

ILENE MECKLEY

sharing my secrets of success – with heart

2/21/2010



Building Your Business With Heart Newsletter

www.ilenemeckley.com

1-800-383-2039

Words From Ilene

Thank you for all of your emails about our newsletter. We are so glad to hear that you are enjoying it. Take a couple minutes to look at the titles of the articles. Which one appeals to you the most? Each day this week, take a few minutes to read an article, and apply it to where you are in your business.

We are planning our Spring tour. Please email us if you would like to have a "Get Rid of the ANT's (automatic negative thoughts) and CANT's get-together in your area. We have programs for small and large groups. My goal is help everyone have the best Spring and Summer ever and keep the ANT's from taking your MONEY!



We appreciate all the referrals we receive from you as well as the plaxo, facebook, twitter and linkedin requests. Please take a moment to share this newsletter with someone special like someone has done for you.

Would You Like To Build A Successful Team?

Decide that you are already the coach of a successful team and that your job is to look for players to fill the positions on your team. That decision alone can begin your journey to success. You are a recruiter and that is a very nice position to be in. Think about how high school sports teams feel when college recruiters show up at a game. Imagine being a college graduate and a company is coming to your school to fill positions in their company. I know that when

Forward
To A Friend

Is This Is Your First Newsletter?

Please let us know if this is your first newsletter. We want to thank everyone who has referred their associates and team members as well as family and friends. For those of you interested in getting to know more about Ilene and why someone referred you to us, please click on the giraffe





and find out why someone really believes in you. We would love to ask you to refer

A Goodbye Party For Your ANT's (automatic negative thoughts)!

We would love to ask you to be one of our "Getting Rid of the ANT's" hostesses. Our goal is to stop the ANT's from taking your money from you and your team. We are looking for hostesses just like you. Please call us at 702-673-0361 or email us at info@ilenemeckley.com. We have special programs for all

you realize recruiting is all about giving people an opportunity, you will become "heart" at work and you will never feel like you are hard at work when it comes to recruiting. It becomes a very rewarding activity. Keep in mind those recruiters for the best teams, colleges and companies offer opportunities every day and hear the words, "No thank you." They know they will find the people who choose to say yes, as long as they stay excited and determined to find the people who are eager to say yes. Start every day by thinking, "Today I am going to meet lots of people who could be looking for just what I have to offer". Then it will lead to you becoming a professional sharer.

Ask everyone, "Have you ever thought about doing something alongside your family and other activities to earn extra income?" When you hear either a yes or no as a response to that exact question you can say, "I would love to get together with you to share some information so you can decide if doing what I am doing could be for you too. The purpose of us getting together would be for me to answer any questions you have, give you some information so YOU can have all the information about what it could be like when you have a business that you can grow alongside your family and other activities."

someone who is special in your life. Please click on the . Be sure you always ask for referrals too. Reach out and touch someones life today. If you are reading this now, please click reply and you will be entered into a contest for a free gift. We would love to know who is , "working from the heart". Be sure to include your name, phone number and address so that we have the winners information. We have books, Cd's and pins that will make great gifts for people special in your life. Remember to treat yourself too. Click  for items available.

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seller may decide to sponsor one new recruit a month during the next twelve months. That goal is very realistic, certainly attainable, and if you have not yet recruited someone into your team, a challenge that will make you stretch a bit. If you're already a champion recruiter, increase your sponsoring average by twenty-five percent!

Step 2: Set a deadline for achievement.

In our example, the "deadline" comes in twelve months. Whatever goal you determine to pursue, always have a deadline. Without deadlines, we seldom achieve our goals.

Step 3: Determine obstacles to overcome:

We would love to  ask you to be one of our "Getting Rid of the ANTs" hostesses. Our goal is to stop the ANTs from taking your money from you and your team. We are looking for hostesses just like you. Please call us at 702-673-0361 or email us at info@ilenemeckley.com. We have special programs for all sizes of groups. Spring and Summer can lead to more ANTs. We are offering something very special for the first 20 people who email us or call us for information about a Get Rid of the ANTs seminar.

Tips from Ilene and thoughts from consultants about the tips

Tip 1 - Decide to be a professional sharer no matter what!

