

DEBT SAFE MARKETING SYSTEM



Debt Free Network Marketing

“Strategies On How To Erase Costs While Building Your Network Giving You Endless Leads and Cash Flow!”

The Publisher has strived to be as correct and entire as feasible in the creation of this file, notwithstanding the truth that he does not warrant or constitute at any time that the contents inside are correct due to the rapidly changing nature of the Internet.

While all attempts have been made to verify records provided on this guide, the Publisher assumes no duty for mistakes, omissions, or contrary interpretation of the situation remember herein. Any perceived slights of precise individuals, peoples, or companies are unintended.

Dear Network Marketer,

Thank you for taking the time to read this e-book.

This ebook is centered at the overall network advertising network. This e-book is a should read specially if you haven't wreck even on your commercial enterprise. After you end this book, you may be able to:

- *Understand the standard coins float to building a network marketing business so you can plan your business long time*
- *Understand how maximum people who fail in Network Marketing fail due to lack of coins go with the flow to run their business in the quick term*
- *Reduce overheads so you can damage even quicker*
- *Reinvest your profits wisely to strength-up your commercial enterprise*
- *Duplicate those ideas in your downline and allow your enterprise give you the results you want*

“How sure are you that this e-book will work for my agency?” you ask? Well, the content material here is:

one hundred% Generic yet relevant to any agency you're in. I realize that most organizations have their own device, yet the thoughts right here are intended to COMPLIMENT and now not contradict your education device in addition to give you IDEAS TO SUCCEED.

Straight forward and to the point. People who buy e-books usually need information rapid and uncomplicated. I want my readers to have a brief examine and seize the principle

points fast due to the fact I recognise which you have invested time studying this and I realize a while is valuable.

Task Oriented. Just comply with the commands. I even have achieved all the be just right for you so you can save time and effort.

If all my readers can get just one correct idea from the contents of this e-book, I experience I have executed my challenge. Do no longer just maintain this records to your self or your downline. Share them with your upline, sidelines and people who are in different network advertising organizations.

If you are familiar with the Network Marketing series, you would have encounter titles like Network Marketing: Survival or Network Marketing: Pitfalls.

Debt Free is written as a standalone ebook however the instructions learnt from the ones inside the collection will assist in in addition knowledge the ideas within this ebook to electricity up your business.

What is the reason of starting a business?

To make earnings. Most companies spend more money than they make that's why they cross belly up. So why must community advertising be any distinctive?

The commonplace belief is that network advertising is a enterprise that appreciates in fee over time. In other phrases, if I have a collection of a hundred to at least one,000 humans under me buying the product and recruiting extra, I'd be getting richer and richer! But we all know that. It is not the pot of gold on the stop of the rainbow. It's SURVIVING the primary 6 months to two years!

It is common that most community entrepreneurs in a brand new industry normally undergo a 6 months trial and mistakes length, therefore, it is essential to ensure that in those 6 education months, you manage your cash wisely so you can study and make cash on the same time.

Cash today, downline the next day.

People in community advertising generally run out of cash glide commonly after 3 months and that they give up because they spend greater as they build. But via breaking at the same time as rapid as possible, it offers top notch mental energy to the distributor and she is less possibly to drop out.

First, we need to recognize the attitude which is the maximum essential starting point in getting by means of the first 3 months.

- It takes **TIME** to construct a a hit business. If you make **ANY** cash in the first few months (even though it is only some bucks) it is **PERFECTLY NORMAL**.
- It is **MY BUSINESS**. Not my upline's enterprise or my downline's business. Everything relies upon on **ME** putting attempt to prevail.
- Invest in **TOOLS** that brings in sales (lead generators, viral e-books, ordinary records, and so forth). Don't purchase books and tapes only for the sake of purchasing them.
- Don't use your personal money if viable.

Most a success businessmen use different humans's money (borrowed money either from spouse and children or monetary establishments) to build their enterprise. Remember that cash float is more critical than sales.

- Don't blow all your money on marketing that doesn't carry in coins drift as properly. Direct reaction advertising is one of the only methods.
- A smart businessman doesn't unfold himself out too much. Build the **LOCAL** marketplace first. Never challenge outstation unless you've got a regular income. If you couldn't even deal with yourself, how will you take care of your downline some distance away from you?
- Focus on solving other humans's problems. Don't recruit people only for the sake of recruiting them. Try and understand what problems they're going via first.
- Enjoying the journey! People who love their activity usually outperform people who do it grudgingly. If your prospect sees you doing all of your business so grudgingly, will they be part of you?

