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I have purchaesd quite a few books recently on network marketing, party plan ideas, direct sales, mlm... and this one Be a Recruiting Super Star is one that I am SO glad that I did purchase. It gives many ideas, plans, words, and help to encourage you to build a downline- which is so important if you are wanting to work smarter and not harder!

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Network marketing—also known as direct selling and multilevel marketing—has turned millions of people into successful business owners. But to truly reach their earning

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potential, network marketers need to successfully grow their businesses by recruiting the right people. Written by a true network marketing superstar who personally enlisted over 1,000 people in her first year, the book reveals a proven, innovative approach to recruiting that gets results fast. Readers will learn how to: * discover their own recruiting style * identify people who will become a great part of their team * do and say the right things to turn prospects into partners * overcome objections with confidence * attract people who never considered network marketing Filled with advice and inspiration, this indispensable guide gives network marketers the know-how and confidence they need to grow their enterprise and become top earners.

Be a Network Marketing Superstar provides a proven multi-step program designed to help readers quickly become stars in the profitable network marketing industry. With equal parts advice and inspiration, this user-friendly guide gives network marketers all the tools they need to succeed.

The "party plan" model of direct selling-introducing products through home parties, social gatherings, and fund-raisers-has been the route to financial freedom for millions. This inspiring, hands-on manual, written by an author who has achieved unprecedented success herself, shows other women how they

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can generate more bookings, more sales, and more business leads at their parties, as well as build a team of independent party planners, and drive up their own commissions. Exemplified by powerhouse brands like Tupperware, Pampered Chef, and Mary Kay, the party-planning method is an unparalleled opportunity for anyone to live the life they dream about and deserve. In *Be a Party Plan Superstar*, readers will discover, step-by-step, how they can transition from selling to friends and family to building a profitable business, develop a who's-who customer base, create an environment of fun, be an engaging host, and close sales effortlessly. This is the one book that shows women how to become direct-selling superstars...simply by being the life of the party.

Network Marketing has seen a remarkable expansion of late, with entrepreneurs benefitting from an unheralded demand for their services. The authors of this book demonstrate proven techniques to achieve financial success in Network Marketing, which include: How to conduct successful business launch parties, party plans and business meetings. Breakthrough networking tips that get appointments booked. Practical advice on organising business finances, buying supplies, tracking expenses and balancing the books. Simple techniques to track customer needs, previous purchases, personality and lifestyle. There is little doubt that Network

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Marketing techniques will become increasingly deployed in the business world, with the advent of online business and customer-focused selling, *Make Your First Million in Network Marketing* provides all the information needed to succeed in this field.

You built a business for yourself with a goal to reach new heights of success and bring home a sustainable high income. But the most important ingredient to finding that success is not you--it's your team! Industry superstar Mary Christensen has revealed a plan for cultivating a community within your business that individuals will be impatient to enter, energized to participate in, and reluctant to leave. In *Be a Network Marketing Leader*, entrepreneurs and business owners will discover how to:

- Create a vibrant can-do culture
- Build team spirit
- Become an influential communicator
- Coach instead of train
- Challenge team members to aim higher
- Embrace change to stay ahead of the game
- And much more!

Ambitious goals require teamwork. When you focus on people ahead of products, they will contribute more and bring others into the fold--and your business will skyrocket!

Direct selling is booming. It's no surprise when you consider the benefits of launching a direct selling business--low start-up costs, strong earning potential, and a flexible work schedule. Currently an estimated 15.6 million

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people are involved in direct selling in the U.S. alone—and more than 100 million worldwide. Mary Christensen has empowered and equipped thousands of direct sellers to succeed, and in her newest book, *Be a Direct Selling Superstar*, she delivers an all-encompassing guide to building, leading, and managing a profitable direct sales organization. Readers will learn how to:

- * Set goals
- * Eliminate self-sabotaging behaviors
- * Market their products and business opportunity effectively
- * Communicate persuasively
- * Build a committed network of sellers
- * Be an influential leader
- * Create a clear roadmap for others to follow
- * Inspire and lead a wide range of personalities
- * Maintain work-life balance
- * Manage their time and their money wisely

For corporate refugees, ambitious entrepreneurs, mompreneurs, and anyone else looking for a new source of income—this inspiring master plan explains step by step how to achieve long-term success in direct selling.

GREG SAVAGE knows about leadership. Greg is a founder of four highly successful businesses in the recruitment. He has led start-ups to IPO, navigated businesses through a recession, the boomtimes and the global financial crisis. He has been headhunted to lead in global recruitment businesses. Most of all Greg is a communicator. He is probably the

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Why not make money off that empty room? Home-hosting platforms like Airbnb have inspired millions of homeowners to start a vacation rental business. One room is all it takes to generate real income—if you know what you're doing. The short-stay marketplace has grown increasingly competitive. Bad reviews can torpedo bookings, while problem guests can strain your property and sanity. Before you leap, let this helpful guide steer you in the right direction. Written by an experienced host who earned almost \$50,000 in her first year, *Turn Your Spare Space into Serious Cash* provides an unvarnished picture of what to expect and step-by-step instructions for succeeding in your new venture. Packed with stories both heart-warming and hair-raising, it explains how to:

- * Prepare your space
- * Price it right
- * Choose the best hosting websites
- * Make your listing pop
- * Offer a welcoming experience
- * Keep even the most demanding guests happy
- * Get five-star reviews
- * Protect your privacy and your property
- * Stay on top of legal, tax, and business matters
- * And more

Sharing your home with strangers can be frustrating and disruptive . . . or fun and lucrative. This book helps you minimize the headaches and maximize your rewards.

Read this book if you want to avoid the pain and minimize the expense of recruiting, hiring, and retaining superstar part-time employees in a small business. This book is

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for the small business owner and manager who is fed up with hiring crappy part-time employees, tired of wasting time and money on those same slackers, and would like to get a handle on retaining their superstars. The ideas are sometimes radical, but always practical, tested, and easy to implement. In this book, you'll discover... How and why part-time employees are different from full-time employees and how you can identify, attract, and keep the superstars to make your business profitable again. 11 words every job posting should contain to ensure whiners and slackers don't make it to the interview process and potentially get hired. 3 Secrets to recruiting superstar part-time employees so they come knocking on your door, which means you spend less time and money recruiting. Number one hiring mistake every business owner makes that is costing you tens of thousands of dollars every year. How to quickly find superstar employees in just 3 minutes so you can spend less time and money recruiting, interviewing, and hiring. Proven technique to getting honest answers to the right interview questions so whiners, slackers, and people with too many personal obligations don't make it into your workforce and drive your superstars away. How one hiring policy can save your online reputation, keep your superstars from leaving, and save thousands of dollars. Small business onboarding that gets employees productive fast to keep from overwhelming their superstars. Why you should

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abandon the traditional ineffective annual evaluation and give your employees real benefit with smart evaluations. How to identify policies that demotivate your superstars which makes them unproductive and ultimately makes them want to leave. Employee retention strategies that not only keep your superstar part-time employees from leaving but make your business more profitable. Bonus tips and tricks to running your business for years and years.

Shares principles for sales success, covering such topics as "Active as If It Were Impossible to Fail," "Dedicate Yourself to Continuous Learning," "Make Every Minute Count," and "Know how to Close the Sale." 30,000 first printing.

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