



**The Truth About
How To Avoid**

Pitfalls

in MLM

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Your Partner In Success

Multi-Level Marketing Pitfalls

“Discover the Pitfalls & Traps in Multi-Level Marketing that You Can Avoid – Saving You TONS of Time, Money & Mistakes!”

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TABLE OF CONTENTS

Contents

Multi-Level Marketing Pitfalls.....	2
LEGAL NOTICE	2
TABLE OF CONTENTS	3
You Need To Read THIS!.....	4
What Multi-Level Marketing is NOT	5
Common MLM Pitfalls to Avoid For Newbies.....	6
Common Mistakes to Avoid For Non-Newbies	12
Other Common Mistakes to Avoid.....	17
Types of People to Avoid at All Costs.....	18
Conclusion	22
About The Author – Garry Gnapp.....	23
Testimonies.....	24
Recommended Resources	26

You Need To Read THIS!

Welcome to my book on how to avoid the pitfalls in Multi-Level Marketing.

This book is not a typical HOW TO guide. There are lots of HOW TO guides scattered throughout the Internet and many, many more HOW TO guides available from your upline and from MLM books from authors all around the world. Yet strangely many people miss out the fact that it is often EASIER NOT TO do the WRONG THINGS than learning to do the RIGHT THING.

Sounds weird?

Ironically, common sense is not common.

Remember the staggering truth is that 95% of people fail (or in other words quit) in MLM! I strongly believe that among those 95%, there are sincere, hardworking people who worked hard to make their business work, but were spending most of their time and money DOING ALL THE WRONG THINGS!

Avoiding the wrong things saves you the valuable TIME (some people in MLM do the wrong things for YEARS) so you can learn how to do the RIGHT things with the time you saved.

Is this practical stuff or just theory? Must I do the wrong things myself to prove that it is really wrong so I can feel it for REAL? Well, A mother doesn't need to go on dangerous drugs in order to prove to her child that they should AVOID dangerous drugs, do they?

Remember that in MLM, just like in real life it makes much more sense to learn from the mistakes of others. We don't have all the time in the world to make all the mistakes ourselves!

What Multi-Level Marketing is NOT

- It is NOT an **INVESTMENT PROGRAM**! Just because you invested in a business opportunity, it will forever be a business 'opportunity' and not a business if you sit and do nothing. The money doesn't grow by you becoming an associate or distributor and the more you invest doesn't mean you will necessarily earn more.
- It is NOT a **GET RICH QUICK SCHEME**! Those who make it big in MLM within a short time are the EXCEPTION. Do you have what they have? (The experience, established networks built on trust, many contacts, money) Everyone who has made it has all paid a price.
- It is NOT totally a **SALES RECRUITMENT PROGRAM**. Some like to sell. Some are salespersons but being good in sales will not make you succeed in MLM.
- It is not **MUSICAL CHAIRS**. It is never about whom gets there first, sponsor a few people then sit down and watch the group build itself while the latecomers miss out on the opportunity forever. Remember that if the downline works harder, they will eventually earn more than their uplines.
- It is not a **9-5 JOB**. In a 9-5 job, some people get away without doing any work sometimes (they still get their salary). But it is very obvious in Multi-Level Marketing that what you GIVE is what you GET.
- It is not a **CLONING MACHINE**. I am not down playing the need for uniformity and like-mind direction but remember that EVERYONE is DIFFERENT. Different people have a different personal touch when it comes to attracting people to their team. Their relationships with their prospects vary from group to group.
- It is NOT a **100 METER DASH**. It is a marathon. Business builders must pace themselves over a period of time. Going 'all out' to the point of exhaustion is just bad because it is the quality of the work that counts, not the quantity. Don't 'close the back door' or jump into the deep end without a float.
- It is DEFINITELY not a **RELIGION**. Please never ever treat your business like it is the ONLY business worth getting into ("friend, if you don't get into MY MLM and if you join others, you are not my friend"). **They are NOT losers if they don't join you!** Please don't ever, EVER do this. You will lose a lot of true friends.

Common MLM Pitfalls to Avoid For Newbies

Attempting to understand everything

If you are new to your MLM business and you sit down for days (some take weeks or even months before they make their first phone call) trying out the product, reading all the company brochures, understanding every single calculation in the compensation plan, memorizing all the names of the management in the company (I think you get the idea)...

