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Be a Recruiting Superstar takes the  
guesswork out of successful recruiting,  
letting you in on Mary Christensen's  
easy-to-master system for finding and

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training the right people to sell your product or services, and teaching them to do the same. You'll learn how to increase your income exponentially by:

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Overview. Network marketing-also

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known as direct selling and multilevel marketing-has turned millions of people into successful business owners. But to truly reach their earning potential, network marketers need to successfully grow their businesses by recruiting the right people. Written by a true network marketing superstar who

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personally enlisted over 1,000 people in her first year, the book reveals a proven, innovative approach to recruiting that gets results fast.

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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

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are wanting to work smarter and not harder!

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Readers will learn how to: \* discover their own recruiting style \* identify people who will become a great part of

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their team \* do and say the right things  
to turn prospects into partners \*  
overcome objections with confidence \*  
attract people who never considered  
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## Track to Network ...

If legal advice or other expert assistance is required, the services of a competent professional person should be sought. Library of Congress Cataloging-in-Publication Data Christensen, Mary, 1951- Be a recruiting superstar : the fast track to

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And in the case of LeBron James,  
hiring a single superstar might be  
enough, because during the last seven

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seasons, whatever team had LeBron on its roster reached the NBA finals. So instead of using a broad recruiting approach, you can focus your limited recruiting resources and recruiting talent on a small number of recruiting targets.

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Build a "Superteam" - a Recruiting  
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Eligibility Requirements - U.S. Army  
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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 \*

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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.

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As far as career opportunities go, network marketing is hard to beat. It costs almost nothing to start, allows for flexible hours, and paves the way for financial independence. Network marketing -- also known as direct selling and multi-level marketing -- has

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turned millions of people into successful business owners. But to truly reach their earning potential, network marketers need the right tools. Be a Network Marketing Superstar provides a proven 26-step program designed to help readers quickly become stars in this fast-

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growing and profitable industry. This powerful training manual shows readers how to:

- \* master the six core skills of successful network marketing
- \* sharpen their salesmanship
- \* become more persuasive
- \* build relationships
- \* overcome roadblocks
- \* radiate positive energy
- \* find and

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attract quality people \* be powerful coaches and mentors. With equal parts advice and inspiration, as well as helpful worksheets and exercises, this indispensable guide gives network marketers the know-how and confidence they need to join the ranks of the top moneymakers.

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

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success herself, shows other women how they 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

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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-

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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.

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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.

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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

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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

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customer needs, previous purchases, personality and lifestyle. There is little doubt that Network 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

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provides all the information needed to succeed in this field.

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

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schedule. Currently an estimated 15.6 million 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

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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

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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

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looking for a new source of income-  
this inspiring master plan explains step  
by step how to achieve long-term  
success in direct selling.

Become a direct sales success story  
with this insider guide to making it big  
Direct Selling For Dummies is the

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perfect resource for anyone involved or interested in direct sales. Written by a 35-year veteran of this booming industry, this useful guide teaches you everything you need to know to achieve and maintain lasting success. You'll learn the insider tips that only the pros know, and how to structure

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your business, your time, and your customer relationships to optimize sales and achieve your goals.

Compare party plans, multi-level marketing, and hybrid models to see where your talents fit best, and discover the most effective ways to promote your products and get people

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interested. You'll leverage social media as one of the most powerful tools in modern sales, and gain new ideas for recruiting, booking, and time management. With clear guidance and a fun, friendly style, this book gives you the strategies you need to be a direct sales success. The direct sales

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industry is going strong, with more participants now than any time in the past, yet with less face-to-face engagement. Businesses are operating online, people are shopping online, and more people are recruiting through platforms like social media. If you hope to be a direct sales success,

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now is the time to get up to speed on what that means today. This book shows you everything you need to know, and gives you the tools you need to put your ideas into action. Choose the right direct sales model Secure bookings and manage your time Recruit and drive interest in the

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product and company Harness the power of social media to make sales Direct sales can be your ticket to independence. Stop punching the clock and become your own boss and watch your income grow. With Direct Selling For Dummies, you'll have the skills and information you

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need to be a success.

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

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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

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can-do culture □ Build team spirit □  
Become an influential communicator □  
Coach instead of train □ Challenge  
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Embrace change to stay ahead of the  
game □ And much more! Ambitious  
goals require teamwork. When you  
focus on people ahead of products,

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they will contribute more and bring others into the fold--and your business will skyrocket!

Shares principles for sales success, covering such topics as "Active as If It Were Impossible to Fail," "Dedicate Yourself to Continuous Learning,"

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"Make Every Minute Count," and  
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techniques, and sales meetings.

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