to a certain extent duplicate a leaders posture. However, you can't always duplicate confidence, belief or relaxed intensity. Some of us move in limited groups (workmates, family, friends) and once these are burnt out it can be difficult to get further leads. You can always randomly give out flyers, etc, but the vast majority of people receiving the flyers are going to see this as a business where you give out flyers (that's what they have just seen you do) and will not be interested.

However, over recent years the Internet has enabled MLM to reach new exciting levels and accessibility that the founders of MLM could not off imagined in their wildest dreams. Over the last few months I discovered these new methods and techniques that put everybody on the same level. Anybody can now succeed in MLM regardless of experience, people skills, bravado or even person hygiene.

What I have learned in the last couple of months has so changed my outlook, my beliefs and my ability to sponsor; that I wanted to share it with others. I have struggled with traditional MLM methods for years, and yes they work, but they can be painfully slow.

On the Internet, duplication is easy. I joined an affiliate system without even meeting my sponsor (he is in Canada, I'm in the United Kingdom). I have since had people join me from the USA, Canada, India, Australia and the UK.

I have never met any of these people. But now they have exactly the same Internet MLM system as me. Total MLM duplication all over the world. Over the last month, I have sponsored more people than I managed to over the previous 4 years of using traditional MLM methods.

Just think, you could never wash again and still sponsor loads of people! In my next couple of articles I'll talk about multiple streams of income, turnkey systems, giving to get and much more.

Resource and advice for Internet MLM

<http://www.success-simplified.blogspot.com>

System &

guide to promote your MLM company

<http://www.success-simplified.ws>



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