This is a VERY SLOW way to get started in your business.

Your MLM business is like riding a bike

- (1) You don't learn to ride by reading the best manual on riding
- (2) You don't learn until the moment you start peddling
- (3) You learn by falling down
- (4) You also learn how not to fall down after falling down the first few times

Reading every single book in the industry

Most MLM companies recommend a reading list and they are very helpful for new people especially if the information is factual and informative about the MLM industry. Reading is also a very good habit to develop. But one of the major mistakes new people often make is thinking that the more books they read, the more money they are going to make! Those books are mostly self-help books or Multi-Level Marketing self-improvement.

Most newbies spend too much time reading books for a number of reasons

- (1) Overwhelmed by ignorance. Once again, attempting to understand everything before going out there
- (2) Overwhelmed by fear. The paralysis causes them to retreat to their books without meeting people

- (3) Overwhelmed by frustration. They assume that after reading their first book, if they don't achieve enough success, they get disheartened and feel the need for more self-help! They read another book. If they fail again, they will blame themselves again. Always remember: Books are subjective. It may work for the author but differently for another.

Doing the business alone during the first 90 days

Multi-Level Marketing doesn't care of if you are a CEO, entrepreneur, manager, housewife, college kid or unemployed. If you are new to the business you start from ZERO.

If you think you can earn a six figure income in 2 to 5 years time without following a proven system then you are grasping at thin air. There are people in traditional business who do make it within a few years but everybody learns from SOMEBODY and Multi-Level Marketing is no exception.

Here is an example.

There was a guy who joined my team who was an experienced businessman. He started in Multi-Level Marketing and wanted to do it his own way. Against my advice, he rented an office, hired a few staff, created a sales team and sent them out. After 3 months, and after spending a few hundred thousand dollars on capital alone, his MLM business had nothing to show.

What happened? One of the main reasons for his failure was the fact that Multi-Level Marketing is not designed to run this way. His staff or sales team will not be able to duplicate the process.

In the MLM business model there are successful upline mentors to guide you and because it is in their interests to help you, it won't cost you any money to ask for help. I would go to them like a sick man would go to a doctor instead of an architect.

Quitting your job

Multi-Level Marketing is a business like any other business. Don't get psyched into thinking that burning your bridges and giving all you've got for the next 6 months without any financial support will work.

There is an old saying that goes, *"if the only tool you have is a hammer, all your problems will look like nails"*. In Multi-Level Marketing, ANY form of financial pressure might kill your prospects because you will keep seeing them like money bags before and even after you 'get them in'.

Some seasoned networkers only 'consider' quitting their job when their income in their MLM business matches at least double their current income.

Selling the business – “Do I have a business opportunity for you”

What you do will be duplicated throughout your team – that's the way it goes!

Most people would agree that 80-90% of the population are not trained sales people.

This means that most newbies make the mistake of attempting to sell the opportunity to others (who don't want to be recruited or sold to). People are looking for solutions to their problems – therefore pitching the opportunity usually comes across to prospects as a way for the 'seller' to get their hands into their pockets.

This usually leads to:

Begging people to join

New distributors get so hung up on recruiting people that they wind up coming across as high-class beggars in suits. They pitch and sell and pitch and sell so much that friends and contacts get sick of them. Some even chase down and stalk their prospects!

Always remember that the ball is in your court. They are the ones who need the opportunity and you are HELPING them to realize this. Don't attempt to convince them. Instead, when you start helping people out of genuine concern, finding out and dealing with their problems, they will be attracted to you and they in turn will ask for your advice.

Explaining the business over the phone

The purpose of a phone call is to INVITE the prospect. If phone calls could close all the deals, no one will need to hold opportunity meetings anymore. People will just sit at home and call people in order to become millionaires.

Once your intention is very clear that you are just inviting, you will not confuse people by talking about the opportunity, product or plan. Imagine, the other person on the other side will have a chance to say no to you even after you have explained everything for an hour or so and that is one thing you want to avoid.

Telling prospects that this is not MLM or Multi-Level Marketing

Most newbies are so afraid or embarrassed when the prospects ask these ill-informed questions:

- (1) Is this MLM?
- (2) Is this one of those networking things?
- (3) Is this one of those pyramid selling scams?
- (4) Are you attempting to recruit me into one of those Direct Selling things?

