

Mailbox Money

The Promise of Network Marketing

By Richard Bliss Brooke





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Look for this insight, it
can help you make money

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Mailbox Money?

*In Mailbox Money,
you will learn:*

- Who makes Network Marketing work, and how and why.
- How others have used Network Marketing to change their lives from ordinary to extraordinary — possibly even from rags to riches.
- And most important, under what circumstances Network Marketing might provide a way for you to turn your dreams into reality.

Can anyone step to their mailbox and get a check every month for the rest of their lives? Because of Network Marketing and some hard work, they can. This book, full of facts and true-life experiences, will help you answer the mailbox money question for yourself. These pages explain Network Marketing: one of the most innovative, yet misunderstood, business concepts in the world.

If You're Skeptical...

That's okay. You may find that by the end of this book, you will have a new perspective. Maybe your doubts and skepticism will disappear. Or, maybe you'll be even more convinced that Network Marketing is not for you. Either way, you'll be none the worse for having taken a closer look.





Indisputable Facts

Let's start with a couple of simple facts.

FACT #1: It's legal.

In the United States, Network Marketing — also called Multi-Level Marketing or MLM — has been legally used for product distribution and compensating distributors for more than 50 years.

During this time, Network Marketing has repeatedly been upheld by the federal and state courts as a legal distribution and compensation method, when the following legal guidelines are followed:

1. The main objective of the business is selling viable products or services at a reasonable price.
2. Each independent distributor maintains a retail customer base, usually of ten or more.
3. Potential incomes for recruiting others are not promised; or in some states, even mentioned.
4. Distributors are not paid (head hunting fees) for the mere act of recruiting others.
5. Distributors are not encouraged to buy more product than they can reasonably resell within 30 days.
6. The company must refund unsold product and sales materials, including enrollment fees, if the distributor chooses to resign.

Because Network Marketing is legal, there is a large upside potential for Network Marketing corporations and distributors. The concept attracts very dynamic promoters — some ethical, some not. Many Network Marketing companies have crossed the line legally and have been the subject of negative media, as well as civil and criminal penalties.

Listen to how a Network Marketing company's distributors present the opportunity, and review the company's business materials to discern if the company is engaged in legal product distribution. Any business opportunity promoted in a fashion similar to a lottery, chain letter or investment opportunity will not pass established legal guidelines. If you have questions about a company, the Direct Selling Association (DSA), in Washington, D.C., is the professional association that represents and sets high standards for the Network Marketing industry. The DSA has been in existence for over 100 years. You may visit their website at DSA.org.

FACT #2: There are successful Network Marketing companies... and there are others that fail.

There are more than 1,000 Network Marketing firms distributing over \$50 billion a year in goods and services. Many of these firms are publicly traded companies, listed on the NASDAQ, as well as the New

York and American Stock Exchanges. Quixtar, Herbalife, Mary Kay Cosmetics, NuSkin, Primerica and Nikken each boast over \$1 billion annually in sales and have been in business, growing steadily, for 20 to 30 years.

As is true for every kind of business, however, many Network Marketing companies go out of business within a few years.

FACT #3: There are successful Network Marketing distributors... and there are others who give up.

Some individual distributors have earned and enjoyed long-standing residual income fortunes of \$1 million or more per year, for many years. Many more earn from \$1,000 to \$10,000 a month.

Most individuals who pursue building a Network Marketing business, however, give up before they see the level of success they hoped for. The average Network Marketer never creates enough success to warrant doing anything beyond buying products at wholesale.

The fact is, people with average ambition, commitment and effort usually don't do well in a business like Network Marketing. The following myths will be debunked — hopefully forever — if you will help by spreading the word... and networking the truth.



Network Marketing Myths

Myth 1:

Getting in on the ground floor is the best way to succeed in a Network Marketing company.

The truth is, it is the worst time to join. Eighty-five percent of all companies, including Network Marketing companies, go out of business during their first three to five years. Of course, no company is going to tell you that in their promotional material. Everyone involved at the start of any company hopes for it to succeed.

Another risk with a new company is that no company has its best foot forward early on. It takes years to develop competent, experienced staff, reliable procedures and efficient services. What is the best time to join a Network Marketing

company? Usually when the company is at least five years old. By then, it has demonstrated a commitment and ability to:

- Stay in business;
- Grow ethically;
- Honor distributors and customers.

And yet, you still have a chance to get involved before they are so well known that everyone has either already given them a try, or decided they aren't interested.

Myth 2:

Network Marketing is an opportunity for someone who is not doing well financially to make some money — maybe even a lot of money.

Unfortunately, many of the success stories have perpetuated this myth with a rags-to-riches theme. Although there are enough people to substantiate the myth, it is still a myth.

The same skills it takes to succeed in any marketing business are required in Network Marketing:

- You must have confidence;
- You must be assertive;
- You must be dynamic in your ability to express yourself;
- You must have enough resources to propel yourself through the challenges.

Those resources should include working capital, contacts, credibility with your contacts, time, discipline, and a positive, crystal-clear vision of where you intend to go with your business — whether it is easy or not.

The truth is that many people who are struggling financially are doing so for a number of reasons, including low self-esteem and/or a lack of the basic skills and preparation that allow one to succeed in anything. Network Marketing is a powerful and dynamic economic model, but not so powerful that it can overcome people's lack of readiness or persistence.

The fact is that the people who are already successful in whatever they

do, tend to also succeed in Network Marketing. The great part is they are apt to do better financially in Network Marketing because the economic dynamics are so powerful.

Myth 3:

Network Marketers succeed by being in the right place at the right time. Luck and hype are big factors.

Network Marketing is a business: it is not a hobby, a game, a scheme, a deal, or something in which to dabble. People who treat it lightly do not succeed. People who treat it as a new career, a profession, and a business have a reasonable opportunity to make it pay off very well.



As with any new career, profession or business, you need to:

- Learn what you are doing;
- Practice;
- Invest in your education and tools;
- Apply yourself diligently to succeed.

All of this takes time, effort and money. It is not unusual for a successful Network Marketer to have invested hundreds of hours and thousands of dollars before profits and residual income start to flow. This is actually “the norm.”



Myth 4:

The way Network Marketing works is the "Big Guys" make all their money off the "Little Guys".

The "big guys, little guys" myth is usually perpetuated by people who define "fairness" as "everyone gets the same benefits regardless of their contributions." That is not how Network Marketing works.

In Network Marketing, the people who attract, train and motivate the most salespeople earn the most money.

If you personally sell \$500 worth of product each month, and you have built an organization of 500 people who sell \$500 worth of product each month, you will earn a great deal more (like 500 times more) than the person who just sells \$500 per month. That's basic capitalism, which most North Americans consider quite fair. Network Marketing does work and it can work for anyone.

When Network Marketing does not work it is usually because a particular company, product or distributor is not working. If it is not working for you, take a look at whether your chosen company is not working, the products are not working, or most importantly, whether or not it is you that is not working.

Myth 5:

You have to use your friends and family to make any money in Network Marketing.

The truth is, you do not and should not. Your friends and family should only become part of your business if it serves them to do so. If it serves them — if they see an opportunity for themselves just like you did — then they are not being used; they are being served. If you do not believe your opportunity can serve them, do not offer it to them... and question whether or not it even serves you.

An opportunity that truly inspires you will most likely inspire them as well. Offer it to them. If they say no, respect and honor their viewpoint and do not make a nuisance of yourself.

