

So Why Do They Stay?

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So Why Do They Stay?

By Kim Klaver

In a business where we have a 95% drop out rate, it's interesting why those who stay, do so. I can assure you it is not the money.

When Excel Communications went bankrupt in November, 2004, the company reported to the court that as of October, 2004, Excel had 106,426 U.S. representatives eligible to earn commissions. 64,967 actually earned commissions. Of those, 98.1 percent earned \$100 or less. Only 99 of them, or 0.2 percent, earned more than \$1,000 for the month." More here.

So why do they stay?

"Oh," said one on a conference call last week, "I love my products."

Others chimed in:

"I like helping people and when someone uses it and tells me what a difference it made in their lives, it feels really good."

"I just love doing this business and I've been doing it for almost 20 years."

I find these responses very interesting. One reason is that a recent Yahoo survey reports that these reasons for sticking happen to be the same ones most people give today who are looking for a business of their own.

"Two thirds of Americans have entrepreneurial ambitions," and the #1 reason, reports Yahoo, is because they want to do (finally) something they love. Where they can make a difference. And yes, it should pay something. But that was the last reason for 97% of the respondents.

So is everyone looking to be a volunteer then?

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Not likely. It may just be that the satisfaction this business offers people beyond the money does more for folks than the promise of money. Perhaps the sole focus on big money or nothing has run its course in today's post 9/11 environment. Who knows?

What matters is, how do these reasons for sticking compare with yours – if you're in that great majority not making much money yet?

And how do your reasons for sticking with it compare to the carrot you're dangling out there to recruit new people into the business?

Kim Klaver is Harvard & Stanford educated. Her 20 years experience in network marketing have resulted in a popular blog,

<http://KimKlaverBlogs.com>

, a podcast,

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How to achieve peace of mind?

By ajaypats

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Peace is a condition of mind brought about by a serenity of soul. Peace is not an absence of war, it is a virtue, a state of mind, a disposition for benevolence, confidence, justice. Like to believe that people in the long run are going to do more to promote peace than our governments. Indeed, I think that people want peace so much that one of these days governments had better get out of the way and let them have it. If man does find the solution for world peace it will be the most revolutionary reversal of his record we have ever known. You can't separate peace from freedom because no one can be at peace unless he has his freedom. First keep the peace within yourself, then you can also bring peace to others.

Stay calm There is enormous strength in serenity. Stay calm, and you stay in control.

When noise and clutter and confusion overwhelm the situation, the way forward is with calm and determined strength. Stay calm, and you make the best decisions.

Just because there is a need for urgency does not mean there's a need for panic. Stay calm, and you can be the most effective.

Anxiety can drain away your energy and give you nothing useful in return. Rushing around in a frenzy

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brings on carelessness and wasted effort.

You can let yourself be drawn into anxiety and haste, but why would you ever want to? Instead, stay calm, and able to make a positive difference.

Always know that you can choose your own response, whatever the situation. Choose to stay calm, for it is almost always your best first choice

Ajay Pats is professional manager working as sales manager.He runs inspirational ezine"Rediscover true colors of life" available at <http://www.topica.com/lists/venturemall> and community for home based business entrepreneurs available at <http://groups.msn.com/venturecon>.



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