Most will go, Err... Um, no its not. Yeah it's MLM but we're not really selling... hello? Hello??"

You will avoid these objections by asking a lot more questions and looking for ways that you can help a person solve their problems BEFORE you invite them to take a look at what you are doing that may be able to help solve their problems.

Never ever lie to your prospects. It reflects badly on you and people are not stupid. Either tell them it IS an MLM or Networking business (we should be proud that we are in a multi-billion dollar industry) or turn the question around by asking, "*What do you mean is it MLM*", or "*how do you feel about MLM?*" Then let him or her tell it as it is.

Remember: if you are shady about what you are doing, your prospects will think they will have to do the same as you if they join you.

Tricking their friends to an opportunity meeting

The first MLM company I joined actually trained me to keep the real intention for inviting someone round for dinner a secret and this I never felt good about! In fact, I believe that it is a strategy that has done enormous damage to our wonderful industry's reputation.

You gain nothing by hiding things from your prospects. Be open and proud of what you are doing! You sponsor people using CONFIDENCE, not trickery.

Telling everyone what their income is

I wouldn't answer this question at all. Why would anyone go around telling others how much money they are making in their JOB? Would you find it insulting if someone asks you what your income is in your business?

If people realize the audacity about asking one's salary in work or business, shouldn't the same apply in Multi-Level Marketing as well?

Most networkers usually go around attempting to prove their worth to others so they hope by parading how much they are making, they hope to 'gain' others. A successful networker radiates leadership and confidence so most people won't ask them how much they are making. It's all about posture.

Not being themselves

If your company is worth joining it won't be long before you meet a very successful leader. Avoid the pitfall of thinking that you will have to be just like them in order to succeed. You don't!

One of the great things about the MLM industry is that it accommodates all types of personality and background and favours none.

BE YOURSELF! Don't attempt to be someone you are not.

Never calling on upline support

Business duplicates. If you don't call your upline for support, do you think your team members will call you? Anyone upline will be happy to help you and trust me, when it happens, you will be very happy to receive calls from your new team members because it means business is growing for them and for you as well.

Emotional Attachment

Don't take it too hard up when a prospect says NO to joining you in your business. It is easier said than done because no-one likes rejection but we must realize that MLM is just like any business – mixing emotions with it is a recipe for disaster.

When a prospect says NO, we must not take it personally because most of the time they are saying no to the opportunity and not YOU. They might not believe in themselves or they might have things on their mind and at this moment it's just not the right time. They might say YES in the future so don't dissolve friendships just because they don't join you.

The worst thing can happen is that you start feeling sorry for yourself and brood or complain about the business. If you let the NOs sap your excitement, it creates a domino effect which will kill your business for good.

Using the product before selling it

One of the favorite excuses of lazy distributors is, "I haven't used the product long enough therefore I can't start my business yet!"

Of course, it is essential to use your own products so you can have good testimonials and are convinced yourself but you don't have to wait until you experience life changing results yourself before you get started.

If you are recommending a good product, its quality will speak for itself, especially when there is a demand for what your product can do.

Common Mistakes to Avoid For Non-Newbies

Passing negativity downline

NEVER EVER PASS NEGATIVITY DOWNLINE!

UNDER ANY CIRCUMSTANCES!

LEADERS MUST NEVER MAKE THIS MISTAKE!

I don't care if you had a really bad day or your team member is your best friend since high school. When people join a business, they don't join an opportunity, they join YOU! It means they believe in you and see you as some kind of leader. If you pass negativity down, they will lose their confidence in you and your business will be destroyed when they do the same to THEIR team.

When you have negative experiences or challenges, TAKE IT UPLINE. Never down.

Spending more than you can sustain

If you are a leader with a large organisation in different states around the country or world even, you could exhaust yourself doing meetings and rallies everywhere. You may be making a 5 or 6 figure income, but always be careful.

I had a keen new team member who had people in another state asking him to do a presentation in their city. His people promised that they would bring more than 50 new prospects and so, wanting to create a good impression, he rented a big hotel conference room for a few thousand dollars. But when the actual day came, only 5 turned up and only 1 joined. The trip was a total disaster and cost him a bomb he couldn't afford!

Another big mistake is spending all the money you earn on new cars and houses. But what happens if your network is not stable? There may be many leaders in your team but you never know what might happen the next day. Leaders can join other companies, they might get sick or even die! Then how are you going to pay for your new house, car or that new yacht you bought? Never spend too much. Always save for a rainy day.