Myth 6:

If Network Marketing really worked, everyone would get involved and the market would soon be saturated.

The truth is, although this is mathematically possible, history has proven that saturation is not an issue. The largest Network Marketing company in the world — Quixtar (formerly Amway) — has been drawing circles and recruiting sales reps for more than 50 years. You are probably not a distributor, nor am I, nor are 239 million other Americans. Yet three million people worldwide, and more than one million Americans are, which makes for some very, very wealthy Quixtar distributors.



How Does It Really Work?

Most of us grew up with the direct selling paradigm.


In direct sales, if you are offered a product and the opportunity to earn money by selling that product, the amount of money you make will be based on the amount of product you personally sell.

In the direct selling paradigm, if you had a goal of selling \$1 million worth of product a month, you might hire 100 full-time, professional salespeople to work for you, giving them each a territory and a quota of \$10,000 in sales per month. If they couldn't meet that quota, of course, you would fire them and find other salespeople who could.

While Network Marketing is a form of direct selling, there are some



important distinctions. As a Network Marketer, you would use a very different paradigm to achieve the same \$1 million in sales.

Instead of full-time, professional salespeople with terrifying quotas, Network Marketing is based on satisfied customers, most of whom do not like to sell, but are happy to tell others about products they, themselves, use. These customers are not full-time or part-time employees. They are some-time, independent volunteers with no quotas and no protected territories. They “work” when they feel like it.

Network Marketing is not necessarily about personally selling a lot of product, although some distributors do. It is about using, recommending and selling the product and finding a lot of others to do the same. 




The differences between Direct Salespeople and Network Marketing People are:

Direct Salespeople	VS	Network Marketing People
 Full Time Salespeople Employees Quotas Protected Territories		Some Time Customers Volunteers Incentives No Territories 

To Sell \$1,000,000

 **Direct Selling** 100 Salespeople each sell \$10,000

 **Network Marketing** 10,000 Volunteers each sell \$100

Network Marketing is simply a lot of people each doing a little bit.



The Compounding Effect

*This is how the rich
get richer and the poor
get poorer.*

If you had \$1 million today to invest at 10 percent:

- In seven years, you would have \$2 million;
- In fourteen years, you would have \$4 million;
- In twenty-one years, you would have \$8 million.

In many “old money” families, this investment compounding has been going on for so many generations, they can’t possibly spend all the interest income produced. They are on autopilot to just keep getting richer.

Conversely, if you had \$5,000 borrowed on credit cards at twenty

percent interest and you made the minimum payment, in thirty years:

- You would have that debt paid off;
- You probably would have accumulated other debts;
- You probably would not have had an extra dime to invest.

In many “limited money” families, this debt compounding has been going on for so long they can’t even afford the minimum payment, let alone continue to buy what they need and want. They are on autopilot to just keep getting poorer.

Most Americans are in an endless cycle of debt. They borrow more, which raises their payments, which eats into their other money, which leads to borrowing more...and so on.

Compounding Bankruptcies

The number of people filing for bankruptcy has increased 63 percent in the last decade. What the heck — you can do it every seven years!

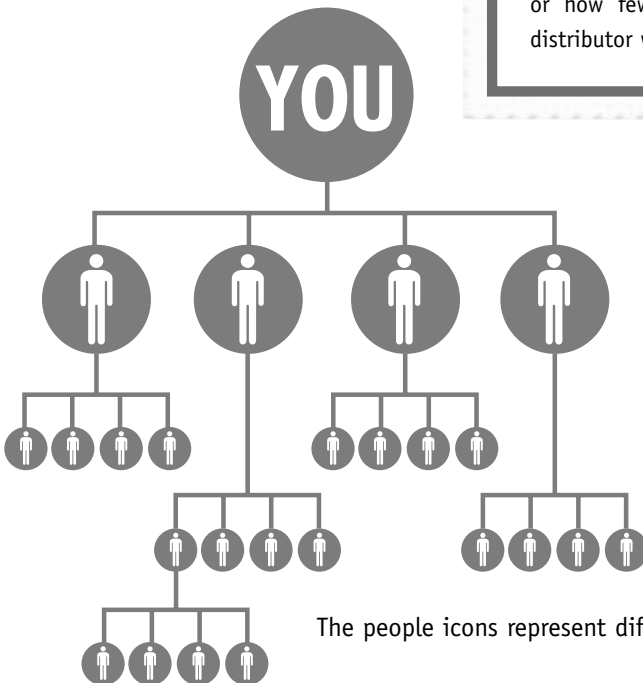
Geometric Progression

The secret that drives this wealth-building and debt-building dynamic is Geometric Progression; the same thing that makes the wealth-building potential of Network Marketing so huge. The great thing about Network Marketing, however, is you don't need to have a lot of money to put Geometric Progression to work. You just need to talk to a lot of people,

who talk to a lot of people, who talk to a lot of people...etc.

The geometric progression of Network Marketing is typically illustrated in this way: Each circle represents one person. This is a “four-who-sponsor-four-who-sponsor-four” scenario that can continue on indefinitely.

Note: No Network Marketer's organization looks exactly like this one. This is merely an illustration of a mathematical formula that shows the dynamic and potential available. There is no way to control how many, or how few, people any one distributor will sponsor.



The people icons represent different generations.

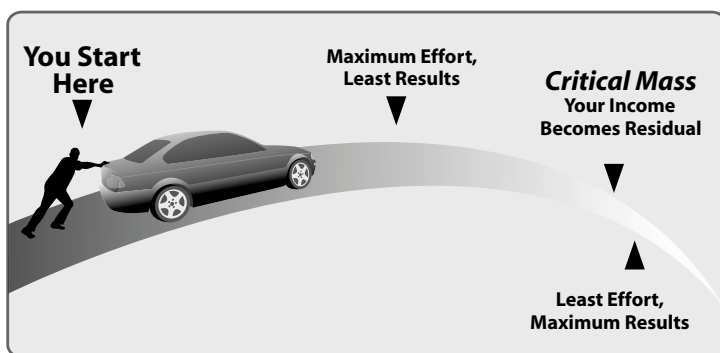
The Secret of Inertia

A little-known fact about making the compounding effect work for you is that first you have to break through inertia.

When you start to build your Network Marketing group, you will experience a lot of inertia. Only if, and when, you move through that inertia will you experience the true

value and rewards of your Network Marketing organization.

Getting started is like pushing a car up a steep hill. It takes a lot of sustained effort to get up the hill. Once you reach the top of the hill however, little energy is required to keep it moving.



The inertia you experience when starting a Network Marketing organization is actually like getting up and over the crest of a hill. The uphill push takes even more sustained effort to get started, but once you're over the crest, the natural momentum makes it difficult or impossible to stop.

It is possible to push your group's size and activity through its inertia and into momentum in a way that is so powerful your sales organization's sustained growth continues regardless of what you do.

This is accomplished through massive action. Massive action is you hitting the ground running as soon as you choose your opportunity.

Breaking through inertia can take a month, a year or more. No matter how long it takes, you must continue to apply maximum effort until your group starts rolling without you. What that means is personally recommending enough product and sponsoring enough people until you find those few — three, four or five — willing to exert enough energy to get their organizations over the crest. Those few are the leaders upon which your empire will be built. 📌 Nothing great and long-lasting is ever built in Network Marketing without finding and developing those leaders.

