

Using the Forgotten Customer Service Art to Grow Your Business!

Focus on these two values and you'll see that everything falls together nicely and that success comes rushing at you as fast as a snowball creates an avalanche.

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There's seems to be a forgotten element to our business.

That element counts in nearly any business that you visit. When you go in, you expect a certain level of customer service... or frankly you probably won't revisit.

Now here's where the problem arises. Those who expect this level of customer service, will go ahead with our own business and completely ignore any focus on customer service. It's a bit ironic don't you think?

So now, let's think about this...

How does it make you feel when you're not delivered great customer service when you visit a business? Does it make you want to come back, or does it make you want to stay away forever... and worse... go to that person's competitor?

Well guess what. YOU are not exempt from customer service with your network marketing business. You are required to deliver great customer service to your prospects and to your

customers or they will do exactly as you would do... they'll go to your competition.

So how do you deliver superior customer service? There are a lot of specific little ways for you to do this of course. I could spout off probably fifteen or twenty different ways right here.

But the fact is that customer service comes down to one simple thing. That thing is common sense! And what you have to be logical about is another simple little theory that some know as the “Golden Rule”.

The Golden Rule is to “Do Unto Others As You Would Have You Would Have Them Done Unto You”. This rule is a great maxim to live by...especially in business.

Doing so will almost ensure that you'll have customer service. Unless of course you enjoy being treated badly by businesses that you visit.

So instead of listing a laundry list of things that you should do to make sure that you're practicing good solid customer service, there are a few values that you must have that will cover nearly everything.

The first of those values is...

Caring... You see when you care, it's easy to have great customer service. When you care, and you put others first, you automatically will begin doing the things that bring people back to your business. And the best part is that if you truly do care about your prospects and your customers, you'll be genuine and that will shine right through.

People will feel that sincerity, and therefore want to do business with you again and again, and/or join your business opportunity because they feel like you'll be there to help them out.

Integrity... Having integrity simply means that you do the right thing, even when it's not always easy. This can also be called character. Having this value means that you'll treat customers, prospects, and even business partners (downline) with respect. You'll be honest and do what you say you're going to do. Integrity breeds accountability which in turn breeds credibility.

Let me tell you... once word gets around that you're a business man with integrity, it will be hard pressed not to find other business people who want to do business with you one way or another.

The reason for that is that so few people carry these values around with them. So few people put the blinders on to the short cuts. Once you're known for that the speed of word-of-mouth is incredibly fast as you'll see.

Once you begin focusing on caring and integrity, you'll see that everything falls together nicely and that success comes rushing at you as fast as a snowball creates an avalanche.



David L. Feinstein has been published by Pro-Publishing Company of California, for a series on Leadership books.

Exposure to business at an early age along with cultivation of artistic talent in writing is the background that David Feinstein brings to his business associates, prospective candidates and

audiences alike. His experience throughout his career in sales and marketing and having owned and operated his own international accounting & financial management services company, is a key success factor in helping develop his international notoriety in the network marketing industry.

David and his wife, Ann have been significantly involved in direct marketing and direct sales for 21 years, serving as a distributor (team member), speaker, trainer, Top Leader, and author in the industry on a worldwide basis. Working together, they coach, mentor and train those seeking empowerment, greater self esteem and branding image, and training people seeking financial success and personal life freedom. David and Ann have grown their business that today spans over 40 countries with over 65,000 team members.

For more information go to: www.AnnandDavidFeinstein.com

David & Ann's personal passion of "showing people there's a better way" to market their business lays the foundation for the inspiring and motivating topics they speak and teach on.

Innovative, creative, interactive and dynamic, David & Ann speak on topics in marketing and sales that most professionals find difficult or challenging to understand. Applying their unique and visionary approach easily, safely and comfortably draws audiences in from the beginning and keeps them engaged until the end. Their extensive knowledge in marketing and sales makes these topics easy for audiences to understand, as they address and speak from their personal experience and with authority and passion.

Mr. John Fogg of MLM/Network Marketing, author of *"The Greatest Networker in the World"* has said the following about myself and wife/partner Ann:

"It's been a looonnngg journey from their "weird" first exposure to network marketing where Ann— a Park Avenue Research Consultant, and David— the owner of an entertainment management firm handling the careers of rock stars such as (the early) Rolling Stones, Led Zeppelin, Michael Bolton, Cyndi Lauper, Phil Collins, and other famous others, found themselves at a meeting full of strange "new agers" from Sunrider— that was 21 years ago— to where they are today: Significant six-figure income earners with Agel Enterprises leading an organization of

more than 65,000 people in 40+ countries around the world.

Above all else, Ann & David are focused on mentoring and leadership. Their combined expertise in recruiting, coaching, training and international development has made Ann & David much sought after direct sales business experts.

The Feinstein's approach marries both classic MLM and the technology advances of the Internet and social media. The first people they have their new people speak with are family and friends, they do meetings, build for and around events and David even unabashedly asks people, "Do you keep your business options open."

They meet new people through weblogs, electronic newsletters, Twitter and Facebook leveraging their time and global reach. The business is all about relationships and giving value for Ann & David Feinstein... and consistently building their brand."

Recorded interviews and Videos:

John Fogg interview--

http://themastermindsessions.com//AudioFulls/051709_AnnDavidFeinstein.mp3

David Feinstein—Are You An Online Marketer Video...

http://www.sowhatsallthebuzz.com/all_the_buzz/david-feinstein-on-stage-are-you-an-online-marketer