

5 KEYS TO SUCCESS

By Kurt and Gail Meyer

1. Buy, Use and Believe in the Products

- Develop strong believe by using the products.
- Buy from your own store.
- Be on \$150DS.
- Products are Free after commission and tax benefits.
- Attain optimal health. Use Neways products now or pay doctors later.

2. Treat Your Business Like a Million Dollar Business

- Be professional.
- Treat like a career and not a hobby.
- Must be willing to pay the price.
- Close your mind against all negative influences. Turn off the TV aka “income reducer”.

3. Consistent Long Term Action and Patience

- Until you know Why? How doesn't matter.
- Commit to stay in Neways for life. 16 years of success tells it all.
- Marketing isn't a cost; it is an investment.
- Action creates courage and defeats fear.
- Go through numbers of people. Law of Averages is proven to work.
- Never give up. The only way to fail is to quit.
- You can get rich quickly; just not right away. Critical mass happens once the foundation is built.

4. Follow Up With Your Prospects and Coach Your Distributors.

- Follow up 7 times to keep taking their temperature.
- No sales pitch. Ask questions and Listen.
- Fall in love with calling people.
- Be selective. Your time is valuable.
- Be accessible. Supporting distributors is easier than replacing dropouts.
- Be grateful and give recognition.

5. Personal Development

The secret is you. Your business will usually not grow larger than you do.
Your present circumstances are the result of past thoughts and choices.
Reprogram your mind to believe in yourself and expect.
Become the person who attracts other winners.
Buy and use Bob Proctors "Born Rich" seminar.

Manage Your Neways Business

- A. What do you want from your Neways business?
- B. Are you qualifying as an Executive each month?
- C. Identify your front line distributors.
- D. Identify your Direct Ship legs.
- E. Identify your Executive legs.
- F. Who are you're potential leaders.