It takes time and substantial effort, but once you find your leaders, you can just fan the fire and watch your empire grow to greatness.

Massive action requires that you:

- Give your all to your Network Marketing business in the beginning;
- Give your all to your Network Marketing business until you crest the hill...until your group starts to have growth and a momentum of its own.

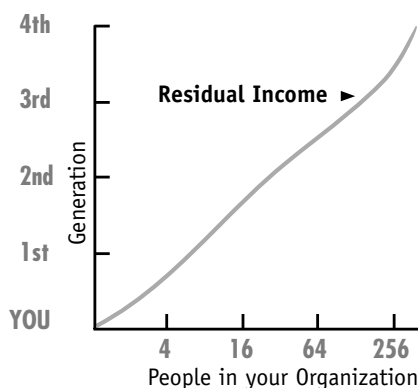
The Other Secret: Sustained, Explosive Growth

WARNING: When you really “get” this concept, you will most likely spend the greater part of the rest of your business life in Network Marketing.

If we continue to use the theoretical model on page 10 of four who sponsor four, etc., then 256 people would fill the fourth level (or generation) of distributors. This would result in a total of 340 people in your Network Marketing organization, plus you.

If each of these distributors sells \$100 of product per month, there would be 340 people selling a total of \$34,000 worth of product monthly.

If you were paid an average royalty of 10 percent on that \$34,000, your monthly check would total \$3,400.



You may think, “Wow! It looks great, but how do I know this will last? How do I know this will continue to grow?”



1st gen. 2nd gen. 3rd gen. 4th Gen.

YOU ... 4 ... 16 ... 64 ... 256

*The answer...
is in the numbers.*

Look closely at the generation diagram above. Which generation earns you the most income? Obviously, it is the fourth generation which has four times as many people in it as the third generation above it. In fact, more than 75 percent of your group's sales volume, and therefore over 75 percent of your earnings, are from your fourth generation distributors.

In this scenario, however, we are assuming your fourth generation people are just getting started in the business. Hopefully, they are inviting everyone they know to take a look, but they have not yet sponsored anyone themselves, so we do not show a fifth generation.

Sooner or later this may change, and when each fourth generation distributor gets their four, you would have added 1,024 new distributors to your fifth generation. At \$100 per distributor in sales, and with a 10 percent royalty, that translates into an additional \$102,400 in sales and an additional \$10,204 in monthly earnings for you.

Quadruple Wow! Are you starting to "get" the power of Geometric Progression and the potential your Network Marketing business has — to not only last — but to grow exponentially? Picture what happens on the sixth level, on the seventh, and on the twenty-seventh.

*This, my friend, is how
"...the rich (networkers) get richer!"*



Residual Income

In previous pages, you've seen that Network Marketing works, how it works and the potential for exponential growth. What you haven't seen is the hidden, and what I believe is the most significant, value of a Network Marketing business — the opportunity to create residual income.

Residual income is cash flow that survives your efforts.

Examples of residual income include the income provided by rental real estate, stock portfolios or any interest bearing asset. For each of these, however, it takes money to make money. For example, how much rental real estate is required to earn \$5,000 per month in net rental income? About \$1 million in real estate equity. How large an income would you need to buy or leverage that much real estate, and

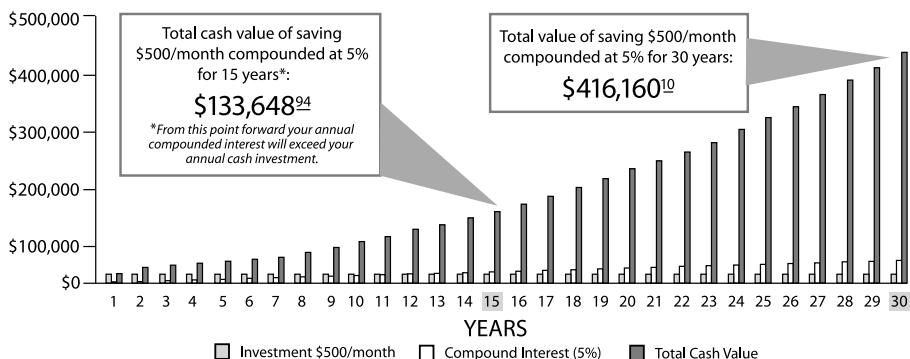
how long would it take? The answers are: “a lot” and “a long time!”

The same is true for any type of conventional asset appreciation program:

- First, you have to earn the extra money to invest.
- Then, you have to invest it wisely.
- Finally, you must wait several decades for your investment to amount to something substantial.

Supplementing your retirement with residual income from Network Marketing is more like writing a book, composing a hit song, or inventing something worthwhile:

- You don't need a lot of money to start.
- You do the work for a relatively short period of time.
- You get paid for a relatively long period of time.



An effective Network Marketing distributorship built in an established long-term Network Marketing company can, and should, pay you a steady residual income — indefinitely.

What that means is, if you ever have to — or choose to — stop building your Network Marketing business, the cash should keep on coming!

A reasonably capable person in the right Network Marketing company can create a monthly residual income of \$5,000 within a couple years of part-time effort. **THAT’S RIGHT** — a million-dollar distributorship within three to four years! And, benefits can be doubled by using the extra income that a Network Marketing business generates to fuel an investment portfolio. How would it feel to be able to invest \$5,000 in your future every month for the next ten years?

Historically, our best options for creating financial freedom have been pensions and investments. Today, however, both of these systems fall

short for most people. In fact:

- The U.S. Department of the Treasury reports that the average household gets less than 45 percent of its retirement income from pensions and social security.
- One economic study indicates that half of North American families have less than \$1,000 in net financial assets.

A residual income from a reliable Network Marketing company is perhaps the only truly viable option available to anyone with the ambition to pursue it. I personally believe that in the next ten years, most people will have added Network Marketing to their wealth-building strategies.

How is your retirement fund shaping up?

It might surprise you to learn just how much you must save and invest, starting now, to ensure that you can retire when and how you choose. Take a few minutes to fill out the worksheet that follows. It may reveal a shocking truth.

Financial Security Worksheet

- _____ 1. To what age do you expect you and your spouse will live?
- _____ 2. At what age do you want to retire?
- _____ 3. How many years of retirement do you need to finance? (Subtract line two from line one.)
- _____ 4. What is the annual income you will need?
- _____ 5. Adjust for inflation by multiplying this income (line four) by the appropriate factor from the chart below.

Years Until Retirement	5	10	15	20	25	30	35
Inflation Factor	1.19	1.41	1.68	1.99	2.36	2.81	3.33

- _____ 6. Find the total amount of assets you will need to fund your income. Multiply line five (adjusted income needed) by the factor corresponding to the number of years you will need to finance your retirement (line three).

Years in Retirement	15	20	25	30	35	40	45
Factor	11	13	15	16.5	17.5	18.5	19.5

- _____ 7. How much money do you have now (real estate equity, savings, stocks, etc.)? Do not use your home equity unless you are sure that whatever you replace it with will be free.
- _____ 8. Estimate what these assets will be worth when you retire by using the chart below. Multiply the factor that corresponds to the number of years to retirement by your current assets.

Years to Retirement	5	10	15	20	25	30	35
Inflation Factor	1.55	2.5	4	6	10	15	20

- _____ 9. Find the amount of money you need to save between now and your retirement. (Subtract line eight from line six.)
- _____ 10. Find the amount of money you must save each year between now and retirement. Multiply line nine by the factor in the chart below that corresponds to the number of years to retirement. Choose between aggressive and conservative investing.