Depending at the network advertising corporation, do you spot how traditional it is for an average builder to spend someplace among \$1,000 to \$16,000 as a **STARTING INVESTMENT**? You can estimate how a good deal you need to make in the end then handiest will you spoil even. But allow us to see how we are able to reduce those overheads to generate more coins waft.

One of the important thing strategies to generate extra coins glide is referring to your **COMPENSATION PLAN**.

Different plans may fluctuate from business enterprise to corporation. Some groups may boast in their high payout. They will say something like this:

Our employer is the exceptional because we pay out 75% of our fee to all the vendors! It is like saying for every

\$a hundred sale; \$75 is paid back to our human beings. You will never fail with this corporation!

I urge you to make shrewd financial decisions and **NOT** emotional decisions because responding to emotional enchantment can purpose a number of heartaches in the future.

I can't cover all the mechanics on plans, however it's miles higher to refer to the book series called Show me The Plan! Where I will provide an explanation for extra in depth about advertising and marketing plan mechanics. But for the purpose of this topic, I will listing down a few concepts (marketing plan associated) to observe.

- Don't study the full payout of the organisation; examine the primary 2 levels of payout: How lots you get for recruiting someone, and how much you get if THEY recruit someone. It is no point dreaming how a whole lot you are making as a 'Rainbow Diamond Leader' if you could't even prevail on the decrease tiers
- Examine how plenty you need to spend to RECRUIT someone. Some corporations require you to both pay for their education program first, or require you to accompany them into the training session (and you need to pay your own way)
- If you have little cash float however desire to enroll in a agency that requires a huge inventory investment however excessive income margin, make certain the ones merchandise may be used to SPONSOR your downline so you can recover as a whole lot cash as feasible
- Can you have enough money the automobile-ship?

What is the profits you're looking forward to from your business? Do that you have to invest time and money to your downlines? Yes, it is proper which you make money whilst your downline joins you or makes a sale, but most of the time, to construct a long time commercial enterprise; you need to make investments closely in their education.

Network Marketing is a commercial enterprise of duplication and although many humans pays the rate to construct their community, you have to be very selective of whom you spend some time with. You can't possible be the whole thing to every person and you should select who are the human beings that you are going places with!

It makes feel because they time you spend with one means time in which you can both be growing every other or recruiting a new distributor. Furthermore, you need to force out of your private home to see them or accompany them in training and counseling classes.

Are you prepared to pay the charge for 'this guy'?

Most of the time many humans give up community advertising isn't always due to the fact they are able to't recruit, however because they spend an excessive amount of time with a recruit questioning they are able to change a duck into an eagle. You quack with ducks but jump with eagles, if I am not flawed. So if you spend too much time with a duck that quacks plenty however doesn't do anything else, you don't have any choice but to go away him behind in case you want to jump with the eagles (in any other case you may be like the 'duck' as properly).

The key factor to take into account is that this:

If you are doing 99% of the work in your network at the same time as the rest is doing 1%: **START FINDING NEW DOWNLINES**, They will spend much less of your cash (and free up some time to make more).

In the next few chapters, I will show you ways with the aid of erasing a number of the expenditures on Network Marketing, you and all of your downlines can shop money and time (so your downlines will not end without problems because of lack of coins glide and your business will live to tell the tale higher in the earlier stages).

Joining fee and car-ship:

Instead of going out to start looking for human beings to sign up for your possibility, one of the fastest methods to ensure coins waft is to **LIQUIDATE** your merchandise!

See that stash of merchandise lying around your own home? (Your health dietary supplements, pores and skin care or water filters, and so on) A lot of humans leave their shares mendacity around the residence at the same time as going on a recruitment spree forgetting that after you promote off all of your stocks, you'll spoil even for your investment!

If you are questioning whether or not to preserve those merchandise so you can try them your self, don't worry. There is extra where that got here from.

If you work hard to put off your investment prices, you may always purchase more merchandise from the corporation later on and those merchandise will maximum in all likelihood make contributions in your sales quantity as well.

The secret's to get your **WARM MARKET** commenced on the goods, and now not pitch the opportunity to them right now! If you attempt an awesome product on the grocery store, I am certain you may inform all of them about it. Why need to you deal with your network advertising and marketing merchandise any one of a kind? Are you afraid to speak in your uncle bob due to the fact your products are from a community advertising enterprise?

Once you get your family and buddies started out on the goods (It doesn't fee you that a whole lot thinking about that those are money set aside to your commercial enterprise whether or not you promote or give them away), when they see results from it, they will begin selling the goods to the people round them!