Decide that you are going to be on a sharing mission. Professional sharers will put themselves in the position to share their business with everyone, everywhere. A professional sharer is someone who shares about his or her business not because they want an immediate result, but rather does it on a day-to-day basis knowing that by doing so they will get results. A professional is someone who does his or her business no matter what! We would not want our doctors to perform a surgery sub-par because the economy is tough, or any other excuse. Decide that no

I believe there are three main purposes for starting a business:

Tangible – Money—

Ask, “If an extra \$1,000 appeared in your checkbook, would you know how to spend it?” Ask some additional questions to uncover a tangible purpose and then ask.... Can you imagine.... (Paint the picture of how the tangible purpose can be fulfilled.) If they are unable to identify a tangible purpose, ask if there is a charity or organization that could become a cause for them. The tangible purpose is the reason most people show up for work on days they do not even feel like going to work.

Personal growth

Ask questions to determine a personal growth goal. Are you comfortable speaking in front of a group? Are you comfortable introducing yourself to others? Are you good at setting goals? Remind them that there are so many opportunities for personal growth when you begin a business. People discover all kind of things that they can do that they never imagined they could do.

Enriching the lives of others:

You can be a role model for your children and others in your life about goal-setting and personal growth. The additional income can

The quest for any worthwhile goal will likely involve challenges and obstacles. In growing a team, a direct seller may lament, “I don’t know enough people.” Another may question, “How will I meet people interested in my business opportunity?” Regardless of the challenge you face, identifying the concern is the first step in overcoming it. Need to meet more people? Hold more parties. Wherever you go during a typical day, there are people. Talk to everyone you meet. Some are seeking the opportunity you offer.

Step 4: Obtain the knowledge and skills you require.

In direct sales, there’s help just about everywhere. Work with your upline manager, take advantage of meetings, seminars, and conferences offered by your company, read books, and listen to audio CDs. Study others to learn the “words” that can help you share your business opportunity with others.

Step 5: Create a Plan of Action:

Once you have a goal, a deadline, have an idea of what obstacles may need to be overcome, and are working to expand your knowledge and sharpen your skills, create a plan of action. In our sponsoring example, a direct seller’s plan of action could include booking three parties a week, following up with at least five recruit prospects

matter what life throws your way, you will maintain your level of professionalism of sharing with everyone.

Thought 1- “I like what Ilene said about focusing on the other person. I saw Ilene in Kansas City last year and she told us to approach our networking like this. I used to be afraid to talk to people and now I can share my business with just about anyone!”

- Cindy S- Beauty Consultant

Tip 2- Phone Time is Fun Time

Working with kids at home is great! I found I was able to get more done with my business while doing a lot of fun activities with my kids. I would tell my kids that before we would be able to go to the pool, or Adventure World Theme Park, or wherever we were doing that day, that mommy had to make her 5 phone contacts. They would make sure that I was able to do the work so we could enjoy a fun day together. When Michael and Sammy were very young I made sure that they had a fun activity to do while I was making my calls. I made sure I made a couple calls then played with them for a little bit, then made some more calls while I gave them another Phone Time is Fun Time activity.

Thought 2- “ I have three young kids and sometimes it can get very overwhelming when I work my business. Ilene really showed me that I can work with my kids by my

provide experiences for you and others. You will improve your own self –confidence and at the same time be able to help others do the same. You will find yourself on a mission to be heart at work and never again feel that you are hard at work because you know that your profession is all about sharing and caring.

Master the language of “natural sharing” that leads to recruiting success;

Gain confidence to share without being pushy;

Understand the power of “big picture” thinking;

Kindle the fire that comes from desire;

Challenge boundaries that hold you back from your dreams;

Visualize your goals and make them happen;

Learn the words to use in a recruiting interview;

Put into practice practical tips for making callbacks;

Become motivated with thoughts of affirmation;

Replace negative thinking with positive I CAN thinking;

Discover that imagination has no limits;

Learn to work from the heart in all you do;

Gain the courage to realize

each week, or calling at least five new contacts a day.

Step 6: Grasp the Benefits.

