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**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**You Gotta Have A System**

**By John Colanzi**

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I'm sure you've read ads telling you how to make a "boat load" of cash overnight. The promoter tells you how much they made sending out their announcement.

The orders started flooding in.

The statements are probably true, but the promoter has left something out of the equation.

They haven't told you, the product didn't make the profits. Their system did.

Study what any of the "big boys." I guarantee they have a system.

I can tell from reading my email, many marketers are looking in the wrong direction.

Here's a typical question.

"I just looked at your program and wondered if you're really making money with it."

They are looking in the wrong direction.

Number 1. I don't promote anything I don't make money with.

I don't have time to waste. If something doesn't make money it's taking time and resources away from something that

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will.

Number 2. The product isn't making me money.

I am.

I've been online long enough to develop my system.

You have to build your business one day at a time. As you build your business, you'll develop your system.

I remember as a little kid visiting my Uncle Bill.

Uncle Bill had a corner store in South Philly.

On every visit, Uncle Bill would call all of us into the dining room. He'd turn to my mother and say, "Mommy Naomi you tell them."

My mother would always turn to Uncle Bill and say, "Uncle Bill, Ya gotta have a system."

Uncle Bill would get a big smile and say, "Hear that boys. Mommy Naomi knows."

We would laugh. We never understood how true those words were.

Now I realize so many years later, my mom and Uncle Bill were sharing "Pearls Of Wisdom."

If you're serious about your business, heed the words of advice from my mom and Uncle Bill.

Ya Gotta Have A System.

**Ya Gotta Ask!**

**By Dave Balch**

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The e-mail came just yesterday. A friend had a friend that had been trying for 20 years (that's not a typo: TWENTY

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years!) to get Permanent Residency status but, due to INS paperwork snafus and red tape, had been frustrated in his efforts. The issue is not whether he qualifies; the issue is the paperwork.

Can you imagine being that frustrated for that long? Neither could my friend, so she sent an email to everyone in her address book asking if anyone knew anyone that could help. It sounds pretty unlikely, doesn't it? You'd think there would be a better chance of winning the lottery than fixing a government paperwork problem with an e-mail shot out into the universe! Why bother even asking?

Guess what? A member of my motorcycle club works for the INS, in the same office where the problem has been! What are the odds??

There is a very important lesson in all of this, and here it is: if you want something, no matter how unlikely it may seem, ya gotta ask! My friend could have easily thought that it was ridiculous to send out such a message because of the overwhelming odds against getting results. But she did it anyway. Ya gotta ask!

How does this affect your business? There are a million ways; here are just a few.

For one thing, it reminds us to ask for the order, the single most common reason that sales are lost; we don't ask them to buy from us! Ya gotta ask! Do you know of any opportunities to partner with someone but haven't asked because "they wouldn't be interested"? Ya gotta ask! Have you spotted that perfect new salesperson but haven't approached them because they seem happy in their current job? Ya gotta ask!

Why don't we ask these things? Here are some reasons: assumption (we think we already know the answer), fear of appearing foolish or stupid, fear of rejection, and we just

don't think of it!

What can we do about this? First we have to adopt a new way of thinking, and then we have to get into the habit of thinking that way.

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Let me introduce you to "Dave's Rule of Wrong". Simple yet powerful, you can use this tool to determine whether asking is a good idea. Ironically, the "Rule of Wrong" involves asking yourself a question! "Which would be better? To 'ask' and be wrong or to 'not ask' and be wrong?"

Which would have been better? For my friend to ask for help for her friend and been wrong (not gotten any help), or to not ask for the help and been wrong (in this case, someone DID know someone that could help; had she not asked, she would have been wrong because of the missed opportunity)?

It's pretty clear that there is no harm in asking and getting no results, but harm in not asking and missing an opportunity.

Which would be better, to ask for the sale and be wrong (get a 'no') or to not ask for the sale and be wrong (they would've said 'yes' and you missed a sale)?

Got the idea?

Sorry, I had to ask!

"Make More Money and Have More Fun" with your smallbusiness! Dave will show you how with his FREE newsletter, "Big Bucks in a Bathrobe" sent by e-mail. Visit <http://www.TheStayAtHomeCEO.com> to sign-up, for information on speaking services, or for copies of past articles and newsletters. Comments and/or questions are always welcome at 1-800-366-2347 or [Dave@DaveBalch.com](mailto:Dave@DaveBalch.com).

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