Don't you see how by the usage of your inventory while you first started out off, you could probably create runaway phrase of mouth providing you with loose heat leads offline?

The exceptional thing of all, you can choose from the ones groups of product customers who may be an amazing business builder because of their agree with in the product, you could get them in without problems.

Doing so may also eliminate your fees on the subject of automobile-ship. When people are actively ingesting the product, all of your downline might be on automobile-ship and

you will now not be frightened of them canceling their automobile-ship because it is taken care off by way of their heat marketplace demand.

Training Materials

If you need to achieve success in network advertising, you ought to invest in your self. No I don't mean making an investment in stuff that goes under your neck because there's an inclination for network entrepreneurs to consume a lot in the course of group gatherings (and grow sideways!):

It is investing in what's above your neck which is your thoughts!

Serious community entrepreneurs will continually make investments their tough- earned cash in matters.

- Leads
- Training Materials to upgrade themselves like books and tapes

Since we know that humans could be spending money on the second category, why no longer make a benefit from it to fund your business?

One of the approaches is to gain schooling substances is to enroll in free club websites that provide free e-books or schooling fabric that will help you extend your information. These low price, strategies will help you exceedingly rather than spending your much needed price range for surviving to your enterprise on expensive hard-cowl books a good way to cost \$50-\$300.

This boot camp gives a education device specifically tailored for network entrepreneurs. The fine component approximately it's miles that it's far FREE and a hundred% established and works with any business enterprise.

His website comes with a built in lead capture device that allows you to will let you construct relationships along with your prospects in addition to generate extra cash flow for your downline. You can promote this system down your genealogy chart so that everybody will enjoy the cash glide.

Phone Bills

As soon as your network begins to grow, you should recall switching to a phone plan that offers low-fee or unlimited get entry to to all sub-lines. This is a tremendous manner to keep on phone payments when calling your downline. Some cellphone agencies offer particular smartphone plans that give you a referral fee or even an overriding percent over your referee's or your network's bill.

Other ways to cut down on telephone bills is to go online to coordinate crew meetings over the internet. Tools like Skype are useful to do long distance possibility conferences and counseling sessions along with your upline.

Petrol.

If you find yourself burning an excessive amount of petrol while prospecting, you then have to recall QUALIFYING your leads. Not everyone who gets into your group will be a 'CLASS A' networker. It is wise to cognizance on recruiting humans who have traits to reach any business. Opportunities do no longer make a person rich; hard paintings and endurance does.

If you're prospecting someone who is indecisive, lazy and complains constantly, it is higher to keep her or him in the returned burner and consciousness on different humans (comply with up with them on your spare time). You don't need to find yourself driving miles simply to speak to a person and after two hours (or some months later) you find out that they're now not interested or they may be no longer the man or woman you are looking for.

A very good manner to qualify what kind of prospect you are coping with if to ask her or him questions about their self- development. If you discover that they have got no energy in their words, or aren't doing some thing to enhance themselves then you may very well store lots of time and petrol.

- Switching to a line of work that lets in you flexible time and involves servicing in preference to moving to a sales orientated line. Why is that this so is due to the fact a servicing orientated line allows you to construct rapport for free with your prospects and they'll generally have good emotions towards you contrary to a sales line wherein the identical clients you're promoting your product will wind up being the equal potentialities to your enterprise (Don't confuse them through selling many things).

- Other community marketing organizations. Join their Opportunity talks or rallies. You will get to understand many well suited humans right here and there and they'll be more than glad to be your friend due to the fact they want to get you into their opportunity. You can kind and clear out which can be the human beings you want to your community later on. If your convincing power is superb, you may deliver over a whole community of vendors over.

- Attend particularly motivational seminars (e.G. Anthony Robbins), you'll meet numerous humans here and that they

could be so highly stimulated or fired-up, you may have greater possibilities to recruit them (they are so fired-up they consider they could triumph over the arena or realise their desires). Furthermore, they're maximum probable the ones who will 'pass all of the way' in case you efficiently recruit them.

A lot of network entrepreneurs make a completely huge mistake in their enterprise. They don't expand multiple streams of incomes and that they rely handiest on making a living via one supply that's the organization they are in. What do I suggest?

Let's say I am with XYZ Company. I sense that XYZ Company has the first-class recognition within the international, the satisfactory product, the high-quality advertising plan, has helped hundreds of thousands of people inside the international with the product and possibility (you get the idea).

Because I am so engrossed with my company, I refuse to interact different streams of income like shopping for or endorsing the opposite products of other agencies. Some even move as far as to examine simplest within their very own network advertising network best.

