

# How To Get Going...& "Unstuck"

## In Your Nikken Business

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You've been talking about getting your business going for some time now. You love network marketing and you love Nikken. You say you are doing the business, but when it really comes down to it....you're not doing much of anything. Well, maybe you are doing something....but not much seems to be happening.

It's a roller coaster ride of emotion. You're up and you're down. You question yourself. You wonder if you really have what it takes. You've been hearing the stories, but you also know a lot of people that have done network marketing that have never made any money. Your upline is doing little, to nothing and you have no support. Where to start? What to do? What is it really going to take to move the needle in your favor and begin a rapid growth curve in your business?

First, we want to say that we have been where you are, without even knowing where you are. We have shown the business to many people consecutively without signing up a single person. We have put together plans that didn't work out. We have found momentum and then lost it over and over again. We went our whole first year without developing even one Silver. We have had way more people quit our business than you have. Why? We have a bigger team. We've had more cancellations, more no-shows, more "no's" than you have because we have shown it to more people. That's the biggest difference between you and us.

Getting going or getting unstuck starts with shifting your focus and daily pattern of behavior. We are used to doing things in a certain way. If you are not getting the results you are looking for and you keep doing the same thing over and over again....don't expect much difference in your results.

You simply need to "Start!" There are people that wait for everything to be just right before they can start building a business....analyzing everything, putting elaborate presentations together, learning every little thing about all of our products, etc. Don't get "Analysis Paralysis!" NEWS FLASH! Things will never be just right. In fact, there will never be a better time to get going than right now.

The reason you joined Nikken was because you saw something that it could provide that you don't currently have. Let's maximize the impact of that feeling and use it to grow a successful business. Make a "Dream List" of what it was that attracted you to Nikken in the first place, and look at it over and over every day.

If you haven't been to Nikken's personal development program "Humans Being More" in awhile, or at all.....register for the next one near you and go! Bring a friend with you.

Write "I am" statements and read them every day. Remember, these statements don't start with "I plan to" or "I am going to"...They start with "I am"...in the present tense. "I am meeting and signing up motivated, well connected business builders each week." "I am living the life of my dreams." "I am healthy and strong", etc.

Call three people per day that are not in your business just to say "Hi" and check in.

Arrange to present often the three page "Quick ABC" presentation, that can be found on <http://www.pathfinders.biz> web page, under "Download Tools", or on our <http://www.ybhurtn.com> web page, under "Business Presentations". (It's at the bottom of the list on the slide out menu). Page one shows who we are and the products, and page 2 shows our simple, but very effective Distribution System. Page 3 shows basically how our business duplicates, the comp plan and "Reasons to Join Us". Have people simply read these reasons and tell you what, if anything.... "jumps" out at them. Guide them where they need to go based on their response, Consultant, Customer, More Information, Wellness Preview, etc.

Don't wait! Each day you wait may cost you months or years of freedom, because in network marketing, your efforts are multiplied by the work of others.

Stay in action regardless of how you feel or whether you are seeing immediate results. Your friends and associates are watching you. They are testing you to see how serious you are. Most people miss out on huge opportunities because they are somewhat of a "flake". (Start and stop, switching companies over and over, quitting) and others don't take them so seriously. The longer you do the business and the more consistent you are....the more others will take you seriously.

Make a drastic move NOW! You are tired of being stuck! You want to get results and you want to make a shift. If this is really the case, then it's time to prove it. Prove it to your family. Prove it to your business partners. Prove it to your friends. Stop piddling around with the business. No successful entrepreneur has accomplished anything major by "piddling".

Sometimes people say, "I'm plugging away." Can you imagine Steve Jobs "plugging away" at Apple? That's not an energy that attracts people. You'll need to create some massive action. AOMA, as Reid Nelson calls it. "**All Out Massive Action!**" You'll need to do it with energy!

Maybe you've heard the phrase, "*Doubt will take you out of action, and action will take you out of doubt.*" This is true! If you start DOING the business every day, your doubt, if you have any, will begin to dissipate.

Here are a few things you can do immediately to change the trajectory of your life and create the time you need to move your life into momentum now:

- 1) Turn off or unplug the TV. If you must keep a TV, ration your TV time and give yourself no more than 2 hours of TV a week. Remember, "Less TV means more PV!"
- 2) Ration your Facebook time. Limit Facebook to one hour a day, late at night. We know this is tough to do, but successful entrepreneurs are not spending 2 or 3 hours a day on Facebook.
- 3) Don't check your email messages in the morning. Spend no more than one hour on your emails late at night after everyone is in bed.

Make your financial future more important than watching TV, checking FB and cleaning your inbox.

Because so much of our business is done online, there is a tendency to get sucked into social media. This is an income reducer and a time killer.

The main reason most people are struggling with their business is because they are not doing the productive activities daily. The average person spends 1-2 hours a day on FB, 3-5 hours a day in front of the TV, and 1-2 hours a day checking and answering emails. Do these things late at night when everyone is asleep.

Work to get comfortable with the things that currently make you uncomfortable. You will then earn the ticket to gain full entry to a life of financial freedom. Do this and you'll be on your way!

I just read a new book by Randy Gage, "Risky is the New Safe!". Everybody is playing it safe, because they think that's the smart thing to do. In today's new economy, playing it safe is the riskiest thing you can do.

All the rules have changed and they're going to change more tomorrow, and they keep changing faster every day.

Every challenge creates a corresponding opportunity. When *everyone is zigging, you want to be zagging.*

Enter the "Golden Era" of network marketing. In the next few years alone, tens of millions of new distributors will join the network marketing profession....a good many of them might as well be joining your business.

In an age of economic challenges, fast-paced lifestyles and increasing demands of added responsibilities, many people are looking for relief.

Whether it is supplementing income to bolster fragile finances, finding more flexibility to permit more personal and family time, or free themselves from the day-to-day grind of offices and cubicles, people are searching for alternative ways to make a living.

In the fall of 2011, Bethany College, located in Lindsborg, KS, instituted a network marketing curriculum. Students there can earn a bachelor's degree in marketing with a network marketing emphasis.

*According to the college, "The program's mission is to promote integrity, trust and transparency in network marketing. Network marketing is an emerging business model that is under-represented in business education."*

We have it all with Nikken....a complete wellness company, that through research and development.... produces and distributes products that touch upon each of the vital areas of healthy living: restful sleep, clean air, clean water, balanced nutrition, natural light, and energy....not to mention our favorite product of all.... COMPLETE FREEDOM! Go for it!

We appreciate and believe in you,

Dennis & Ruth