The final step is the “pot of gold” at the end of your business “rainbow.” Plant firmly in your mind the benefits of achieving your goal. It may be increased income for yourself and your family. It could be cash to send a child to college. Having a goal is good. Realizing the benefits of achieving a goal is great. That’s the sweet reward for a job well done.



side and her Phone Time is Fun Time tips on the call just “saved my summer”
- Linda F. Kitchen
Consultant

Tip 3- Organization- Follow Up System

Being organized is as simple as deciding that you are going to keep up with a system of following up with people and making sure you are constantly getting new people to add to your database. There are many systems you can use and many of them work as long as you decide to use them!

Thought 3- “ Your follow up system that you shared with us was great. I really learned that I need to make sure I am constantly adding new leads in order to make sure I am not following up with the same people over and over again! You are fabulous”
-Catherine Belmont, CA

Tip 4- “The EconoME”

We have to acknowledge that the economy is not in the best shape. However, that does not mean that you cannot have a successful thriving business. It is all up to “YOU”! We are very fortunate that this industry that we all represent can thrive during hard times because we are in business to help people. If your business is not doing as well as you would like ask yourself, “Have I made at least 5 contacts a day?” If your answer is “no”, then I

your dreams;

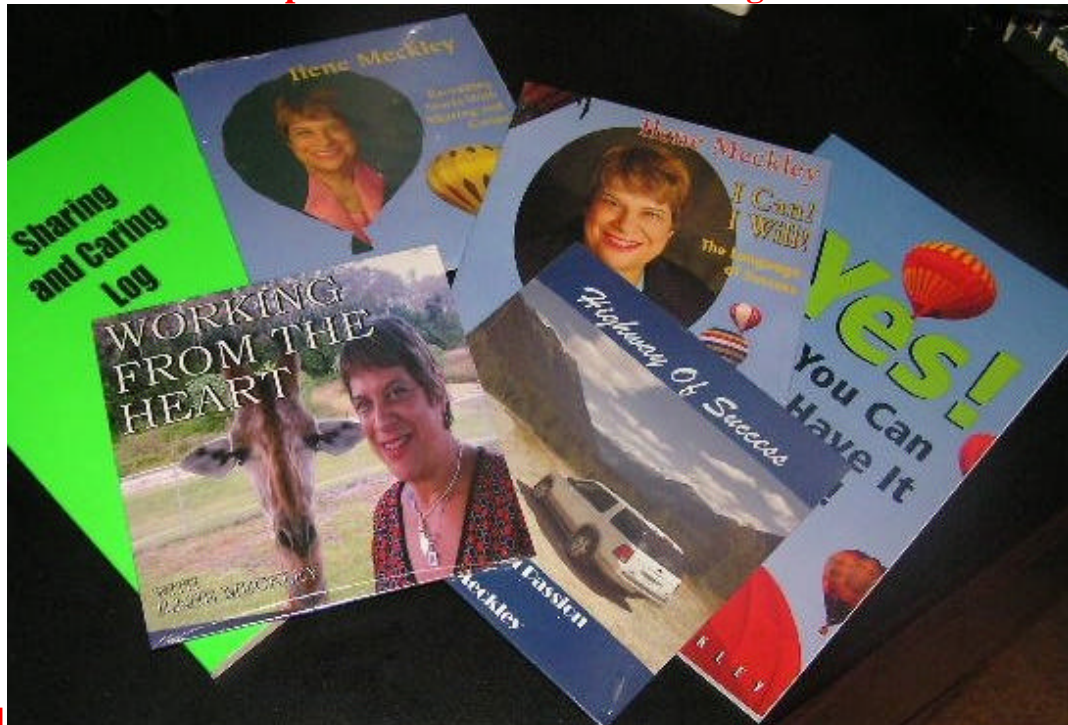
Achieve the impossible in
your direct selling business.

I hate to say this but then it is not the economy that is not working, it is you. I know that may sound a little harsh but I want you to realize that it may take contacting more people than usual to reach your goals but you can still be successful. Do not give up, work a little harder and always be a professional sharer.

Thought 4- “ This was such a wake up call for me! I loved your tips on how to paint pictures for hosting a class during the touch economy.”

- Beverly Fischer, PA

Click on the picture below to take advantage of our



special