

Non-Negotiable Weekly Activities of a Network Marketer

By Dave Stoltzfus

The journey in Network Marketing often gets clouded with lists of things to do daily, weekly, monthly and annually. This is not another list of things, but merely a guideline of activities that can be done during a normal routine of anyone; housewife, white or blue collar employee, self-employed, etc. Anyone with a few extra hours in their week can work on their future while enjoying their present. In other terms, you can build your destiny while others are working on their careers.

These five 'to-do's' can simply be woven into the regular weekly schedule. It's best to commit them to memory and find one or two other people who will hold you accountable to them. After a few weeks, your "to-do" list won't be a list anymore, but a simple standard that can be passed onto everyone that wants to do the same in this industry.

- 1) One Conference Call. Corporate or any of the many calls taking place every week.
Ideal source of what's current and fantastic testimonies.
- 2) Two presentations. A presentation can be defined by a 20 to 30 minute overview of the Nikken story. Can be a CD or DVD passed on with timely follow-up.
- 3) Listen to, at least once each, Three CD's or DVD's. Best way to educate ourselves is to pump the good stuff into our brains.
- 4) Attendance of local Wellness Preview. If there isn't one, maybe it's time to start one or plug into a Web-Ex and invite others to join you.
- 5) Spend 30 minutes reviewing weekly activity & chart the following week.

Two presentations may not seem like much, but done consistently over five years that means 500 people will have been exposed to Nikken by one person. There are 52 weeks in the year and if we take off two for vacation, then leaves us with 50. Two people a week gives us 100 for the year. Five years multiplied by 100 yields 500.

The following is how it will break down using the rule of thirds:

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| 500 | Presentations |
| 180 | Customers (New Friends) |
| 60 | Wellness Consultants |
| 18 | Business Builders |
| 6 | Leaders |

We've all heard the phrase that where we will be five years from now is determined by the books we read, CD's we listen to and people we associate with.

It takes six people to go all the way to the top in Nikken. It makes more sense to live life and make Nikken fit into our lifestyle rather than live Nikken and try to fit our lifestyle into it. Five years from now we'll still have a life to enjoy rather than something that we created that isn't us at all.