Years to Retirement	5	10	15	20	25	30	35
Conservative	0.170	0.069	0.037	0.022	0.014	0.009	0.006
Aggressive	0.161	0.060	0.029	0.016	0.009	0.005	0.003

- _____ 11. Find the amount you must save every month. (Divide line ten by twelve months.)

Are you doing this? Can you afford to do this? Wouldn't it be a relief if a check from your Network Marketing business were providing for your retirement income needs?



What to Look For

There are three basic things to look for when choosing a Network Marketing company:

1. PRODUCT

You must find a product or service you absolutely love:

- Something you would buy forever, regardless of whether or not you were a distributor.
- Something you can recommend to others, without reservation.

If you have to try to feel this way about the product, let it go. It will not work for you long term. Less important, but still vital, is that the product or service is consumable, which means the customer is required to regularly buy more.

2. YOUR UPLINE

These are the people above you in your line of sponsorship. They will be partnering with you, training you and supporting you. You will be spending countless hours with them. They will be in your home, and you in theirs. You may be earning them a lot of money. You must at least like them. Preferably, you will love, honor and respect them. Look for people who are dedicated, loyal, focused, positive, committed, generous and successful. Hook your wagon onto a rising Network Marketing star and you will increase your probability of success

Choose your mothership wisely.

immensely. And most importantly, once you choose your sponsor and upline — listen to them. Follow their lead. Get trained by them. Be coachable. They can only be successful if you are successful.

3. THE COMPANY

You must be proud of and trust the company; your mothership, and its leaders. They are your partners in product development, legal and financial issues, human resources, customer service, product fulfillment, data processing, international expansion, public relations, ethics and culture. They are critical to your long-term success. Imagine working hard for two to three years to build a solid Network Marketing group, then having the company go out of business or embarrass you and your group so badly that everyone wants to quit.

Look for people who
are dedicated, loyal,
focused, positive,
committed, generous
and successful.

AVOID choosing a Network Marketing company that:

1. Has distributors who promise quick income for very little effort.
2. Has distributors who promise to do the selling and recruiting for you.
3. Is a brand-new, ground-floor, revolutionary company — unless you absolutely love the products, people and company and are willing to take the risk.
4. Has a compensation plan that encourages you to “buy in”, “buy slots”, or order what seems like a “garage load” of product.
5. Says you do not have to sell (recommend or share) product.
6. Has frequent product backorders. Backorders do happen, but if they are anything more than a rarity, look out.
7. Is late with commission checks.
8. Has training, policies or promotions that consistently violate your personal values. You will not be able to sell this opportunity with any personal conviction or power.
9. Sells photocopied literature at full color prices.

Fast Forward



Yes, it is true that building a sales organization of on-fire volunteers is still a challenge. However, it is being done, and in a powerful way. The biggest challenge is in erasing people's beliefs and biases about the Network Marketing concept and replacing them with what those of us who have done it know to be true. And, it's coming...one day soon, world consciousness will shift and most people — yes, most everyone — will in some way be part of this dynamic, wealth-building industry.

Internationally, especially in the Asian markets, offering a Network Marketing opportunity is like throwing gasoline on an already burning fire. For years, billions of people around the world have, at best, been shut off from economic

opportunity, and at worst, been locked into total poverty. Today, with increasing access to the Internet and satellite news, hundreds of millions of people have the opportunity to pursue capitalism and the good life, and they want it badly — very badly.

The idea that, for a few hundred U.S. dollars, people can be in business with a global corporation and all they have to do is sell and recruit is mind-blowing for most people around the world. That they can build a network of sales representatives worldwide, spins their heads right off! I expect the international markets led by Asia, India and Eastern Europe will catapult this \$50 billion industry to \$500 billion within a decade. That's growth of 100 percent a year!

The Renaissance of the Family and Community

Opportunity appreciation is not the only factor fueling the future of Network Marketing. It is also fueled by people's basic need to connect with others, to be part of something bigger than themselves, and to have a sense of community. Most of us know all too well that the family has disintegrated in many segments of our country. Since family is the foundation of neighborhoods and communities, they too have been compromised. Most of the industrialized world is deeply entrenched in the rat race — parents with two full-time careers, day care, career advancement, soccer, music lessons, phones, faxes, e-mail, Internet, pagers, cell-phone mania — payments, payments and more payments. Some of us are winning the race, but, as it's been said, "We are still rats!"

A bumper sticker you may have seen reads:

**I Don't Have a Life,
My Kid Plays Soccer.**



Today, people are longing for a return to a real, safe, relaxed time of freedom and soulful connection with others. People want to play together, pray together, get to really know each other, and most importantly, to be known by others.

We want to improve ourselves, to have more pride in ourselves, to love and respect ourselves. We are hungry for guidance and support that will help us grow to be more powerful, more generous, more self-assured. Anyone who has come full circle can tell you that these are the things that bring true happiness. Happiness is "being" home.

Achieving financial success and status are wonderful, especially if the alternative is being financially strapped to a life of despair. I think we'd all be better off rich, but money is relative — the more you have, the more you think you need.

Or, as it has been said, "Money is relative. The more you have, the more relatives you have." There is a point, however, where we must have the wisdom to know when enough is enough.

This return to basic human values in business is a subtle, yet powerful force driving the Network Marketing industry. By its very nature, Network Marketing is a people-intensive business. If you pursue it, you will have people — thousands of them — supercharged into your life. You will have your group, your upline, your local area group, and your entire company as extended family and community groups.



In order for you to get along and be appreciated, you will need to pay attention to your values:

Patience
Generosity
Open-mindedness
Cooperation
Honesty
Integrity
Authenticity
Courage
Forthrightness
Leadership
Love
Listening

These are the qualities that will endear you to your family and to the community you create.

Network Marketing may offer the most dynamic environment within which we can develop our spirituality and manage our

humanity at the same time. It's a journey most people find exhilarating.

Network Marketing is thriving because people, in spite of their fears, want desperately to commune with other people. Network Marketing provides an exceptional environment for that to happen.

You are encouraged to use this book as the beginning of your Network Marketing education. Do your homework. Start by talking frankly with whomever had the vision and courage to give you this book.

If you can, find the right product, company and people for you. If you can't, keep looking. Don't cop out by looking for the reasons why it won't work. Instead, look with the intention of finding the right match — no matter how long it takes or what it requires of you.

When you find a company to call home, build your empire. Your life and the lives of thousands may be enriched. The world is waiting...



Everyone you're about to meet
Has A Mailbox.

Every one of them explored the opportunity you are considering — and found it worthy of their time and effort. They built large organizations and personal fortunes. Many of them now travel the world helping others achieve their dreams. If you look closely enough, you will see the potential of your own story in these pages.



Rising To The Top

His demanding underwater career prepared Tim Sales for a rewarding career in Network Marketing.

When you work on a bomb squad, every step of the process is important. When the bomb squad works *underwater* for the U.S. Navy, you're likely to be a fanatic about the details that lead to success.

Tim Sales retired from the Navy in 1989, and answered an ad in the *Washington Post* to start his own home-based business. Within five years, his Network Marketing organization grew to 56,000 people in 20 countries.

