

A Baker's Dozen – The Goals You Need to Learn on Your Journey to Becoming a Six Figure Income Earner and Beyond

*These 13 skills, learned and applied will boost your business
like nothing else!*

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The following list of the 13 skills below is “**Required Knowledge**” to become a “*Six Figure*” income earner with any company in the network marketing industry.

Furthermore, I have listed them in the order in which I feel that it’s necessary to learn, develop and perfect these skills.

It is up to every one of us as individuals to set goals for acquiring the skills necessary to achieve success in any new adventure or undertaking we become involved with, and the network marketing industry is NO Different.

Because of our backgrounds every new person that joins the network marketing industry comes into the industry with their own unique skills, goals, and perceptions about both the industry and of how other people they are going to come in contact with will react to them.

Some important things to remember are...

*Whom we choose to listen to will determine our success or failure and here's why. If we allow someone who has never experienced success in the network marketing industry to influence our thought process in any way, then we are doomed to fail... *ops I mean quit, because the only real way to fail is to quit.* Here's an example of what I'm talking about; as the reader of this article, if you wanted advice about having knee surgery you would probably go to a successful orthopedic surgeon for that advice and not to a friend that's a Real Estate Agent. Am I right??? Consequently if you have questions about setting your goals to become successful in the network marketing industry then please consult with your Upline Mentor and not someone that has No Success in this industry.

*If you are new to the industry and your sponsor is also new to the industry, then you will need to seek out a mentor, coach and trainer from your upline that you like and connect with to learn ALL of the following skills from.

Before we go any further let me address something very important.

If you are not willing to submit your ego to a mentor, coach and trainer and do the things they tell you that are necessary to get where they are now... stop now pick up the phone cancel your order and get your money back before you decide to cry victim and say that the network marketing industry doesn't work. The truth is that the network marketing industry does work if you choose to work any proven system with any reputable company in the network marketing industry.

Furthermore, in my humble opinion there are only two kinds of people in the world...

1. Those of us that receive a residual check from sharing our opinions about a product, service or company that we have chosen to represent.

2. Then there's everyone else that is sharing their opinion about everything for free.

Ask yourself this question... "Is there anything unethical, immoral

or just plain wrong with the idea of being compensated for sharing your opinion with others about something you are proud to use??? I didn't think so!!!

So, which one of these people are *YOU* going to choose to be???

Whether you choose to become a successful full-time professional network marketer or not I wish you happiness and God's blessings today and every day but if you want to learn more... keep reading and let's set some goals to learn and master the skills below ASAP.

1. Understand that your Upline has Everything to Gain by Helping YOU and Nothing to Gain from Misleading YOU or Lying to YOU!!!

I bring this up because there are a number of programs being promoted out there in cyberspace floating around on the Internet making the claim that they can teach you what your upline cannot or will not. They all make claims like "Discover the lies that your upline doesn't want you to know about your company, product or service."

Every one of these programs have been developed by people that have made a business out of slandering good people and the companies they represent.

Every one of these programs are designed to target the people that are not willing to take the time to learn the skills that I'm about to share with you for FREE.

Every one of these programs charge you a fee of anywhere from \$69.00 to hundreds of dollars for their training information.

Most importantly, these systems prey on the people that are not willing to learn and work a system their upline leaders have proven time and time again with new people that are willing to learn and work the systems they teach.

2. Master Your Company's System

Every company worth being a part of will have some kind of training program that should teach you how to launch your own business and how

to launch the business of the people that you bring into your business with you.

The power of this process is duplication.

The easier the system is to learn and duplicate the faster your business will grow.

Provided you follow the system, don't prejudge anyone and commit to the process without trying to reinvent anything and I do mean anything.

When you're making more money than the person that created the system then and only then should you consider changing anything. *But then again at that point why would you try and fix something that's not broken???*

3. Become a Master Inviter

This is the first real skill that every "NEW" person just getting started in the network marketing industry must learn. Every training program should cover how to do an invitation so you can get the people you already know to take a look at what you're excited about and want to share with them.

Listen closely in casual conversation to the people that you talk with all the time and they will tell you all of the reasons they may have to join your team, if you just listen closely you can learn a lot about people. As Stephen Covey says; *"Listen with the intent of understanding as opposed to just responding in a conversation and you will be amazed at what you will hear and more importantly how people will react to you."*

Then you can invite them with a very nonintrusive question like... *"Hey Sarah, who do you know that might want to spend more time with their family and build an additional income stream from home?"*

When most people are confronted with that question they will typically only have one of two answers.

1st You will have peaked their curiosity and they might say something like... "I don't know, what's involved? With that question they have now opened their ears and given us permission to invite them to take a look at your company, product or service.

