

NETWORK MARKETING

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INTRODUCTION:

This is the presentation of my intended career, which I will be able to explain to you the reason why I am choosing this road in this exact moment of my life. First of all, I am grateful to be here today with you sharing my story, I want to give the right value to my work done in this project and especially to my words. I have learned that we get experience from our past and get inspiration for our future, so I decided to put this in a plan, I learned and understood that working for somebody else in a 9-5 job for the rest of my life is not for me, and yet learned that I want to be the captain of my ship and write my own story. Well, what I choose is a lifestyle.

What is Network Marketing?

- ▶ Network Marketing also known as (MLM) “Multi-level-marketing” is the direct selling operation that uses a network of people to sell a product.
- ▶ According to the Internal Revenue Service (IRS) in the United States, network marketers earn money either by selling the products and goods of a company themselves, or by building a strong team of distributors that can sell the product for them.
- ▶ Each person involved in this activity is essentially an independent business owner, and work by his own terms.
- ▶ Network marketers very often earn bonuses for acquiring new collaborators, customers and residual income on repeat business.
- ▶ In Network Marketing there is no earning limit, it works by the law of meritocracy.

REQUIREMENTS:

Network Marketing also known as the business of the 21st Century, allows you to start whenever you want, where do you want and how, without any distinction of race, sex or age. In fact this business only requires you a few things listed here below:

- Aged 18+
- Reference of address (Residence)
- Bank account details
- Valid government proof of ID (Passport, Driving license, Biometric residence permit..)



WHAT ARE THE SKILLS THAT I NEED IN ORDER TO BE SUCCESSFUL?

- Self awareness
- Be coachable
- Finding prospects
- Leadership
- Excellent communication skills
- Get people started
- Finance
- Team building
- Sales and marketing skills
- Negotiation skills
- Cash flow
- Knowledge
- Online (personal branding, social network)

EFFECTIVE TIME MANAGEMENT IN NETWORK MARKETING:



- Be productive, not busy. (plan your day by setting up goal to achieve and prioritizing them, take action)
- Create a personal/professional journal. (Divide your personal relations with your professional ones, Label it: Date and Time.)
- Make a TO-DO-LIST. (Give value, Urgent/Non-urgent)
- Avoid distractions and keep focus by tackling one task at the time.
- No perfectionism.
- No procrastination.

PEREOTO'S PRINCIPLE

RESULTS

80%

ACTION

20%

SWOT ANALYSIS

- World of mouth powerful method of advertising.
- Exponential growth.
- Performance-based compensation.
- Low risk, small investments.



- Growth depending on the strength of distributors
- Easy to join but easy to leave.

- Integration of new technology and tools for presenting the business.
- Expanding into new markets.
- Smart working raised up the leverage efficiency.

- When a team leader sign up in another organization and brings the team with him, a part of income can be loss.

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