

## Who is in YOUR Garage?

*Leaders in the network marketing are certainly willing to blaze a trail... but they are NOT looking for 'blind' followers.*

by **Mary K Weinhagen**

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Have you heard the story of a motorist driving through a dense fog following the taillights ahead of her? The driver in front did all the squinting, worrying and navigating. Suddenly the car in front stopped and the two cars collided.

*“Hey, why didn't you signal when you stopped?”* yelled the woman behind.

*“Why should I?”* came the reply. *“I'm in my own garage.”*

People's lives can follow a comparable scenario. Without clear and sharpened values we travel through the fog of life following someone else. Rather than establishing a clear path for ourselves, we follow blindly and end up in someone else's garage, blaming them for our being there.

Now, in this industry we've all heard the adage, “Don't reinvent the wheel” which can sound like it discourages people from following their own path. The real wisdom in the adage is to look to the successful leaders, use the tools and systems they are using and take action daily. That is wise... and in no way is telling you to blindly follow another.

When observing the leaders in the network marketing industry I notice that while they are certainly willing to blaze a trail... they are NOT looking for 'blind' followers.

Instead, they develop relationships by *listening for what their prospects and business partners value*. By *listening for the 'fit' between what is valued and what the business opportunity offers*.

***Having that information at hand really gives them the ability to offer something truly of value to their prospect or business partner as an individual.***

Building a successful network marketing business is NOT a one-size-fits-all recipe. There are powerful tools and systems that when applied will bring success. And there is great value in getting clear for yourself about the when, where, why, and how to apply those things to grow *your* business.

The best network marketers are the ones who grow leaders. One of the ways they do that is by refusing to let people become blind followers and instead, coaching others to look within to find their values and establish a clear path for themselves.

Found within yourself are the 'rules of life' – values. Rather than waiting for someone else to offer direction, decide what principles and values you will live by. In the process, you will take responsibility for your feelings and attitudes, thoughts and actions. Your decisions will be based on your inner-directed value system, not the emotional influence of others.

***Remember, values are the glue that hold life's demanding details in place and know that your VALUE is the sum of your values!***

Make it a wonderful month, listen carefully to your partners and potential partners to discover what they value... and from that have a conversation about where your business opportunity might fit.

I appreciate you!

--Mary K

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*The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and vision. It gives me reason to invite people to share— from their heart— early in our relationship.*

*I love this because sharing dreams and clarifying vision puts us together in an energy that feels so good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!*  
— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammarskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."  
— JMF

In addition to editing the articles for [TheNetworkMarketingMagazine.com](http://TheNetworkMarketingMagazine.com), one of the projects Mary K is involved in is contributing to raising vibrations in partnership with [TheMagicHappens.com](http://TheMagicHappens.com), a magazine setting the tone for *thriving* in today's chaos!

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