2nd They might just say... I can't think of anyone. In which case they have just put themselves into the "NEXT" category and that's okay too.

The thing that we all need to remember is that the key to a successful invitation begins with effective listening and being on the lookout for the things people say that uncover the sources of their pains. We all have things in our lives that cause us some degree of discomfort and your mission is to help as many people as possible to eliminate those sources of discomfort by opening the door to a means to solve their problems.

Whether they choose to walk through the door is not in your hands... your mission is just to open the door with an invitation you believe to be a gift.

4. Master the Art of Effective Follow Up

There is an old expression that states... *"The Fortune is in the Follow Up and it's oh soooooo true in every form of business I've ever found.*

Within my own team we have created a culture where we recognize the activity of all of our team members whom are actively engaged in the process but everyone knows that the company only pays us for our results.

One of the most effective ways I've ever discovered to conduct "Follow Up" is to follow up with a 3-way call and let the upline ask the questions of the prospect and remember that our prospects are always asking themselves "Can I Do This?" More than likely they won't come right out and tell us that, but trust me when I tell you... the question of "Can I Do This?" is foremost in their minds the whole time they are evaluating the presentation about your company, product or service.

5. Become a 3-Way Call Expert

This is a very important skill that everyone needs to learn as a new leader and team builder in this industry. Get with your upline and learn from the best person you can find, because this skill can make you "HUGE."

***Become a master interviewer,
listener and phone presenter.
Remember that your people will
do what you do... not what you***

say. This is a skill that you need MASTER so you can teach it to your new people.

IMPORTANT Point of Interest: There will always be three parties to a 3-way call (*Go Figure Right*) Party number 1 is the **prospect**. Party number 2 is the **downline team member** who has built a relationship with the prospect. Party 3 is the **upline mentor** who has a vested interest in helping both of these people to become successful. The most important part of learning this skill is that when the upline mentor is on the phone with the prospect after the initial introductions have been made the downline person should not say a word unless they are asked a specific question and even then their answers should be short, sweet and to the point.

Remember the point of a 3-way call is to introduce the prospect to the upline mentor to get all their questions answered so they are able to make a decision as to whether they see any reason not to become a part of your team.

The key in this process is that both members of the team need to edify each other and listen for what the prospect "Wants, Needs and Desires" then show them how you can help the prospect get what is important to them.

6. Master the Art of in Home Presentations

The thing you need to remember about this step is that whatever presentation your prospect sees it will be the best presentation they have ever seen you present about your company, product or service and the only way you can do it wrong is not to do it at all!!!

Passion is your strongest virtue at this stage and Your Passion is more important than Talent during any in home presentation.

The most important thing you need to remember is to relax and be REAL with people... just be yourself because people will see right through you if you're not real with them

7. Champion a Weekly Meeting and Become a Speaker/Presenter

First of all, let's look at why we need to have a meeting?

There is a hand full of reasons for having weekly meetings but most importantly is if you're having a bad week then you need the meeting so you can be around some positive, upbeat, likeminded people—and if you're having a great week then the meeting needs you and the power of your positive energy.

The second reason to have a weekly meeting is to offer a place for the members of your team to bring their guests to learn more about your opportunity and have it presented by someone with more presentation experience than they have at this point.

Third is to schedule additional in home presentations and the next meeting and if you don't have any guests show up then you conduct some training and have the members of your team do some practice presentations to the rest of your team.

8. Become a Promoter of Your Company Promotions

Passion trumps talent all day, everyday of the week!!! The people that want the most out of life will always have the most success. Every time that your company gives you a new promotion you have a new reason to share your passion about your company, product or service with the people you know.

This also means you have a reason to be politely persistent with the people that you really want in your business.

A very good friend and mentor of mine likes to say that nothing is more powerful than "*Polite Persistence*" and I for one, would have to agree with him.

9. Become a Team Leader and Event Coordinator

Teaching your company's system and setting up events for the members of your team is one of the most important steps in becoming an effective leader because people only hear what we do... they don't hear what we say no matter how eloquently we say it... our actions will always speak louder than our words.

Understand that your business is going to go through the following 5 phases of evolution if you allow it to.

- 1st Enrolling
- 2nd Managing
- 3rd Blaming

4th Resenting
5th Shrinking

The key to becoming a successful mentor, coach and trainer is to never get out of the enrolling phase of your own business.

Always make sure to bring a new guest to every event in your home market and whenever possible everywhere else you travel to help your team.