Reinventing the Wheel

Many seasoned networkers make the mistake of reinventing the wheel. If your company has been established for many years or has even tapped the international market, it is crucial you follow their system as it is in line with the company's direction and is a time-tested business building system.

Don't reinvent the wheel. If you do, your downline may not duplicate and it will spell trouble!

Would You Leave Your Baby at home alone?

Of course not. The funny thing is, new teams are like newborn babies!

A newborn baby, if not taken care of, will be a target for germs (negative energy, rejection, feeling emotionally down in the business), kidnapping (head-hunted by other companies because they are not armed with the right information), and will cry a lot (they will whine to the upline when problems come).

Your new team members require your attention especially in the first few months when they are most vulnerable.

I won't give up versus the definition of insanity

It is very important NOT TO GIVE UP. But on the other hand, if I have a team member whose isn't succeeding - what are they doing about it? The definition of insanity is DOING THE SAME THING OVER AND OVER AGAIN EXPECTING A DIFFERENT RESULT!

There are people who just refuse to make a change in their lives in order to reach their goals. They change too slowly and keep doing the same things over and over again. If I didn't have a conscience, I could keep on telling them, *"Don't worry, you are doing fine. Don't pressure yourself. You are getting there, don't give up and keep on keeping on..."*, or I could tell them the truth and say, *"Look, you're not making money here, either you get teachable and change how you are doing things or consider doing something else. We have no room in our team for people not willing to change."* Having numbers means nothing if your people are not making money and are not growing.

If I scratch your back, will you scratch mine?

What if your colleague or associate who is in another MLM asks you to join them? There are times when people get so desperate for business, they go to other opportunity meetings of other companies in an attempt to recruit new blood. This may be a good way to meet new people to expand your network, but... most people will pitch their opportunity to you and will only oblige you mostly in an attempt to gain your friendship and recruit you instead.

The worst thing that can happen is spending a lot of money on joining fees of other companies and not getting a single one of them in yours.

You may scratch someone else's back, but they will not necessarily scratch yours. Don't play tug-of-war.

Ambiguous advertising

PART-TIMER WANTED GOOD SALARY WITH BONUS NO EXPERIENCE NECESSARY! FLEXIBLE HOURS!
--

If you saw this ad, what would you think it was offering?

If I see these kinds of ads in the newspaper or online, I would be deceived into thinking someone is offering me a JOB. The expectations would be unclear and the person invited would not have a clear intention when he arrives for the 'interview' only to find out it is a business opportunity not a job..

Another problem with advertising:

Unless you have a low cost, high moving retail product that can generate quick cash for distributors, do not advertise. Some new people burn themselves out of their MLM businesses with advertising expenses. So it is very important to train your new downline with low cost methods or your attrition rate will be rather alarming. MLM relies on word-of-mouth recommendation and relationship marketing - NOT conventional advertising.

Not keeping the business simple

Seasoned networkers might have been in the MLM industry for a long time and may even know the compensation plan better than the company themselves!

You may understand the intricacies of the business but a new prospect might get too confused if you give them information overload!

Normally, for a new distributor, things must be kept so simple for them that they will believe that anybody can do this business! If you bog them down with too many details, they will sit down and think too much.

Too much analysis will lead to paralysis of the mind.

Remember: A downline team member's effectiveness is usually less than yours. If what you are doing cannot be easily duplicated, it becomes even less so as it goes down through your organisation.

Attempting to turn ducks into eagles

What do ducks do? They quack.

What do eagles do? They soar.

What happens when you attempt to make a duck soar? They fall flat on the ground and they quack louder!

Sad to say, not but not all your team members are like eagles. We all wish they were and many people spend far too much time with ducks attempting to turn them into eagles. They quack too much and everyone becomes ducks in the end (such as quacking about the problems they perceive, blaming the product and the company for their lack of success and spreading negativity all around).

Personally, I would rather have eagles in my team so all of us can soar together.

No half way (plane taking off)

There is no such thing earning a mediocre income in Multi-Level Marketing or MLM.

If someone says, I would be happy to earn a few hundred bucks a month, they will most likely make a half-hearted effort. They never achieve enough momentum to get to ANY worthwhile income. You either go all the way, or no way at all.