"I learned the importance of skill mastery firsthand as I qualified for the bomb squad team. My life rested in my ability to successfully recall and execute," Tim says. "Fear can cause the

best of us to freeze. Diffusing the first live bomb really brought my fears to the surface. The ‘what ifs’ danced wildly through my mind. However, as soon as I realized the similarities between diffusing a live bomb and what I learned in training, the process became a walk in the park.”

Tim’s successful experience and Network Marketing knowledge make him one of the most sought after advisors, speakers, trainers and creators of Network Marketing training materials in the industry. He has delivered well over 10,000 presentations and training sessions to over 92,000 people all over the world. Tim’s signature training approach involves his ability to teach mastery of each component within the business. In addition, he possesses a clever capacity to simplify the most complex issues in the Network Marketing learning process.

His contributions to the Network Marketing industry include the 1998 production of the *Brilliant Compensation*® Video and the online version, which was released 1999. Over 1 million people have been educated properly about

Network Marketing through *Brilliant Compensation*®. For many, it has become the standard by which all Network Marketing training materials are measured. Tim continues to work on many other “brilliant” products.

Tim says the fruits of this education as a bomb squad diver kept him alive (physically and mentally) in very demanding situations. “In short, I paid a price,” he says, “and that price continues to pay dividends

to this day through the promise of Network Marketing.”

.....
“My life rested in my
ability to successfully recall
and execute.”
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Tim is a teacher at the only university-affiliated Network Marketing Certificate Seminar offered for the industry. Sponsored by the University of Illinois at Chicago, this course is taught on the UIC campus, but is also sponsored at various other international locations, including Seoul, Korea, Singapore, Melbourne, Australia and Bogotá, Columbia.

Tim owns Brilliant Exchange, a Network Marketing training and support company based in Utah.



Perserverance Pays Off

Network Marketing "Late Bloomer"
Dave Johnson discovers his niche at age 40

One of the principles Dave Johnson lives by is treating everyone fairly and with equal care and compassion. He constantly reminds those he is coaching not to make quick judgments about people's potential.

"One of the most powerful products we have is hope," Dave says. "I just love giving that to people. We have the power to touch other people and help them realize their potential greatness."

As a Network Marketer, Dave was a late bloomer. Before discovering his niche at age 40, Dave had participated in three MLM companies, without achieving the financial success he aimed for: He wanted to earn \$5,000 a month.

At 24, Dave joined the U.S. Navy to study electronics, but decided a career in the service wasn't for him. A Navy buddy introduced Dave to Amway, but he left the MLM giant after four years. His monthly Amway checks surpassed \$100 only twice. The largest was \$112. His success was limited at other Network Marketing companies, some of which struggled with "integrity issues."

Nothing seemed to be a match for Dave and he was financially scraping by as an insulation salesman when he was introduced to another opportunity with Nikken in 1990. "It was a time of inspirational dissatisfaction," Dave recalls of his job selling insulation. Eager to find financial freedom, Dave continued his pursuit of Network Marketing companies, but was adamant that his experience be "pure, clean, equitable fun that involved opportunity for personal development and a feeling of satisfaction."

Today, Dave enjoys a six-figure monthly income, lives in a beautiful home in Liberty Lake, Washington (it's paid for), and is completely debt free.

Dave has built a personal fortune by personally sponsoring impressive leaders into his organization. Finding

those leaders took massive action. Simply put, he talks to everybody about the Network Marketing business opportunity.

"You don't have to recruit the world, but you may have to talk to the world to find your four leaders," he says. "You need to love people and have a magnetic personality. You have to have some gumption and be ambitious. And you need to still be hungry and looking for more in life — there are so many people who just haven't had their chance to shine."

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"You can't give up after one company. You need to believe you can begin again, today."
.....

Since the first months of 1990, Dave has been an aggressive builder, at one point calling 300 people and sponsoring 20 or so in a single month. With a continued sense of urgency, he called everybody he knew at all hours of the day and night to build his organization. "In order to succeed, you've got to be willing to fail — you can't give up after one company," he says. "You need to believe you can 'begin again, today.'"

Dave and his wife, Valerie, have 11 children and travel often, visiting exotic getaways including Hawaii, Jamaica, Russia and Norway.



Duplicating What Works

This former teacher develops powerful leaders who become a source for others.

In 1976, Paula Pritchard was in a staff meeting at Kent State University when the contrast hit her. A colleague had finished her Ph.D and this announcement was met with polite and subdued applause. Paula was about to stand up and celebrate the achievement with great enthusiasm when she realized that she was not in a Network Marketing meeting. Years later, she recalled that staff meeting in her book, *Owning Yourself*.

“What a difference I was seeing ... it’s not that they were rude. They just weren’t truly excited, and definitely not enthusiastic. In Network Marketing, I experienced people who knew how to celebrate success. Their encouragement made the difference for me.”

Specifically, Paula found support from Harold Miller, a factory worker at Goodyear Tire and a fellow networker. Paula credits Harold for offering the wisdom and guidance early in her networking career that kept her moving forward. “I’m a big believer that you follow the person who is where you want to be — and that was Harold,” Paula says.

Paula’s first 15 months were rocky as she struggled to find her way. “The teacher in me was trying to re-invent the wheel,” she says. “I was overanalyzing everything. People who joined after me were having more success — and doing so faster than I was. They questioned less and seemed to take the plan for building a business on blind faith. It occurred to me that my upline had no reason to mislead me. I, too, could take this plan on blind faith and do what I was taught to do.” During the next 33 months, she experienced huge success and by 1980, she was the first single woman in the United States to reach the distinguished title of Diamond from a field of 1 million Distributors.

Paula and her business partner, Kathy Robbins, have achieved major successes with multiple networking companies, rising to

the highest income levels and leading the expansion of three of those companies into Europe. Their experiences over the years have made them most astute at evaluating the winning formula that makes one company succeed while another fails. In every case, they have distinguished themselves by overcoming adversity.

“Our challenges taught us to empathize with what Distributors feel. No matter how secure I may feel today, it is important that I develop philosophies, skills and techniques that transcend my current situation.”

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“Develop philosophies, skills
and techniques that transcend
your current situation.”
.....

Paula is currently developing and training leaders as a Distributor with Oxyfresh. She is

also the creator of MLMMadeSimple.com, a training website dedicated to the success of Network Marketing professionals. Throughout her career, Paula has developed many successful leaders in the industry and taken the opportunity to celebrate their success.

“In our industry we have more to celebrate,” Paula says. “The freedom to build your business, decide who you want to work with and make a real difference in people’s lives.”

Paula lives in Hypoluxo Island, Florida.



Taking Back Your Dreams

Earning a six-figure income in his first year was just the beginning for the man who says, "I help people help themselves."

Roger Allen Boger was not raised in wealth as he grew up in Easton, Pennsylvania. His blue-collar parents never dreamed of the extraordinary success their son would one day achieve. Roger became a university professor in cellular physiology, but it was in his successful dental practice that he first made the connection between the distribution of products through a Network Marketing company and his patients' well-being.

A skiing buddy of Roger's gave him a videotape that described the scientific merits of Nikken products. Roger thought only of his patients when he decided to make these pain-relieving products available to them. Working a Network Marketing business was the furthest thing from his mind. Yet in 1992, he and his wife, Judy, earned a six-figure income in their first year, without having a clue as to how to build a business.

