

TOP TEN REASONS TO NEVER QUIT

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Recently, one of my team members made a significant advancement. She and I compared notes about the benefits of staying with our network marketing businesses. It became apparent to me, once again, that the real joys of this business are often a function of our longevity and our commitment over time. To that end, I put together the following ten points. Hopefully, after reading this, you too will see *why you should never quit in network marketing*.

1. The business gets more fun over time. You will experience more joy and fewer frustrations. This comes from being more seasoned. Also, as you learn to handle the problems that come with business ownership, you can profit from the lessons gleaned and enjoy the fruits of your labor and education. Some issues that may have seemed daunting or draining in the beginning (such as dealing with difficult people, or handling prospects' objections), come much more naturally; therefore, you are having a better time. Have you ever noticed how much fun most of the seasoned professionals in our field seem to be having?
2. Getting the right posture is among the most satisfying professional experiences you will ever have – and it usually comes with time and experience. I firmly believe that prospecting hundreds of people to build your business will build moral fiber as much as almost anything else you have done in your life. To move about your life with the confidence that comes from having approached countless people is an enormous positive side-effect of having developed your posture. Imagine yourself being unstoppable. What would that mean for you, even beyond your business?
3. Some people who dropped out will come back, which is a privilege, a thrill, and a joy for those of us who stick around to welcome them back into the fray. When you stay the course, you understand that when the business is not right for someone at this time, it is not a problem for you. You will be building with them or without them. Plus, you know you will be there down the road when many of them will change their minds.
4. As the industry, your company, and your products and services continue to improve, the level of satisfaction of being in this business increases proportionately. Given the changes in our industry and the caliber of

- professional people who have come out singing its praises, it gets easier to explain to people what an extraordinary business opportunity this is. As professionals whose industry has fully come of age, it is very rewarding as well as reassuring to know that you have made a sound business decision.
5. The friendships deepen. Your dream team (those in your life who are going to support you in improving your own life and that of others) will become among the richest networks you have ever been involved with. Spending time with people who believe in the power of networking to achieve time freedom and financial independence is like being in the greatest club in the world.
 6. The opportunities for personal development take on greater meaning and begin to spill over into more aspects of your life, including beyond the business itself. You are in an industry that teaches you to identify what you want out of life, how to influence and inspire others, how to control your own destiny, how to set and achieve your goals, how to manifest true abundance, and how to help other people in order to get what you want. These are core values on which you cannot even put a price tag. Come for the money. Stay for the personal growth.
 7. The amount, frequency, and intensity of positive thoughts about your future in life and in this business become dominant. There are only trace amounts – in fact, negligible – of fear and doubt. This is a great way to live your life and to model this for others, including your children. Putting fear to rest will cause a quantum shift in your entire being, if you allow yourself to be touched at that level.
 8. Over time you will develop significantly greater trust in the attaining of your dreams, like a knowing. This includes a deep sense of confidence in your being in control of your own destiny. Feeling out of control in one's life is not a good way to live, and not at all unfamiliar to many people. The converse of this, *trusting and believing in yourself and the work path you have chosen, and a sense of knowing in which direction you are going* will help you become a new and improved person. And to share that possibility with others – this is what networking will do at its deepest level.
 9. You will develop a very deep sense of gratitude, like *thank God I didn't quit!* This "attitude of gratitude" becomes pervasive in much of what you do. Being grateful is a natural high. You are also attuning yourself to be the recipient of more abundance. The more grateful you are, the more you have to be grateful for.
 10. The money is a dream. And better yet, knowing that you made it because you got really good at helping other people just makes it that much more of a gift. If you will embrace this concept, that you must develop yourself as a leader and you must help other people in order to achieve your own dreams, you will be blown away by how good it feels to make this money. As you reinvent yourself financially, you will touch many lives along the way.