Let me emphasize over again. Network Marketing is a BUSINESS.

As a businessman, you need to be savvy sufficient to conform to situations and do WHATEVER IT TAKES (as long as it's miles moral) to get the job completed.

This means that your thinking must be bendy sufficient to pop out with ideas that accomplish the following steps:

- Generate limitless leads so you may have a huge name list
- Create constant Cash Flow to live alive in Network Marketing
- Recruit downline and train them to execute some of these steps

(1) Adopt the attitude of abundance.

Help other people to get what they need and next time, they will honestly assist you get what you want. Go all out to assist others and don't be stingy or calculative.

(2) Focus on growing a customer base by servicing

them thru the product. Focus on solving their issues with the product. Even if you have to spend time to build the rapport with the patron, don't forget that after the client sees first rate outcomes out of your product, they will sell for you willingly. A glad client's testimonial is very effective. Repeat income from the happy customer (and the people round them) will make sure a regular coins flow.

(3) BARTER TRADE your organisation's product with networkers from OTHER organizations!

If I have loads of stock from my company (either via shopping in bulk or from my auto-ship), chances are, there are networkers in different businesses are extra than inclined to trade with you due to the fact they have got masses of inventory additionally. With new sorts of inventory to your hand, you're able to faucet into other markets and build rapport with them so that you can introduce them for your important possibility. (If my corporation handiest sells cosmetics and no dietary supplements, I can find a networker inside the complement like and exchange products to tap the complement market.)

(4) Join affiliate applications online that generate coins

go with the flow in case you are Internet savvy. Find affiliate applications that can help you participate for a totally low value or free. Remember the principle which you want to generate coins float and assist different humans remedy their problems. This puts you in a position to another time, build rapport with your ability potentialities and generates you leads. Viral advertising the use of e-books or e mail is a good manner to divert traffic on your affiliate packages and that they cost very little.

(4) Give away free facts on network advertising

(there are plenty of loose or low cost e-books or viral advertising gear around the net) or write loose articles in your merchandise and post them for your pals, pals or families. For example: If you are in the health industry, write (or interview an professional) an article about widespread fitness troubles or fitness supplements in an effort to provide your potential potentialities recognition on their health and when they may be curious they may ask you for more records. You can proportion your product with them afterwards.

Network Marketing is a business for your self however not by way of your self.

Although there no tough and fast rule or any magic components that I can propose, because any machine you make a decision to create will range from employer to enterprise, you may increase your very own turn-key device inside your corporation.

What this indicates is this kind of system is designed with the group in mind in which you and all your downline all FOLLOW THE SAME SYSTEM as a wellknown outline. Everybody desires to head within the equal path as a team and a unmarried minded attention on attaining the crew goal is important.

Here are some tips I can propose to you

- Hold neighborhood training periods besides the company's schooling classes online or offline with all your group members
- Educate all of the crew members about proper cash flow hints whilst constructing the business. Give anybody unfastened fabric to check.
- Everyone decide how a whole lot attempt need to be put in, as an example, a weekly or monthly target quantity to attain.
- Training classes on a way to use online systems that generate leads or the use of associate web sites (if your organisation sponsors one). You might also even work together to create your own crew internet site.
- Buddy device to minimize prospecting prices (like riding to the meetings together or prospecting collectively)
- Brainstorming ideas on different ways to shop expenses (as an example: becoming a member of a phone plan collectively as noted above)

The key factor to recollect is this:

It is crucial for duplication. Can you believe a hundred humans all getting in their very own path? It smells like a recipe for disaster.

The last aim is to train a team of impartial, coins generating downlines who're MAKING MONEY and supporting their downlines to do the identical.

Because in the end of the day, how top your flip-key device turns out displays heavily on you through the success of your downlines.

What is the factor of sponsoring 10-20 humans, and the next week there is most effective 1 or 2 left in the commercial enterprise? If attrition may be very excessive for your network, it's far even greater so as to create a gadget for your downline.

Let me make a precis of all the principles on this ebook.

- (1) Cash drift is extra vital than revenue**
- (2) Cash these days manner greater leads, greater posture, more education and subsequently: MORE DOWNLINE**
- (3) Expenses may be minimized. Spend only on what you really need on your commercial enterprise**
- (4) Make certain your downline be triumphant. When you assist them make money, they will help YOU make cash!**

The journey to fulfillment can be long and tough, however usually recollect that it isn't WHEN you end the community advertising race, it's far how you get there through supporting others alongside the manner, be a part of you on the end line. Never finish the community advertising and marketing race alone without your downline.