Because of their enthusiasm, and support from their patients, they soon realized
that a much
larger chance
to help people
through
the Nikken

*“It truly is a way for people
to take back and own the
American Dream.”*

..... opportunity existed. They maintain that the business has always had its own momentum because of the excellent product line. Within three and a half years, Roger achieved a Diamond status, and three years later, he was a Royal Diamond — a success he achieved on a part-time basis, while still maintaining his dental practice. Royal Diamonds average \$170,000 in net income per

month. The Bogers now have the freedom to do whatever they want, whenever they want.

Roger believes Nikken is a vehicle that can strip away cultural differences. He sees the process of people helping other people, along with succeeding financially, as a way to change the dynamics of the human condition.

“It truly is a way for people to take back and own the American Dream,” Roger says. Indeed, many of his

own downline distributors are currently earning over \$1 million per year with Nikken.

He attributes his success to mentors like Reid Nelson, John Kalench and Bob Proctor. What he likes best about the Network Marketing opportunity is that, “I can truly help people help themselves.”

Roger retired from his dental practice in 1998. He and Judy currently reside in Hilton Head, South Carolina.



Always Get the Best People

Frank discovered that prospects sought him out because, as he puts it, "People will stand in line to win at something."

Frank Keefer's life was influenced by a working-class stepfather with a powerful work ethic. Born in Baltimore, Maryland, Frank had lost his father to World War II. When his mother remarried, Frank learned the value of hard work and the success that comes with it. On his own by age 15, he joined the military, then stepped into teaching.

Once Frank joined corporate America, he moved rapidly into a six-figure income, working primarily in marketing and sales positions. His professional life kept him going seven days a week, and on the road most of the time. One day, Frank woke up and said, “No more!” The value of the dollar was undermined by the value of time spent with his wife, Gingie, in their home.

Then, a corporate friend introduced him to Network Marketing. When Frank saw the numbers generated by geometric progression, they made sense to him. He joined NuSkin, experienced success, and sold that business when his stepfather became ill.

In his second Network Marketing company, he experienced the pain of being “dropped” from his stellar position in the company. It was imperative to join a company with integrity and unlimited opportunity. He discovered that in Market America, while “putzing around” for several months, he still earned \$8,000 per month. Then, he got serious! Within that first year, he

was earning \$300,000 annually, and doubled it the second year to \$600,000. Within three years, Frank accomplished what every network marketer wants to do: He created more than two dozen leaders who have earned over a million dollars. Frank is truly a millionaire-maker.

He credits his success to his work ethic and to his business strategy of seeking only those people who are deeply committed to the Network Marketing opportunity. As he says, “Get the best people, and they will, in turn, get their best people.” He soon discovered that people sought him out because, “People will stand in line to win at something.”

He credits several mentors who were instrumental in his early business training: Nathan Ricks, of NuSkin; and Jim Ridinger, President and C.E.O. of Market America, whom Frank describes as a “great visionary”.

One of the greatest benefits of Network Marketing is the security it provides for his wife and family.

Frank and his wife, Gingie, live on the Wye River in Maryland.

.....
*“Get the best people, and
they will, in turn, get their
best people.”*
.....



Doing the Right Things

This balanced leader works every day to be the best leader he can be. He makes over \$2 million a year and sees a great future on the Internet.

Todd Smith has mastered the art and science of leadership in his life and business. Born in Chicago of middle-class parents, he began to pursue his destiny after graduating from high school. When he entered the real estate industry, he earned respect and notoriety in only four years by being ranked second-highest residential real estate producer in Illinois. The high stress of selling real estate gave Todd the opportunity to ask himself some essential questions: "How can I control my future, spend more time with my family, and experience personal freedom?" He examined the Network Marketing opportunity, and decided it would give him and his family the freedom and flexibility they wanted and needed.

In 1991, Todd joined Rexall Showcase International, (now Unicity) his second Network Marketing company. His first month's check was \$8,000; the second month \$15,000; and the third was \$19,000. For the next six years, Todd's annual income exceeded an average of \$1 million, and then shot up to \$2 million per year. He credits this financial success to the six other leaders he has supported in achieving huge incomes.

Todd's organization
and phenomenal
income are the
direct results of his
beliefs about how
to work Network

*“Using the Internet to build
an organization is essential
for long-term success.”*

Marketing as a business. Todd has the discipline to do the things that most unsuccessful people hesitate to undertake. He perseveres where others may be unwilling to. Stepping out of his “comfort zone” was part of the daily game as he built his business empire. Todd believes that doing the right things, and doing them consistently, are keys to success.

Todd focuses on recruiting new people, selling products, teaching others how to recruit and sell, and finally, providing leadership

and support. “Being a balanced leader is essential,” Todd says. This means being a person of integrity, continuing to master communication skills, remaining loyal and consistent with the company’s vision, and following through on commitments. “After being full time in this business for ten years, I will say without hesitation, that one of the greatest keys to my success has been my focus on being the best leader I can be, and in duplicating that in my

people,” Todd says.
As for the future
of Network
Marketing, Todd

maintains that it will thrive through a marriage of traditional Network Marketing with cybertechnology.
“The future is online,” Todd says. “Using the Internet to build a Network Marketing organization is essential for long-term success and will create a new model for residual income.” Thousands of consumers are necessary for residual income, and this can be accomplished via the Internet.

Todd, his wife, Joy, and their four children live in southern Florida.



Overcoming Challenges

*Ray simply refused to give up —
and turned a \$1,900 loan from his parents
into a million-dollar business.*

Life was not always so easy for Ray Gebauer. As a child, he was teased and taunted by schoolmates, as well as his stepfather. His boyhood left scars — a stutter and painful shyness.

In high school, he retreated to books, chess, wrestling and swimming. Though he planned on studying nuclear physics in college, he put it off for a year to attend Bible college. That year turned into five, and a degree in Theology.

A few months after graduating from college in 1975, Ray had his first encounter with Network Marketing, via Amway. He enrolled on three

different occasions, but never managed to recruit anyone or make many sales.

Through the years, he held odd jobs, including selling insurance and working as a janitor. Numerous times, the companies either wouldn't pay him or would go out of business.

At the same time, Ray was in and out of nearly 50 Network Marketing companies. The most he made was \$1,000 a month in a company that quickly went bankrupt.

Ray attributed his "inadequate people skills" to his failed

.....
"He is constantly developing his leadership skills."
.....

attempts at building successful downlines. His professional life continued to flounder throughout the '80s and into the '90s.

By 1994, Ray was living in his friends' basements. He owed \$25,000 on his credit cards and \$25,000 in personal loans, and his car had been repossessed. Through it all, Ray says that he remained hopeful and optimistic. That attitude paid off.

In February 1994, Ray was introduced to Mannatech through a friend of a former colleague.

Although he'd sworn he'd never get involved with another start-up company, something felt different this time.

Ray convinced his mother to give him a \$1,900 cash advance on her credit card so he could get started. From the beginning, he spoke of Mannatech as a multi-billion-dollar company in the making.

He was inspired to be "annoyingly persistent, in a quiet, neighborly way." A number of distributors he enrolled

in his first few months admit to turning him down four or five times before

signing up. Now, some of those same distributors have downlines of 20,000 to 50,000 people.

Ray's persistence paid off as his downline grew. He has become one of Mannatech's top earners, with a downline of more than 250,000. He is constantly developing his leadership skills and learning how to better inspire the masses that look to him for strength and motivation.

Ray lives in Seattle, Washington, with his wife, Diana.



