

Building My Natural Way Network Business using 5 steps

Step 1. Know and use the Network Products

You cannot build a business of integrity and stability, if you do not use the products. You need to be telling people about the products because they work for you, if your motivation is to genuinely help others it will be easy to build your business, but if you are just doing this for the bucks you will battle.

When you order products that have a value of over R500 a month you will start to receive a rebate check on those goods

Step 2. Tell others about the Network products and show them how they can benefit from them

You need to tell others why you use the products and what they do for you and what the Network products could do to help them.

This is motivated by your desire to help others.

You need others to help you build up your group volume so that you eventually earn a sustainable monthly income.

Step 3. Use the affiliate calculator to show them how they can benefit from the network – SHOW THEM THE MONEY

This is best done by explaining that they can buy these products at the wholesale price directly from the Network. At this point some people may not want to know about the business side, so focus on the better price they can get buying directly.

You may think that buying for them will make you more profit, it may on an individual item but your business will never grow. The only way to build a strong Network business is to help other people help themselves.

16 people ordering regularly, who each sign up 16, who then each sign up 16 (3 levels) will help you get to a sustainable income of over R60 000 a month

Step 4. Relationships – build them

There is no short cut here, this business is about building relationships with people, and it is about helping others become successful, which in turn will help you become successful.

Phone your group every month, see whether they are going through detox, experiencing any benefits or they may just be unaware of what other products can help them, so chat about their general health. Understanding the basic Natural Way program (from the book or even better from the 100 days to health) will give you a foundation on which to encourage others. Try to have a cookery demo or a discussion group once a week/month at your home, this acts as support system for your group and a place they can introduce their friends to Natural Health. By building relationships you build your business, which builds your income.

Step 5. Show and teach

You need to teach others how you became successful and help them get to the same level. The amazing thing about the Natural Way Network is that when you help others you automatically benefit and the more you help others the more you help yourself.

Make sure you are continually educating yourself in the field of health as well as Network products. Check out these details on line at www.mary-anns.com. Try to focus on one product a month, or a week, use it read up on it and then report back to your members. Also check out which products are on special for the month and maybe focus on that.

When you do this it becomes easy to develop strong healthy and happy team as well as a solid and sustainable.