

DARIN KIDD
Succeed Now!

SUCCESS IN NETWORK MARKETING

3 TRAITS YOU MUST HAVE TO SUCCEED IN NETWORK MARKETING

Introduction

What does success in your Network Marketing business mean to you? Is it making full-time income working part-time from home? Is it spending more time with your family?

Maybe... it's becoming your own boss, controlling your own future and having complete **freedom**. Freedom from a job. Freedom from money worries. True freedom. Whatever your vision of success is, there have been people before you that have achieved it ...and you can too!

With that said, not everyone has the guts to chase their dream. The fact that you downloaded this eBook shows me that you're on the right track and want to know just what it takes to succeed in Network Marketing. Let me show you the three traits I believe you *absolutely must have*, (or learn), to be successful in Network Marketing.



Be
Coachable

Be Willing
to Work

Have Desire

Looks simple, right? Good. In many ways it really is that simple, but not each of these traits might mean what you think it means.

So if you're really serious about learning what I think it takes for you to be successful in Network Marketing, go through each of these three traits and examine yourself to see where you are. After going through these if you need help learning or better understanding these traits, or if you have these traits and need someone to get you started with Network Marketing, apply for my personal coaching program [here](#).

Trait #1: Be Coachable

The first trait that you absolutely must have or learn is to “Be Coachable” or “Be Teachable”. What does that mean?

When most people say “I’m coachable” what they really mean is, “As long as you are telling me what I like to hear and it doesn’t make me uncomfortable ...I am coachable.”

That doesn’t work in this industry. To some degree that won’t work in any industry I’m sure, but particularly in ours where re-inventing the wheel can cause more harm than good.

What I have found from my experience in Network Marketing, is that if it rubs me the wrong way, most of the time that means that it was meant for me. If I keep doing the same things over and over, I am going to keep getting the same results in return.

The definition of insanity is doing what we have always done and expecting things to change, so to get something different I have got to do something different.

So the challenge is not bringing our professional background into our Network Marketing business. For example, maybe you are a doctor and you’re used to doing



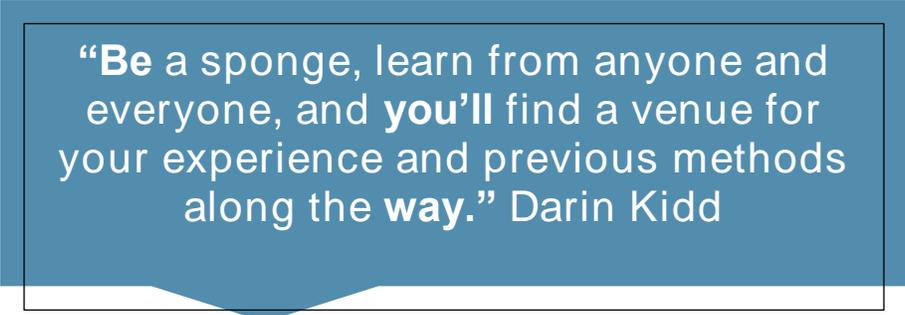
presentations in a certain way. You say “Well this is the way we are going to do it, we are going to bring it into our office, we are going to put a display, etc.” Well, in Network Marketing, that’s not going to work. You’re going to need to be open to being coached to doing it the Network Marketing way and leave your current methods behind.

Let me drive this home with another example. If you buy a McDonald's franchise and expect to have the same success as thirty thousand plus McDonalds, you’re going to have to run that franchise “The McDonalds Way”. A sure fire way to fail, (and to have your franchise taken away), is to change the way the business is run. Maybe you say “I don’t want the cheeseburger in the yellow wrapper” or “I don’t want the fry machine on the left side and the shake machine on the right side” or “I want to change up the recipes.”

No... You’re not going to do that. You’re going to do it exactly the way they teach you at ‘Hamburger University’. They have a *proven* system. A system that has been proven thousands of times over.

Network marketing companies all have systems in place for success. Systems that allows average people to make way above average income very quickly.

But the key here is that you **MUST** be coachable and teachable. You have to leave you’re “brilliance” tucked away for the first 6 -12 months and do what the company advises..



“Be a sponge, learn from anyone and everyone, and **you’ll** find a venue for your experience and previous methods along the **way.**” Darin Kidd

Everything that you do should be simple and duplicatable. Something that any child could do. The basics in this industry create wealth, not the fancy stuff. Basics duplicate, fancy does not.

