



The Formula for Success in Network Marketing

Monthly hints and tips for your business from

Chris Taylor



Welcome to the latest news from The Formula for Success in Network Marketing.

Look out for the June edition of Making Money Magazine where Chris Taylor and the Formula are prominently featured on the Network Marketing page.

There is no doubt that with so much uncertainty in the economy and with so many people having a problem making ends meet that the economy is going through challenging times and the demand for opportunities to make a second income dramatically increases. However, the fact that there are so many people looking for opportunities doesn't mean that they will form an orderly queue outside your house. To be successful at building and nurturing a team requires you to be proficient at the basics.

In the same way that chemical or mathematical formulas only work if they are exactly right, not only do you need to know and fully understand the Formula for Success as it applies to your business, but you also need to follow it to the letter. If you are unsure of any aspect of it email Chris and he will answer your question in a future newsletter.

Finally, don't keep the Formula to yourself! Make sure all your downline know about it and have their own copy. If they are following the principles themselves you will achieve duplication and ensure a really secure business.

Every Success!

A handwritten signature in blue ink that reads 'Chris Day'. The signature is stylized and fluid.

Chris Day

Filament Publishing

Training from Chris Taylor

To have a solid business you need to work to your downlines goals!

Talking to people around the world I believe one of the most frustrating and universal challenges networkers come across is having some good distributors in their team who don't build a business, even though you know that they have the potential to reach their goals. To counteract this I have learned people need to know exactly what their goals are and how to reach them. It is not sufficient for people just to have goals alone. They need to have tracks to run on.

The Formula For Success in Network Marketing is written by an active British networker whose book is being used successfully by thousands around the world.

Email Filament Publishing with your questions for Chris Taylor.

askchristaylor@the-formula-for-success.com

Subscribe

Receive this newsletter and training monthly. Subscribe at <http://eepurl.com/hlk3>

Leverage your time! Forward this email to your downline so they can also benefit from regular training by Chris Taylor.

If this email has been forwarded to you and you are not currently on Chris Taylor's training newsletter loop register at www.the-formula-for-success.com

We would love to hear from you!

How is The Formula For Success in Network marketing helping you and your team? Send a testimony to testimonies@the-formula-for-success.com. We will post a selection on the newsletter and website.

This is where the Business Builder Sheet on page 130 will help you and your downline. It is written for you to work with your downline, but you can also use it yourself. It is essentially a list of questions you ask a distributor who is ready to begin a team. They are powerful questions but taken individually they do not have the same impact as asking them all together. It needs to be followed through preferable while sitting down with someone face to face. You will find out valuable information from your distributor and then help them to formulate an individual plan of action so they can reach their goals using the planner and tracker on pages 48 and 51. (Also available as free downloads from the website. www.the-formula-for-success.com.)

Going through the Business Builder Sheet will get your new/downline distributor excited about their goals and excited that you are working to help them.

If your distributor does not put their plan into action immediately you will know they are not yet ready to build a business and achieve their goals. You will know where you stand very quickly and you can put them on the back burner. (Just keep in occasional contact, invite them to trainings, etc, until they are ready to build a team)

Your most important reason for going through the Business Builder Sheet is to book an Appointment To Build which is explained at the end of the Business Builder Sheet. This is vitally important as it is the next step. Information on how to use the Business Builder Sheet effectively is covered in chapters 24 to 26.

Following a structure like this is easily duplicatable. It simplifies the stages of building a business so more of your new team members can do it more quickly.

As a team leader you will know that making sure your distributors duplicate the system effectively is important and the more of your team members you have regularly using and teaching the Business Builder Sheet to their team, the quicker your business will build.

Taylor's Tips

Work with urgency and passion towards your goals and your teams goals. Remember, helping others in your team to succeed will help you to succeed.

Do one extra thing every day to build your business more quickly.

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Next time on the newsletter Chris will talk about;

- **Starting your new distributors effectively.**
- **And other tips and ideas to help you and your team.**

What networkers say!

"Absolutely brilliant book."
Rupert Honywood

"I read the book from cover to cover, then dipped in and out of different chapters extracting material to work with my team. I also thought it would be brilliant if every new person joining the team had the opportunity to purchase this book to get them off to

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<http://www.the-formula-for-success.com>.

Discounts available for orders over 10 copies. Dispatched same day.

For more testimonies please visit

<http://www.the-formula-for-success.com/WhatPeopleSay.asp>

It has been an amazing year for The Formula For Success in Network Marketing! It is published / in the process of being translated into many languages worldwide with more on the way. If you would like to purchase this book in another language, or your teams abroad would like some information about this book in their own language, email for details to sales@the-formula-for-success.com

the best possible start.

At our weekly Training, I informed the Team that I would be systematically working with the book Formula for Success and recommended that anyone serious about building their business, and would like me to work with them, would need to purchase a copy. My team and I have daily conversations about the "contact list," its importance, "no list no money", "house meetings" etc. We talk about the various downloads and how the Team will benefit from the attention to detail given in the book to every aspect of building a network marketing business.

Formula For Success is a fantastic book and essential reading for both new and existing distributors. The book is simple and easy to read but is filled with pages and pages of proven steps to build a solid network marketing business and a system to guarantee success. I wholeheartedly recommend this book to anyone serious about building a solid sustainable network marketing business."

Lynda

"Just read your book. Pure dead brilliant!

At last a book that tells the truth on how to build a network marketing business and structure your group. If only Other successful uplines would follow this system then they too would be as successful as you and good people would not quit before payday.

It is such a shame to see good people leave this industry just because certain uplines just don't understand the importance of building and anchoring legs and making them deep and strong then Anchor and move on.

Well done you deserve the success you have got."

Edward & Benedetta

"Fantastic book that makes you think and go back to the basics. Brilliant for new people, very simple explanation of all aspects of the business."

Lil Wright

"I'm promoting this book to all my leaders!"

Sheila Williamson

For more testimonies please visit

<http://www.the-formula-for-success.com/WhatPeopleSay.asp>

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