Making a Difference in the World

*Stick with a single business venture,
become an expert and excel in it if you
wish to achieve self-wealth.*

Best-selling author, business leader and Network Marketing guru Mark Yarnell is recognized internationally for his powerful stage presence. He has delivered countless motivational keynote speeches for major corporations including Exxon, New York Life, General Motors and NuSkin International.

Mark wrote the book on professional speaking: *Power Speaking*. During the past three decades, he has built an empire of business networks in 21 countries and has returned to professional full-time speaking. As one C.E.O. recently wrote in a letter of appreciation following Mark's keynote address: "It would be an extreme understatement to say that your presence and fantastic presentation was a major factor in the positive outcome of our annual convention of more than

2,000 entrepreneurs. Thank you for gracing us with your talent, energy and enthusiasm.”

Mark’s latest bestseller, *Self Wealth: Achieving Prosperity, Balance and Serenity in Your Life*, provides the subject matter for keynote speeches and a two-day intensive seminar sponsored by the International Institute for Self-Wealth. Prior to applying the principles of Self-Wealth, Mark was an impoverished minister with no degree or special skills. Utilizing the tools in his latest bestseller, his income rose to over \$1 million a year. Tenacity is the key to success, he says. “If you want a competitive, strategic advantage, stick with one company and one profession until you become a veteran. In the new millennium, resilience will replace opportunism as one of the central elements of success. The old way of jumping around from deal to deal is out — resilience is in.”

Mark’s list of professional achievements is long. The best-selling author has also written numerous magazine articles and is recipient of the coveted American Dream Award from the Howard

Ruff Company. Mark has founded numerous charitable organizations and continues to be a much sought-after professional speaker and entrepreneurial coach. He is also the author of *Your Best Year in Network Marketing*. He helped create a Network Marketing curriculum at the University of Illinois at Chicago where he co-founded the UIC Certificate Seminar in Network Marketing.

Mark has been named The Greatest Networker In the World by *Upline Magazine* and Philanthropist of the Year by the *Washington Times*.

“Eventually we all have to stick with one thing if we’re going to achieve self-wealth,” Mark says. “In most ventures there are self-proclaimed experts who would lead you to believe that you are better off getting involved in several ventures at a time. Pay no attention to such opportunists, for I have yet to meet one who has ever earned the kind of prosperity which allows us to make a difference in the world.”

An adrenalin junkie, Mark spends his ample leisure time paragliding off mountains in South America, Europe, the Unites States and Canada. He lives in British Columbia, Canada.



Working in the Industry that Delivers

Battling the odds, Sandy Elsberg left poverty behind and became a leader in Network Marketing through a solid work ethic, passion and drive.

Sandy Elsberg is driven by desire. Success didn't happen overnight, but perseverance and a belief in Network Marketing eventually paid off for her.

Fifteen years ago, Sandy was driving a beat-up VW camper van without heat, air conditioning or a radio. She put gas in \$2 at a time. When she stood in line at the grocery store, she had to put back large bags of diapers more times than she cares to remember. She would buy the small bag so she could afford to put breakfast on the table for her two little girls. Life was a struggle.

Sandy was \$250,000 in debt when she joined a Network Marketing company and became a partner with her hero of the 1960s, Jerry Rubin. She eventually became 80 percent of his downline build. But in the beginning, Jerry didn't believe in Sandy because of her bleak financial situation. She ignored her pessimistic mentor and concentrated on building her business with home parties, traveling the Interstate 405 freeway corridor near her southern California home in her old van to conduct those parties.

During this period, Sandy developed focus, initiative and began to draw the attention of

those who wanted to be in business for themselves. She pursued a dream of financial stability for her family. After nine months in the Network Marketing business, Sandy earned a \$2,000 check. Nine months later, her check grew to \$14,000. Nine months after that, \$36,000. Still nine months later, it was more than \$60,000.

"I realized the light at the end of the tunnel was what this industry could and did deliver to people with good work ethic, passion and drive," says Sandy. Those characteristics

propelled Sandy to success. She and her downline did millions of dollars worth of sales per month — her organization became 52 percent of the company's volume.

Since 1987, Sandy has taken a stand for women in Network Marketing by inspiring and giving hope to thousands in the industry. She is considered the "trainer's trainer". Sandy lectures for dozens of Network Marketing companies across the country. Her

enthusiasm is contagious and her methods have helped countless people become

financially independent. Sandy has been on the cover of every leading industry publication. She has been quoted in *SUCCESS Magazine*, and previously wrote a column entitled *Woman to Woman®* in the magazine *Working at Home*. She is author of *Bread Winner, Bread Baker*, a how-to-succeed book praised by industry leaders as one of the most inspiring in Network Marketing.

Sandy lives in Trabuco Canyon in Orange County, California, with her daughters, Eleah and Anna.

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*"From \$250,000 in debt
to millions in sales
each month."*
.....



Step Into What's Possible

Hailed for his colorful style and compelling stage presence, Randy Anderson has captivated audiences across the country as he teaches others to achieve their own freedom.

Randell Kent Anderson grew up in Salem, Indiana, where his father was a postmaster and his mother, an English teacher. In his early years, he felt intense pressure to do well. Many within his family had been quite successful and Randy felt that expectancy in his own life. He had a childhood vision that he would live an extraordinary life and would never settle for conventional employment. He just didn't know how it was going to happen.

When he was discharged from the military and subsequently entered Network Marketing, his family was anything but excited about his decision. He recalls taking

his mother to a motivational sales meeting in 1972, and getting “all fired-up!” Mrs. Anderson, however, came away with the impression that “there was a group of people who don’t have anything and who probably never will.” Randy was committed to proving her wrong. He was not immediately successful.

Over the next five years, he borrowed money from skeptical family members, had a car repossessed, was thrown out of his apartment, and accrued substantial credit card debt.

But, the personal growth he was experiencing kept him hanging on and, in 1978, he began to achieve financially rewarding success.

Randy set a goal to retire at 35. He failed. Resetting his goal to retire at 40, he failed again. Undaunted, Randy set a goal to retire at 45 and succeeded in 1993, by building an organization of tens of thousands in Oxyfresh Worldwide, Inc. During the next six years, he went back to school, studied German and travelled to Europe five times. In 1999, he came out of retirement to serve as Field Vice President for Oxyfresh, in order to continue contributing to the field and the company that had

given him so much. “I came to the realization that my gift as a human being is my ability to impact and inspire others to accomplish their goals,” he explains.

Oxyfresh is the company in which Randy first experienced the systematic growth of success. He was sponsored by Roland Fox in 1984, and has served as a consultant, Vice President of Sales, Chairman of the Board, and Chairman Emeritis. “Oxyfresh’s culture of commitment to each distributor’s individual success is what makes the

.....
“*Step out of your comfort
zone, through imagined
fears, and into your own
realm of responsibilities.*”
.....

difference,”
Randy says.
“Network
Marketing
is all about
stepping out of
your comfort
zone, through

imagined fears, and into your own
realm of possibilities.”

He has been influenced the most by Glenn W. Turner, who opened the door to the possibilities of the industry; David Dodart, who gave him a taste of the “champagne” the industry can offer; and the field leaders of Oxyfresh, who provide the long-term relationship of integrity in which Randy’s vision of independence manifested.

Randy currently resides in Marysville, Kansas and Wutha-Farnroda, Germany.



