

Network Marketing Is an Organic Business

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Network marketing is an organic business.
The word *organic* means:

1. Simple, healthful, and close to nature
2. Resembling a living organism in organization or development; interconnected

The reason I have chosen to focus my life's efforts in network marketing is because I feel it's a true organic business. One human being helping another human being is as organic as it gets.

Why does food grow on planet earth, other than to help other life to grow?

Why are humans on planet earth, other than to help other life to grow?

There is only one real business on this

planet—the business of making someone's life better.

Let's imagine for a moment that you and I live on an island, just the two of us: I'm a fisherman; you're a farmer. One day I say to you, "If you pick a little extra corn today, I'll catch more fish, and we can exchange them with each other this evening. That way you don't have to eat only corn and I don't have to eat just fish."

Through that exchange, we've made each other's lives better.

Now, a new person comes to our island that can make shoes. He makes us both a pair of shoes, and we give him food in exchange. He's made our life better, and we've made his life better.

That's organic business—one human being helping another.

In the ideal network marketing model, one human being asks another human being what will help them—and then helps them achieve whatever it is they want.

I'm not talking about just getting the product they need, but the solution they're after. If a person wants to lose body fat, you don't just sell them a product. You keep working with the person until they lose the body fat they want to lose—that's real help.

If a person wants to spend more time with their family, you can help them spend more time with their family through helping them replace their income. If a person wants to achieve financial freedom, you can work with them to perfect their skills until they achieve financial freedom.

In most situations I've experienced in my network marketing business, someone (the prospect) wants something that they can't get on their own. How do I know they can't get it on their own? Because if they could have, they would have. So, they need help—that's where I came in.

Normally it wasn't someone just needing a great business "vehicle"—they needed to develop their skills and sometimes learn completely new ones. This in turn caused me to have to learn how to train that new skill. I made their life better and they made mine better, because now I know a new skill, too.

And with each new person that I helped to develop skills, I got more wealth. That allowed me to contribute to various charity programs, like funding a medical team to go into Sir Lanka just after the tsunami, or donating to an organization that helped get over four million kids off drugs, as well as other large donations. See the cycle? People helping to make other people's lives better.

As I said, this is the ideal MLM model. It doesn't always happen this way.

Often network marketers (and all marketers) get caught up in profits and other distractions and forget what the basis of all business is about—helping people.

That is why I've devoted my life to helping the MLM industry.

I created a video to help people explain what this industry is, and what it's not. I created a training program to help people learn how to communicate better because, quite frankly, what else could limit someone's ability to market a product, a service, or a business other than poor communication?

If you've chosen this great profession or are investigating it as a possibility, please decide the kind of person you want to be now. I recommend you be a person who keeps the real essence of business in front of you—helping people.

Also be a person who realizes there are some things you don't know—and be willing to study and perfect your skills.

I've observed that there's no such thing as a born leader, a born salesperson or a born public speaker. Just go into any maternity ward and try to select the baby who will be great at any of those things some day!

No, each of those professions (along with network marketing) involves using skills you need to get good at. Just get good at them, and by becoming good at them you will grow—organically.

And as you grow, the rewards will be remarkable.

I promise.

Tim Sales is an author, speaker, trainer and a six-figure monthly income earning leader in network marketing. In 1989, near the end of an eleven-year tour with the US Navy Underwater Bomb Squad Team, Tim answered an ad in the Washington Post newspaper that led him to his first and only network marketing company. Five years later his network marketing income rose to over \$150,000 per month with over 56,000 people in his organization.

His most noted contribution to the network marketing Industry is the *Brilliant Compensation* presentation—the single most watched presentation in the history the industry. Tim's latest, is the equally brilliant training package, the *Professional Inviter*. To learn more, visit the website with our affiliate link, here: <http://ProfessionalInviter.com>

In addition, Tim is a teacher at the university-affiliated Network Marketing Certificate Seminar sponsored by the University of Illinois at Chicago. To learn more about Tim and subscribe to his FREE! newsletter, visit his website at <http://BrilliantExchange.com>.