Everything that we do in the system should be able to be duplicated 5, 10 levels deep, across 20 states, from multiple countries away, etc. Being coachable is going to be a key part of your success in your Network Marketing business.

Trait #2: Willing To Work

Secondly you have to be willing to work. When you get in this industry it is called net**WORK** marketing, not net**PLAY** marketing. The challenge with Network Marketing is what is easy to do, is also easy not to do. If you invested several hundred thousand dollars into a new franchise, you would treat it very seriously. However since the entry fee is so low to get into this industry, it is easy to quit when we find ourselves frustrated or things aren't going our way.

We lead a voluntary army which means most people will not do it. If somebody says you can get in a company, make lots of money by doing nothing, something is wrong. I promise you, you will not find a "do nothing, make money" system. You are going to have to work.

I have a saying —

"If it sounds easy,
it's most likely sleazy."
— Darin Kidd

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**DREAMS
DEMAND
HUSTLE**

www.SucceedWithDarin.com

Nothing in life is free and the **longest** distance to success in Network Marketing is a shortcut. You have to step up to the counter and pay full retail for success. It's not like a job where you exchange time for money. In Network Marketing, it's not uncommon to find yourself working very hard at first with very little results. It gets frustrating because we start to focus on results. You can't worry about the results, we can't control results, but we can control the activities that will eventually lead us to the results. Just make a decision to be consistent, persistent, and keep a good

attitude. Stick and stay and eventually you will get your pay.

Trait #3: Desire

Last, but definitely not least, you have to have desire. When you get in your Network Marketing business, you don't want to just say, "I am getting in the business to make money." There has to be an emotional attachment to what that money will do for you. When you put other people in your goals and dreams, you will work so much harder for them than you will ever work for yourself.

The late billionaire, Paul J. Myer, said something one time that I have never forgotten. He said:

"The clearer the picture of your future, the more goal directed your actions are on a daily basis." Paul J. Myer

You have your mind you see it Putting

emotional attachment

to your money is not saying you want to make a thousand dollars a month. That's not emotional enough.

to see it in before in reality. an

A good example of emotionally base desire is something like a young lady told me one time which was she wanted to make enough money to take her kid out of the school where he was being bullied.

When you have a desire like that, you almost become unstoppable.

But not everyone has a highly charged emotion like that. Maybe you want to move to a different neighborhood or move to a different school system. Maybe you want to retire a spouse or maybe it is you want more time with your children. Perhaps it's that vacation that you have always wanted to go on but just couldn't afford.

When I first started one of my desires was to take my family to Disney World and not have to worry about when we needed to be back. I accomplished that goal and now we do it every year.

It's a great reminder that our goals can be motivating if we use them. It is why I have a huge printout of this saying on my wall in my office,

“
I WILL
UNTIL ”

I remember me that

right underneath frustration. Use that frustration to motivate yourself. Every time you feel like quitting, and you will because it happens to **ALL** of us, that frustration can help you stay strong enough, long enough to find that success you've been striving for.



Conclusion

Give yourself enough time to succeed! The Network Marketing industry can be challenging at times but it will be well worth the struggle. Just remember to be coachable, willing to work, and have that burning desire driving you. When you reach your goals and are living life on your terms, you will find it all well worth the effort! I'd love to help you on your journey and want to let you know that I may personally be willing to mentor you in these efforts.

NEXT STEPS

Questions?

If you have any questions, please contact me anytime through my website at <http://SucceedWithDarin.com>

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About Darin Kidd

Darin Kidd is one of the most sought-after trainers in Network Marketing today. Having been in the industry for over 24 years and is a multiple seven figure earner in the industry. He has personally recruited hundreds of people and built sales organizations with hundreds of thousands of distributors. As an accomplished trainer and mentor, he successfully led hundreds of live events around the world assisting people in building their own successful network marketing businesses. While success has followed Darin in the industry, it's not what separates him.

What separates him is his passion for helping people see success of their own by teaching them to do exactly what he has done. **Succeed.**



I am personally looking to coach and mentor a select group of people in the Network Marketing industry. If you are interested and want to learn more about how you can personally work with me please click [here](#).

Darin Kidd