

The Power of People

Helping People

- *Harnessing co-operation versus competition.*

By Delmae Bower

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It's darn frustrating!

Having an absolute burning desire to be at home AND still contribute to the family finances. – **Going it alone is tough.**

However it's your ability to tap into your network in a quiet masterful way that can be your secret to success.

Choosing **interdependence over isolation** and realising the power of **cooperation over competition**. Understanding how networking links people and information to one another for the **mutual benefit of all**.

Networking to 'use' people leaves a nasty taste in the mouth. No one gains and it 'feel's' terrible using your networking as an excuse to sell.

You know, where you are talking to a friend yet all the while in your head you are trying to figure how you will 'pitch' them on your product, business or service. Simply cause you are desperate to 'make a sale or find a new prospect for your business. OUCH!

Effectively harnessing people power is to understand your own power. Knowing how to genuinely share your power and connect with people with grace and respect. When you have that personal power your network is unlimited! You will then be able to **harness the people power of co-operation versus competition**.

Why harness People Power?

Let's talk about time for a minute (pardon the pun!)

This is an area that most women have a challenge with. Life is full with the important things in life – like family.

Time is where we can learn to 'work smart' by looking at what other successful people have done.

John D Rockefeller would be someone to listen to I would think, being one of the richest men of all time. He said:

“I would rather earn 1% off a 100 people's efforts than 100% of my own efforts.”

Does that sound like a Bill Gates with his thousands of employees? Mmmm interesting concept don't you think?

So, how can we, humble women, put this idea to good use?

The Power of People Helping People

This is what women do naturally. Help each other. So why not take what women do well and profit from it at the same time?

That is Networking - help your 'network'.

WARNING: As soon as you are seen to be 'using' people you will break their trust in you! So DON'T USE PEOPLE to make money. Doesn't work and it's NOT what I'm talking about.

What I'm talking about is genuinely making a difference to your community by adding value with a product that works and something they want anyway.

Let me explain it like this.

Powerful Points to increase your People Power:

GIVE before you receive.

Ask yourself: 'How can I help each person in my network?' Then take action without expectation of receiving because you don't always receive from who you give to. It can come from ANY source your job is simply to give from the heart.

Instead of thinking what can I 'get' from my network make the Shift from...

Independent to Interdependent

You don't have to be the lone ranger of "I can do this on my own" there is more power in: "I honor the power and results that are come from working effectively with others."

Here are some more:

"They probably don't have time. . . ." "I call on people in a way that respects their time."
"I can do this myself. . . ." "I work efficiently and effectively with others."
"I know what needs to be done here. . . ." "I run my ideas by others to check my thinking."
"I don't want to bother people. . . ." "I acknowledge others by asking and including them."
"I don't know them well enough to call. . . ." "I will expand my network by calling on people."
"They probably don't know anyone. . . ." "I'll never know if I don't ask!"

Power of Praise

Sprinkle your world with thank you notes and gratitude. Praise brings a smile to your world, lifts the spirits of those around you and positively impacts others bring joy and the bonus of positioning yourself as a great person to be connected to.

Once you have established your 'credibility', built your trust you can then with integrity offer to those who 'want' what you have in a way that will honour yourself, your relationship with that **person to the mutual benefit of all.**

This is from Kim Klaver's friend of 16 years, Sue B.

'You know Kim, when I was first approached about this business; I had been looking for something of my own for a few years already. Back then, my husband was a carpenter, and I wanted to do something, too. I had started an aerobics studio, a hair salon, and then a dog grooming kennel. They all went down the tubes, and we spent most of our savings.

One day an acquaintance stopped by to show us a little water filter gizmo you could put on sink, and said we could earn \$30 for each one we sold. Since my husband remodeled kitchens sometimes, and we didn't especially like our drinking water that much, this seemed like a pretty good thing to try. We figured I could set up appointments, and if we sold one per week, we'd add \$150 to our monthly income. That sounded good to us. Well, you just cannot imagine our excitement when he brought in an extra \$150 that first month. Five sales!

A few months later it got to almost \$500 a month and we thought, 'This is it! We've died and gone to heaven.' I started setting up appointments for myself to show the units too. We were so giddy our friends asked us what was going on. My husband told a couple of the guys- a plumber he worked with and another contractor, and they decided to do it too. We were just so tickled to see a little income from some of THEIR sales, as well...

It's been 17 years now, and so much has happened with our business. We've earned \$13 million over these past years, and we still find it hard to believe...

Oh and let me tell you something, Kim. If the guy who came to our house that first time had told us we'd be earning \$10k/mo we'd NEVER have signed up. We'd have thrown him out for taking us for fools. We've never been much for telling big stories - we believed a couple of hundred dollars was reasonable to expect, and so we did it.

It just grew from there .On some days, we still can't believe it.'

Now you may have absolutely NO interest in water filters...the product, service or business doesn't matter. It's about understanding the power of people that makes the difference.

It's about women teaming up for **mutual benefit** and before you know it those 'few' have turned in to hundreds.

It's called. Time Leverage.

A very, very effective way to create 'leveraged' income and can only work if we 'work together'. How cool is that?

I Can't Sell

You are not alone. 95% of the population hates to sell. There is hope because I guarantee that if you have a spouse you 'sold' them on you! (wink).

If you find selling really painful and you want help then I suggest you go on over to [Unlock The Game](#) for some great coaching.

Network marketing is one of the most lucrative and sophisticated ways I know to earn good, steady income, and make a difference at the same time. **It is the ultimate in people power and a perfect blend of time, money and family.**

However there are some things you need to look out for. You will want:

1. Highly consumable product. (You want a repeat order when the jar is empty you want your customer reordering automatically each month – the power of this financially is powerful).

Good examples are: nutrition, weight loss and skin care.

2. Independency: This brings you many tax advantages.
3. Products that are positioned to capitalize on demographic trends.
4. Paid fairly for all concerned.

Bottom line: Don't be scammed. Make sure you link in with a credible company/manufacturee that will give you long term reoccurring income.

Still grappling with figuring out 'how and what' home business is right for you? Let's talk.....

Here's how you can talk with me:



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**Delmae Bower writes from Melbourne Australia
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