Allow me to illustrate.

When a plane takes off, it needs a certain momentum to get off the ground. Lets say if we need about 150 miles per hour to take off, we must exceed that speed or else we are not flying anywhere. The plane won't take off at 140, 145 or even 149!

Just like in Multi-Level Marketing, only by producing top-notch effort, will outstanding results (often better than expected) occur.

No such thing as total retirement

Contrary to popular belief, in Multi-Level Marketing there is no such thing as total retirement.

If YOU stop building and supporting at the deepest levels of your organization, they may start dying off one by one. The attrition will make its way up until even your most trusted leaders might quit themselves (out of frustration, lack of support or loss of income) and you will be the only one left.

Even people who have built groups of tens of thousands can lose them very quickly if they are not careful. Unstable companies or change of management can happen but with sound leadership, your people will follow YOU no matter which company you go to. Just make sure you take care of your leaders and especially all your new people. You can't just leave the fate of your babies to your other slightly older babies. If you want people to keep following you then you will have to continue to lead.

Your MLM business is your business and it is your responsibility to get and keep your group moving.

Other Common Mistakes to Avoid

You MUST work closely with your upline. *‘But, I don’t want to bother them. They are so busy with their huge team. They are making huge income. I am not worthy to speak to them’* – WRONG! Don’t be afraid to call your upline! You don’t have to worship them - they are there to HELP YOU. The fact that they are earning money from your group’s efforts gives you the RIGHT to request their help!

- Your Upline is NOT your BOSS.
- Good, sincere upline support is always there to help you and guide you. You won’t find many bossy people succeeding in MLM, it just doesn’t work! The norm in MLM is that there will always be someone who is willing and able to help you to succeed. That person may not always be obvious but just keep going upline until you find them.
- We are in business for OURSELVES but NOT BY OURSELVES. If your upline calls you, motivates, encourages and helps you, YOU ARE ONE LUCKY PERSON! Often if they are a leader they WILL be busy with the people who are asking for help. I like to say “it’s the squeaky wheels that get the oil”
- Uplines are not OUT TO GET YOU, so don’t avoid them – if you do it is YOUR LOSS.

Another key point to remember about approaching your prospects

THE HEALTHY DO NOT NEED A DOCTOR – IT IS THE SICK WHO DO!

Everyone is ‘sick’ in a certain way and they will look for medicine to solve their problems. Ever seen a doctor hard-selling medicine? No, the patients beg the doctor to CURE them. The patients are looking for a solution and the doctor doesn’t sell them, he gives advice and prescribes.

Don’t BEG!

Don’t say, “Come and listen to my opportunity, I’ll buy you a drink.” You spend 2 hours explaining to your opportunity to them and in the end they didn’t join you. Why?

How do you prescribe medicine to their sickness? First EXPOSE their sickness, generate interest in your ‘medicine’ and HELP THEM by UNDERSTANDING their needs.

Types of People to Avoid at All Costs

People who Pressure with Unrealistically High Entry Fees

Strictly speaking, unless you can afford it and you love the products, you must avoid people who unnecessarily pressure you into high inventory loading or front end loading as it is sometimes called. Your sponsor might be going for the quick sale and that can happen as an 'upgrade' even after you have joined as an associate.

Of course, you may get a higher profit margin if you buy more products, but you have to consider whether your prospects are willing to do the same thing. Maybe they just want to be customers. Not all will come in at the most expensive entry level.

Hardcore MLM Junkies

Some MLM junkies are only in it for fast money and you will find it hard to locate your upline if they suddenly jump off to the next 'smoking hot' opportunity.

Normally, an MLM junkie will join a company after he or she gets really hyped up by the opportunity meeting. They will be on fire for a while before they lose steam and die a natural death. The root cause of the problem could be running into difficulties in their business and when they can't handle the struggles, they find reasons to leave and join another company because it is 'better' or because their upline 'is better'.

The main reason why I would hesitate to have an MLM junkie join my team would be seeing them all hyped up about one opportunity and later on they will ask me (and worse still, other people they have met in my team) to join another business and give me all the reasons why their new business is better.

We must keep in mind that often, it is more about solving the struggles within ourselves, than it is about solving problems within our business!

