

Systems within systems

Have you personalized your system?

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Have you got a business system in place? If you have attended any of your company's training I'm willing to bet they have suggested a system for you to follow when it comes to building your network marketing business. Have you learned to use that system in the best way possible?

Though it has many definitions, for the sake of this article we'll define a system as: *An organized or established procedure.* Simple enough, yes? And yet, for a procedure to be effective it must be clear and specific.

In network marketing we have systems within systems; a prospecting system, an inviting system, a system for showing the plan, a followup system, a system for signing up and systems for training distributors. That's what makes the business duplicatable. Once you clearly understand the 'bones' of the system, you need to be very clear about the *specifics* so you can take action. This is where your choices and preferences come into play.

For instance, it's one thing to suggest we go out and meet people who might be interested in our product or opportunity, but who is that? Where do we find them? These are questions you will want to answer for yourself because until you do, you're unlikely to take specific and

consistent action. Without the right kind of specific and consistent action your business doesn't grow.

A little over seven years ago, I got a call from John M. Fogg that changed my life. He told me about an idea he was working on with George Madiou – they were talking about creating a new magazine; but more than a magazine, it was to be an online tool that network marketers the world over could incorporate into their current systems to support them in their personal and professional growth. He wanted to know if I would be interested in climbing aboard and joining them as part of the 'editing department' (a *very* exclusive department... meaning short of man/woman power, long on work). It was a no-brainer... OF COURSE I WAS INTERESTED! The opportunity to learn about editing from a brilliant man who I have long admired while creating a powerful tool for the industry I love?!?!... a perfect fit.

Seven years ago this month we launched the very first issue of TheNetworkMarketingMagazine.com with only a rough idea of a system for doing so. And I'm proud to say that we've polished up our system and have put an issue out, on time, every month for seven consecutive years.

I am extremely grateful for my partners in this venture, the many wonderful contributors who have shared great content in their articles, and to all of our subscribers who have read, used and shared the magazine. Thank you all!

As we move into this 8th year I encourage you to spend some time digging into the archives here. There is a plethora of information at your fingertips. Whether you're looking for something to share with your team for training or you're looking for something industry related to help capture and inspire the interest of your prospects, you'll find it here and with a click of your mouse you can share it with anyone, anytime. Enjoy!

Here's to your success!

--Mary K

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EXPECT MIRACLES!

-If you're able to be yourself, then you have no competition-



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, one of the projects Mary K is involved in is contributing to raising vibrations through her blog, [Downstream Parenting. meeting your child in the vortex](http://DownstreamParenting.meetingyourchildinthevortex). You can learn more about Mary K at <http://mkweinhagen.com>