

## Going Cheap Keeps You From Riches

*If I had to do over, I would have gone the more expensive route... why?*

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Stop going to the Buffet if you know what it is that you really want. Let me see if I can explain this in the time we have together now. Think about a buffet, any kind, what is the thought process behind going to a buffet? The perception is that you get a bargain because you can eat more than you would at any other sit down restaurant, right? There is nothing wrong with that. Where this kind of mindset can

get you into trouble is when you put this kind of philosophy to work in your training or paid coaching program.

If you are going to build your business in MLM, and you have some challenges in specific areas, then you should find a coach / mentor that specializes in that area. Over the years, and the many 100's upon 100's of people I have personally trained, I have made the choice to turn some away, not because I couldn't help them, it was because I was not the best in that area, and I could not give them as good a value as someone else that was an expert in that area.

So if you are going to find a specialized individual that can laser in on what you are wanting to accomplish, that will most likely cost you more.

**Here is the question, will it really cost you more to have the fundamental understanding of the 1 or 2 things you are *really***

## wanting to discover? The answer to that is No!

I can say from having spent \$10's of thousands of dollars for my own training, there are many opportunities if I had to do over, I would have gone the more expensive route... why? Because the money that I spent to learn what I could have learned from the mentor, was far greater, not to mention the cost in time.

As you go about building your personal growth and learning how to have more of what you want, remember there is a price to pay for success, and you will pay. You can pay upfront with cash, or you can pay in the end with cash and time! We all know what that translates into... *"I wish I would have..."* you can fill in the rest of that sentence. How many times in your own life have you cut a corner, only to have it come back and bite you.

**Don't spend more than you can afford, but don't spend less than you think its worth, your success is important, and you deserve it.**

Determine what you want, what are you willing to do to get it, and what are you not willing to stand for. If you do those couple of things, you will be amazed at how easy it is to do it right the first time.



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