

What if...

corporate America was suddenly turned upside down—the end of organizational politics? What if your success would not be hindered, but furthered, if you helped every person in your department contribute at a maximum level with no limits?

Imagine you are a corporate executive with five direct reports in your department. You bear significant financial responsibilities to your family and to your own future, and you fervently desire promotions and pay raises. You envision recognition for rising in the hierarchy, along with the accompanying admiration.

You know that the single overriding factor for your success in this equation is the way your superiors in the organization perceive you and your accomplishments—in a word, politics.

Sure, you and your department must perform, but you know that your promotions and pay are solely the prerogative and even at the whims of your superiors.

You've watched the true hotshots in the organization blaze trails

and walk through all barriers to contribute to the growth and profits of their department and to the company. Yet often these high performers were mysteriously blindsided, torpedoed, back-bitten and driven politically from the organization for the crime of becoming threats to others who coveted the positions these superstars seemed destined to command—if they were allowed to succeed politically.

You watched how the organization rewarded and promoted yes-men, those who always seemed to get into the right social circles or go to the right church, who belong to the right country club and, here's the key—those who get credit for others' successes.

So, you are ever vigilant of the need to keep your head down at the right times, play the politics of getting noticed and approved of without becoming a threat to the wrong people.

You learn to toe the mark within the rules of the game that have been followed by surviving organization men and women worldwide throughout history.

Today, a new hotshot is joining your team. Personnel sent over his folder with notations: "Highly qualified... Has top management potential."

So, you ask yourself, how will you train and manage this new superstar?

Will you teach him EVERYTHING you know as fast as you can, including all the "secrets" you have learned in ten years about how to score big successes and how to rise in the organization and how to set new records without stepping on any political landmines?

Will you inspire him to have a burning desire to be promoted to your level in record time, so that every day he comes to work on fire to pursue this goal?

Laughable to even ask...

You will carefully feed him just enough information to do well enough to make YOU look good. You hope and pray that he will NOT be recognized as a star rising faster than you are.

You have learned the nature of the “logjam” of candidates for promotions to higher levels in the organization, starting with your boss who wants to survive long enough to move up behind his boss in five or ten years. So, you’re already desperate to get personal recognition for any accomplishments your department has.

For you to rise up in the organizational chart sooner than the slow timetable of your superiors, you will have to take risks and step out of line to get the visibility to be recognized and promoted faster than usual. Without, of course, alarming your boss or his boss that your higher level of accomplishments may benefit you and not solely them, much less threaten their positions directly.

Should one of your direct reports develop into a rising star too soon and garner the credit for the successes of your department, your chances for the next promotion are out the window.

That new member of your department may be a threat. So, you say a silent prayer that he is not connected by relationship to anybody in top management or to company ownership.

But...

What if... your organization was turned upside down and you could be certain that your success would not be hindered but, instead, be furthered if you helped every person in your department contribute at a maximum level with no limits?

What if... you and others were certain to be recognized and RECEIVE CREDIT solely on the basis of accomplishment instead of politics?

What if... the “age-wage” curves that define the limits of salaries based on “years since receiving your BS degree” were thrown away and anyone could be recognized and paid WITHOUT LIMITATION strictly on the basis of true contributions, instead of on the politics of managing the perceptions and preferences of top management?

What if... you could actually focus on being a rising star and mentoring and serving others, and what if you could eliminate all the wasted time, effort, and stress involved in mastering the maze of maneuvers and manipulation demanded by the reality of the primacy of politics in the organization?

What if... you had immediate, unlimited earning potential based on accomplishment?

What if... you were allowed to identify and mentor others to follow in your productive footsteps and be rewarded accordingly, on a permanent basis, for their success, without fear that they would replace you?

What if... you received a small monthly percentage of the earnings of all those you identify, nurture, train, and mentor to contribute to the company's success?

Oh yes, and...

What if... there was no limit, now or in the future, on your upside success and income?

Imagine the burst of growth, productivity, and successes all this unleashed energy and creativity would produce. Sure, the political “bigwigs” who knew how to play the game and how to take credit for others’ work would suddenly be naked, and they would have to contribute and truly serve and train others with all they knew, instead of putting most of their waking efforts into polishing their image and protecting their turf and position.

There would be no more politics.

Individuals would succeed solely on their accomplishments personally and, more importantly, on mentoring and serving others.

If you identified, trained, and mentored many others who became more successful than you yourself had, you would continue to receive a leveraged, residual percentage of all the sales volume created by those individuals and their organization, for as long as they remained members of the organization, with no limits. Why not, since you were the causal factor in their joining, learning, and following in your footsteps, hopefully to the point where they took this foundation you provided and went beyond your accomplishments? Do you suppose you would continue to champion them, long-term?

And think expansively, without limits, that you would further be rewarded for teaching your leaders to serve and to teach other leaders, with you receiving additional tiers of override compensation for this extraordinary, increasing success.

What if this utopian business model could actually be implemented?

It has been. It's called network marketing.

How does it look to you?

Warren Nelson is a Royal Ambassador in FreeLife International. He was introduced to network marketing while at the helm of an electronics company via an MBA degree from Harvard Business School. He is unique in the Networking industry in having a “batting average of 1000”—three and ONLY three companies joined, all still in business, and top pin levels achieved in all three. Warren's pin titles were Blue Diamond, Crown Diamond and now, Royal Ambassador in FreeLife International.

Warren and his wife, partner, and best friend Mary Nelson, have trained thousands across the country in their seminars on “How to Create an Obscene Income in Network Marketing” as well as having been featured trainers and speakers at numerous networking company conventions. They have been featured as Master Networkers and have written articles for many networking magazines and books, including *Networking Times Magazine™*, *The Network Marketing Magazine*, *Upline®*, *The New Entrepreneurs*, and others.