

"Motivation is when your dreams put on work clothes." --- Ben Franklin

MOTIVATION

Have you ever thought to yourself "if only I could MOTIVATE my downline team to perform!" If you have, let me tell you a secret: the only person that you can motivate is YOU. In my opinion, motivation is an inside job. Can you share ideas with your downline members? YES. Can you share resources with your downline? ABSOLUTELY! Can you teach and coach your downline to help them be as successful as they want to be? CERTAINLY!! Can you "motivate" someone to do something if their whole heart and soul isn't in it? I don't believe so. You may *get* them to perform briefly, but for long lasting, real results -- THEY must want it. With that thought in mind, wouldn't it make more sense to look for qualified, motivated downline team members as opposed to signing up anyone simply because they have two feet and a heart beat and then trying to *motivate* them? I'm telling you: you can't turn turkeys into eagles! You'll increase your odds if you at least start with baby eagles. How do you tell the difference between a baby turkey and a baby eagle? There is no 100% way to tell the difference, but I personally look for people who would make good business partners. I would not consider going into business with someone unless they had a drivers license, checking account, credit card with their name on it and a telephone in their name. Sounds basic -- but I am astonished how many people do not have those simple things. Now you might say to me: "But what if I pass up a real go-getter just because they don't happen to have a checking account?" Believe me, if they are a go-getter, they will GO GET a checking account if you tell them they need it to be in business with you. You don't have to flat out turn people away -- tell them what they need to qualify to be in your business. Tell them "I will send you a few catalogs and an order pad. While you are working on your credentials, go start taking orders. Show me what you can do!" The baby eagles will get the credentials needed and come back with credentials and orders in hand. The baby turkeys will come back with excuses or won't come back at all. Pretty easy to sort them at that point!

"You can make more friends in two months by becoming interested in other people than you can in two years trying to get people interested in you." ---- Dale Carnegie

It's time to start planning my 2005 seminars. If you have a request, now is the time to e-mail and let me know. I'll be taking suggestions for locations from December 9, 2004 through January 5, 2005. I will list the top suggested locations in a voters poll on my web site the remainder of January and the locations receiving the most votes will have seminars in 2005. Please keep in mind that seminar locations need to be able to attract 100 attendees. Where would you like to see a seminar in 2005? Now's the time to let me know at Lisa@winnerinyou.com or reply to this e-mail.

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A great way to stay in touch with your downline members on their special day without breaking the bank.

"The difference between tenacity and stubbornness is that one comes from a strong will and the other from a strong won't." ---- unknown

Make this the year that you take advantage of every day to build your business and your ultimate life. Live 2004 to the fullest! Do something every single day toward your goals and dreams! It is not too late to make a difference this year. Start today.

Lisa Wilber

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