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Contending that those who fail to make it that far are ill prepared for the initial challenges they face, Mark Yarnell and Rene Reid Yarnell--married network marketers who

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are among the
industry's
leaders, as well
as members of a
University of
Illinois faculty
that teaches the
only college-
certified course
on the subject
in the
U.S.--have
written Your
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Marketing:
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Achieve Your
Dreams! to
convey both
advice and
inspiration to
...

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Millions of
people just like
you have
abandoned dead-
end jobs for the
chance to
achieve the
dream of growing
their own
businesses. What

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many of them
find, however,
is that the
first year in
network
marketing is
often the most
challenging—and,
for some, the
most
discouraging.
Here, Mark
Yarnell and Rene
Reid Yarnell,

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two of the
industry's most
respected and
successful
professionals,
offer you
strategies on
how to overcome
those first-year
obstacles and
position
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lifelong
success.

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Mark Yarnell,
Rene ...

In network
marketing, you

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persevere or you
perish. Quitting
is the one sure
way to fail.

Surviving the
first year
establishes a
new distributor
with a good
basis for
success. Our
analysis shows
that an
estimated 95

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percent of those
who survive ten
years in network
marketing become
wealthy beyond
their wildest
expectations.

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With Tiffany

What many of
them find,

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Surviving Your
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Network
Marketing: My
Best Tips # 1:
Know Your Goals
and Why. Success
starts with your
why. This sounds
silly, but I

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believe it to be
true. If you
don't... # 2:
Launch Your
Business
Correctly. If
you want the
best results
possible, you
need to launch
your new
business ...

Surviving Your

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Failure in
network

marketing often
results from two
problems: 1 The
new
distributor's
argumentative
approach in
recruiting
frontline people
who have already
made it obvious

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that the timing
isn't right in
their lives. 2

The mistaken
belief that the
goal is to
overcome
objections ...

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Summary

In Your First

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Year in Network Marketing, they write with

brutal candor of the bad times as well as the good, imparting to readers an unusually balanced picture of what it really means to work an MLM business and what

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it really takes
to succeed. You
won't find any
loose talk in
this book about
getting rich
quick.

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book Your First
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considered a
veritable bible
of the
profession. Mark
was the first
and only person
from networking
marketing to
serve as

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marketing is one
of the fastest-
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opportunities in
the United
States. Millions
of people just
like you have
abandoned dead-
end jobs for the
chance to
achieve the
dream of growing
their own
businesses. What
many of them
find, however,

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often the most
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most
discouraging.

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Your takeaway from this is to give your ideas wings, let them live in the world, and let them be tested in the world to quickly find out if they are any good. Your First Year In Network Marketing. Your

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first year in
network
marketing should
be spent
building skills,
building
knowledge, and
building assets
that will help
you make money.
Here's a
question that I
hope you are
asking: "What

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skills do I need
to be a good
network
marketer?"

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people just like
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approach to
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the million-copy
bestseller, *Your
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is a book about
reality—an
unpleasant
reality that no
one...

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written work,
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significance of
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novels of
Charles Dickens,
Gerald Duane
Browne, 1970,

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Criticism, 652
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What I Would Do
Differently. The
first time I
heard about

network

marketing was in
the year 2014
when I joined

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the company It
Works Global. A
little
disclaimer
before I
continue. I no
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It Works Global
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dream of growing
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marketing is
often the most
challenging—and,
for some, the
most
discouraging.

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Succeeding In
Your First Year
In Network
Marketing Your
first year in
network
marketing can go
in any
direction. While
the company, its
products, and

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compensation
plan all play a
role, your
success in
network
marketing is
solely dependent
on your efforts.
If you are new
to network
marketing, this
field can seem
incredibly
overwhelming

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