Network Marketing Resource List

Books

- | | |
|--|--|
| Claude M. Bristol
<i>Magic of Believing</i> | John Milton Fogg
<i>Conversations With the Greatest
Networker in the World</i> |
| Richard B. Brooke
<i>Mach II Starring You</i>
<i>Mailbox Money: The Promise of
Network Marketing</i> | <i>Money, Money, Money, Money, Money</i>
<i>The Greatest Networker in the World</i> |
| Bob Burg
<i>Endless Referrals: Network Your
Everyday Contacts Into Sales</i> | Randy Gage
<i>How to Build a Multi-Level Money
Machine</i> |
| Robert Butwin
<i>Street Smart Networker</i> | Bob Gannaway
<i>Bumblebees Can't Fly (But They Do,
And So Can You)</i> |
| Michael S. Clouse &
Kathie Jackson Anderson
<i>Future Choice: Why Network Marketing
May be Your Best Career Move</i>
<i>The Fifth Principal</i> | Joe Girard
<i>How to Sell Anything to Anybody</i> |
| Charles Paul Conn
<i>The Possible Dream: A Candid Look
At Amway</i> | Burke Hedges
<i>Who Stole the American Dream</i> |
| Scott DeGarmo
<i>Heart to Heart</i> | Napoleon Hill
<i>Think and Grow Rich</i> |
| Sandy Elsberg
<i>Bread Winner, Bread Baker</i> | Hilton Johnson
<i>Top Ten Lists for Prospecting</i>
<i>Presenting and Marketing
by Attraction</i> |
| Don Fallia
<i>How to Build a Large, Successful Multi-
Level Marketing Organization</i> | Stuart Johnson
<i>The Buzz</i> |
| | John Kalench
<i>Being the Best You Can Be in MLM</i>
<i>The Greatest Opportunity in the
History of the World</i> |

Carol McCall

*Listen! There's A World Waiting
To Be Heard (The Empowerment
of Listening)*

Richard Poe

*The Wave 3 Way to Building
Your Downline*
*Wave 3: The New Era in
Network Marketing*
Wave 4

Paula Pritchard

Owning Yourself

Dr. Joe Rubino

*Been There, Done That: Secrets of
Building a Million Dollar Network
Marketing Organization*
The Magic Lantern
*The Power to Succeed: 30 Principles
for Maximizing Your Personal
Effectiveness, Book I*
*The Power to Succeed: More
Principles for Powerful Living,
Book II*

Dr. Wess Roberts

Leadership Secrets of Attila the Hun

Jan Ruhe and Art Burleigh

True Leadership

Tom Schreiter

Big Al Series
Big Al Tells All: Sponsoring Magic
*How to Build MLM Leaders for Fun
& Profit*
How to Create a Recruiting Explosion
Super Prospecting
Turbo MLM

Wallace D. Wattles and

Dr. Judith Powell

The Science of Getting Rich

Audio Tapes and CDs

Robert Blackman

*The 10 Most Common Network
Marketing Mistakes and How to
Avoid Them*

Richard B. Brooke

*Advanced Leadership: It Starts
With You*
Fogg Interviews
The Four-Year Career Plan
*Listening through Objections:
Crafting Your Vision*

Jerry Clark

*High Achievement in
Network Marketing*

Len Clements

Case Closed

Don Fallia

*How to Build a Large, Successful
Multi-Level Marketing Organization*

Nancy Fallia

Women in MLM

John Milton Fogg

*Money, Money, Money, Money, Money
The Greatest Networker in the World*

Randy Gage

Escape the Rat Race

*How to Earn at Least \$100,000 a
Year in Network Marketing*

*How to Get \$1 Million Dollars Worth
of Free Publicity*

Lifestyle Freedom Pack

MLM Power Weekend

Massive Action Marketing

Kevin Grimes

*Legal Dos and Don'ts for Network
Marketing*

Burke Hedges

*The Networking Dynamics Audio
Training Program*

John Kalench

*If You Knew What I Know About
Network Marketing*

*The Greatest Opportunity in the
History of the World*

Leading MLM Authors

*Conversations With the Masters
(Album One & Two)*

Crafting Your Vision

The Opportunity Tape

*The Women's Tapes: Conversations
with Six Masters of Network
Marketing*

We Create Millionaires

Richard Poe

*Wave 3: The New Era in Network
Marketing*

Bob Rountree

The MoneyTape

Jan Ruhe

Fire Up! How to Ignite

*Your Network Marketing Business
into a Roaring Blaze of Success!*

Tom Schreiter

Big Al Tells All

Big Al's Live in London Training

Big Al's MLM Sponsoring Secrets

How to Create a Recruiting Explosion

Steve Spaulding & Hilton Johnson

Start Right Now

Jan St. John

*The Heart & Soul of
Network Marketing*

Mark Yarnell

The ABCs of MLM

Video Tapes

Brilliant Compensation – with Tim Sales

Crossroads

If You Knew What I Know About

Network Marketing – with John Kalench

It's About Time

Shelter From the Storm

*The Greatest Opportunity in the History
of the World* – with John Kalench

The Smart Move

Turning Dreams Into Reality

Magazines and Newsletters

Big Al's Fortune Now Newsletter

Cutting Edge Opportunities

Entrepreneur

Income Opportunities

Network Marketing Business Journal

Networking Times

Richard Brooke's Monthly Ezine

Internet Sites

AlternativeNetworkMarketing.com

DreamBuilders.com

DSA.org

FortuneNow.com

GreatestNetworker.com

ListeningProfitsU.com

MarketWaveInc.com

Multi-Level-Marketing.com

MLM.com

MLM911.com

MLMBrilliance.com

MLMLeadership.com

MLMmadesimple.com

MLMUniversity.com

NetworkingTimes.com

NetworkMarketingNews.com

NextTrillion.com

OnlineMLM.com

RichardBrooke.com

SalesU.com

SBDinc.org

TapesandTools.com

TGN.com

Most of these materials can be ordered through DreamBuilders.com,
NetworkMarketingNews.com, RichardBrooke.com or TGN.com.

About The Author



Richard Bliss Brooke, President of Oxyfresh Worldwide, Inc., and founder of High Performance People, LLC., has been leading, coaching and training leaders — from high school sophomores to multimillionaire business builders — for over 20 years. He has created breakthrough training programs that promote the ideals of selling with integrity, listening through objections, professional leadership and self-motivation. Richard conducts a variety of personal and leadership

development workshops and retreats. Through Richard's influence, hundreds of "new leaders" have discovered new distinctions in listening, leadership, courage, relationships, public speaking, team spirit and big-time fun. Richard's seven-day leadership retreat even culminates with a late-night firewalk, to anchor the week's experiences.

In addition to *Mailbox Money: The Promise of Network Marketing*, Richard authored the book *Mach II Starring You* (formerly titled *Mach II With Your Hair on Fire*). He also co-authored *The New Entrepreneurs... Business Visionaries for the 21st Century*.

Richard makes his home in Coeur d'Alene, Idaho. He enjoys winter sports, water sports, entertaining and leading groups to discover what it means to "play full out".

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—Dorothy Hutson, Arkansas

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"I just re-read Richard Brooke's book, *Mailbox Money* and I must say it's a Network Marketing masterpiece. It totally explains the entire industry in a magnetic and inclusive style. The reader gets to see what Network Marketing is all about, what to look for and what to avoid; who the champions of the industry are and how they got there. Direct anyone with questions to this 52-page masterpiece."

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