Your team will only do what you do... ask yourself this question everyday; *“How much will my team grow today if my team works as hard as I do and presents our system to as many people as I do?”*

10. Become the King or Queen of “Recognition.”

Recognition is the single most important thing that every leader needs to learn and understand when it comes to building a “Huge” organization. People will join your business to make money but they will stay in your business because of the relationship you create by way of recognition and they will develop a sense of loyalty to you and to the team.

Recognition needs to be done quickly, often and in a public forum to be most effective. Napoleon was once quoted as having said something to the effect... *“I could conquer the world, if only I have enough ribbon. For I have discovered that men will dye for ribbons of decoration.”*

People are starving for recognition because they don't get it within the context of their normal daily lives and recognition is nothing more than showing people that you appreciate them and that you believe in them... and that my friend is a surefire way of motivating and empowering your team.

11. Become a “Training Call” speaker

One of the most important keys in developing a “Huge” team is training. More important is developing other trainers and allowing them the opportunity to be recognized as leaders and trainers themselves. You need to become a training call speaker so that the members of your team

develop an even higher level of trust and respect for you as their leader. If you're not encouraging other members of your team to come on your calls as guest speakers then at least three things will start to happen.

1st Your ego will start to interfere with the duplication of your team.

2nd Some of your leaders will resent the fact that you hog the spotlight

3rd Most importantly you are enabling your team because you are doing everything for them and not teaching them... at this point you're just preaching, you're not teaching.

12. Know your people, track your business and know your corporate staff

This is the sign of a true leader. It requires you to be able to work your back office very well. One of the many important tasks involved here is connecting with everyone that joins your team every month and personally welcoming them to the team and your extended family. You need to know what people's goals are and how you can best help them to reach those goals on a monthly basis. This also requires that you develop a "Great" working relationship with every member of your corporate team from the CEO to the shipping department and everyone in between. People naturally want to help people that are nice to them and show them respect and appreciation.

13. Always Maintain an Attitude of Gratitude

Success is a blessing and it is not to be taken lightly... No one person has ever built an empire of success without the aid of a great many other people. If you really want to build a huge organization never take the credit for what you have and always take the time to shine the light of praise on to the members of your team. As leaders, mentors and trainers... we all have mentors and followers alike from whom we are continually learning from and growing because of. *I challenge every one of you that will ever read this to NEVER forget the people that helped you to become someone of greatness and Walk Worthy.*

Remember, success is a choice—here's to yours.

Warm Regards and God Bless,

[Jim Gillhouse](#)
[Host of ACES Radio Live](#)



Jim Gillhouse has been involved in the network marketing industry since 1997, when he joined the industry about a year before he retired from a twenty plus year career in the US Army.

Jim was fortunate to have experienced both huge success and devastating loss within the first few years that he was involved in the network marketing industry. Through Jim's experience of succeeding and being forced to rebuild his team after losing a large part of that team as a result of key leaders choosing to change companies to join a stagnant giant that had found a way to reinvent themselves by using the Internet.

Jim's first career began as a private (E-1) Aircraft Mechanic and Crew Chief in the US Army. A career he retired from as a Chief Warrant Officer Four (CW4) Standardization Instructor Pilot, Instrument Flight Examiner after twenty plus years. During Jim's career in the Army he learned a great deal about Leadership and the psychology of leading and understanding what motivates people. However, Jim will be the first to tell you that he has learned more about leadership, psychology and what motivates people since he has been involved in the network marketing industry than he did during all of his formal education and military experience combined.

The most important lesson Jim has learned from being involved in this great industry of network marketing over the years is that this is an all volunteer industry and that our people are our most valuable resource. The name of this industry should be "Relationship Marketing."

Jim has often said: "I believe that there are only a few different kinds of people in the world..."

1. Those people that naturally share their good and more often bad experiences with the people that they know for free.
2. And those of us that enjoy a residual income for doing the exact same thing as the people above."

Since 1997 Jim has made it his personal mission to reach out to and train anyone that is willing to come along with he on this journey we call; Rejection, Insanity, Frustration, Disappointment, Joy, Excitement, Beauty, Thrill, Triumph, Wonder and Success. Jim believes that the industry of

Network Marketing is indeed all of those things to almost everyone that ever gets involved in this great industry. The fact that Jim has been and continues to be willing to share his knowledge and teaching with anyone regardless of whether they are on his team or even working with the same company is a testament to who Jim is as a mentor and the kind of man he really is.

We have listed some of the reasons below that we have invited Jim to join our list of renowned contributing authors.

1. Most recently Jim was one of the fifty-two contributing authors of John Fogg's newest book "It's Time... for Network Marketing"
 2. He has been a regularly featured guest of the Home Based Business Radio Show and Networking with the Blind Guy
 3. Since January of 2008 Jim has been hosting his own Radio Show
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