The Energy Sucker

This energy sucker will suck your positive energy dry and frustrate you with all their problems like the pain of their rejections, complaining about the company, the team, the staff or even the products. If you are not careful, they will pass that negative energy to others in your team and they might even get them to quit.

The Over Talker

These people are not bad people in and of themselves. They are often great crowd pleasers and when you ask them to share testimonials or goal setting; they would be the first to give a rousing speech.

The problem comes when all they do is talk, tag along and give all kinds of excuses to justify their poor results. You can't depend on them but yet you can't turn them away because they seem so sincere and have become one with the team.

One of the best ways to deal with them, since they like all the attention, is to get them to bring their friends to home parties, tours or conferences or any events organized by the company that will give them lots of fun. They will forget that they are doing 'work' while you build your relationship with their prospects. Do your best to show them how the best results come from asking questions and LISTENING to the answers

Mr. or Ms. Know-it-all and Heard It All Before

These are people who are very good analyzers and attend all the trainings and meetings. They write down every bit of information but also don't bring the results.

Because they are know-alls, they will give you a hard time when you are attempting to educate them or help them to success.

They will not attend trainings with open minds because they will go, *"ah, I've heard this before. They are not teaching me anything new here."* They will even start criticizing the speaker in their mind.

Training MUST be attended repeatedly so our skills can be updated and reinforced. These groups of people would most probably be making little money in their network despite their large storehouse of knowledge and information.

The Negotiator

When you approach someone with your opportunity and they attempt to sell you something else at the same time, you might be facing a hard time if that person is adamant on selling you their wares or if they are just plain stubborn.

Not that you must avoid every single negotiator, but bear in mind that these people are very calculating and will only join your network if their price is met. Then they might start pinching lines from your network and you will find that your people have gone over to the 'other side'. Afterwards, it would be too late for you to remove that spy within your midst.

The Crossline Snake

These people are the biggest poison in the networking industry. They will do **WHATEVER IT TAKES** to recruit people into their network. Even if it means using unethical methods just to get them.

If, like me, you are lucky enough to be part of a highly ethical company that has managed to create an environment of trust and unity amongst all and has policies and procedures in place to prevent it, this tends to happen much less.

But trust me, they are around, they can't help themselves so it is good policy to be aware!

Some of the tactics include high-pressure hard selling, friendship blackmail and even worse: whole line pinching.

Be very careful of these people when they are talking to YOUR prospects. They will appear friendly and helpful, sharing with your prospects and welcoming them to the team, and the next thing you know it, they wind up in THEIR team.

They might even pick at your own existing team and entice them to get into other MLMs that they are already a part of. That's why they are called 'snakes'.

And whatever you do – DONT BE ONE!

Even though the Direct Selling Industry is huge, we have barely scratched the surface and there are so many new people out there looking for what we have that there really is no need to poach from others.

The Sloth

These people will act just like a sloth. Doing nothing! They join MLM companies NOT for the business opportunity, instead they purchase 'HOPE'.

Surprise Surprise! MLM requires work! It's NetWORK Marketing.

They will expect you to do all the network building for them, they may even attend all the meetings, rallies, home parties, reading all the books and listening to the CDs.

But there is one thing that he or she won't do.

He or she will NOT SEE THE PEOPLE. They won't talk to anyone and all the 'work' they have done in the business amounts to nothing just because they are too lazy or frightened to attract the people necessary to effectively create a growing team.

Conclusion

Here are some quotes that will summarize the entire book. Good luck with all your future MLM success and I hope this book will make that road to success much shorter. And always remember, "*I might as well learn from the mistakes of others, because I won't live long enough to make them all myself!*"

Even more inspirational quotes:

An error doesn't become a mistake until you refuse to correct it.

Orlando A. Battisa

Experience is the name everyone gives to his mistakes.

Elbert Hubbard

The greatest mistake we can make is living in constant fear that we will make one.

John Maxwell

The man who makes no mistakes does not usually make anything.

William Connor Magee

A man who never makes a mistake always takes orders from one who does.

Anonymous

Remember your past mistakes just long enough to profit from them.

Dan McKinnon

All the best

Garry Gnapp

About The Author – Garry Gnapp



Garry has an extensive business background with an Honours Degree in Business & Marketing. He has run his own successful, award winning Marketing Business for 35 years.

Garry has been a Qualified and active Skydiving Instructor since 1979. He has represented both Great Britain and Australia at World class level. He is a highly qualified Skydiving Instructor and Cameraman with over 10,000 freefall descents.

Over the last twenty years he has been very successful in the Network Marketing Industry. During this time he has gained an enormous amount of knowledge about the amazing but very misunderstood MLM industry.

Today Garry resides 'off the grid' with his wife, Sue, on their beautiful sustainable property in the Northern Rivers Area of NSW in Australia. He spends his time helping people in the business of Network Marketing to prosper, balance their lives and live more abundantly.

His passion is passing on what he has learned in order to help people reach their own goals in life. He is now involved in team development, motivational presentations, natural health and longevity seminars and Marketing.

Garry is an expert in the area of Attraction Marketing and loves to pass on his proven strategies and advice to others seeking to achieve their own dream lifestyle in the MLM industry.

Testimonies

“Over the years since Garry has been instrumental and generous in supporting me and my business team in a mentoring capacity, always being available to support us towards achieving our goals along the road to success.

Always ready to help another, Garry has built a global network marketing business which continues from success to success, all based on the adage, ‘that for him to succeed he must first help us to succeed’ – the true art of giving!

Last but not least he has become a sincere and trustworthy friend and is excellent company to be around.”

**Cheers Garry,
Bridget Allen**

“After several bad experiences in business I was losing hope. Garry has gone beyond my wildest expectations as a mentor and coach. His integrity and willingness to share his knowledge and experience is not often found in today's dog eat dog world.

I strongly recommend anybody to do what I have done and ASK him for help - then soak up Garry's enthusiasm and knowledge so you can live life on your own terms like he does.”

**Many thanks Garry.
Geoff Barker**

"I first met Garry Gnapp at a local business breakfast meet up. I went there to showcase a new product I had imported. Little did I know on that fateful day that meeting him would change my life.

Garry became my mentor.

Garry saw something in me that I didn't know was there and over the years he has encouraged me to be the best version of myself that I could possibly be. Just quietly I call him my fearless leader, because he is certainly fearless and a great leader, bringing out the best in everyone.

He shows people how it's done. Leading by example. For anyone thinking of working with Garry I say to you.....go for it. You have nothing to lose and everything to gain. One thing I can guarantee, Garry will be there right there beside you all the way.

P.S As well as helping with my business he also helped me lose 42 KGs ! I've never felt better!"

Peta Hughes

"Garry Gnapp has been a massive influence in guiding me through my business planning. I have gained great insight in to what it takes to succeed and place Garry's advice in very high regard. His unique knowledge of running a business is backed up with his genuine attitude to helping people. When he says he'll call or get something done, he will, and in today's ever more competitive market, it's good to know you have someone reliable on your side. I hope to continue working with Garry for many years to come."

Richard Prescott

"Garry Gnapp is indeed a man on a mission. He is about helping people and this comes through in everything he says and does. I have found Garry to be relatable, supportive, knowledgeable and professional. He is a man of integrity and has an incredible amount of knowledge which he so readily shares with others. I am very glad to have met Garry and I appreciate the opportunity he has extended to me, which is improving both my health and my wealth."

Ainsley Shepherd

Recommended Resources

Looking for more great MLM Tips and Strategies?

Be sure to subscribe to my MLM High Flyer Bulletin at:

<https://MLMPro.ActivateSolutions.net>

I appreciate that you may have already found an MLM company that you love and if you have, that's great. I can promise you that if you take action and apply what you learn, you stand a much greater chance of succeeding in the MLM Industry, and I will help you in every way I can to help you succeed with your chosen MLM company.

However, I have found that many people who visit my website have not yet found an MLM home. Every day I meet people who are floundering, many who have joined multiple companies in the hope that one will just take off and make them rich.

If this is you then I warmly invite you to investigate joining my Global Team.

I believe one of the reasons behind my success, is that I have learned to be very selective about who I work with, so no promises, but if you haven't found the right team and company to partner with, feel free to contact me.

I have found we can save a lot of time by conducting a short telephone interview to establish whether there is a good fit between what you may be looking for and what I have to offer. If we agree that there is a good fit then I can direct you to the next stage in our system. There is no obligation on either party.

So, if you are still looking for an MLM business that really works, contact me to arrange a suitable appointment for a chat. We will need around 15 minutes.

Please email me garry@ActivateSolutions.net to arrange a convenient time.