



***100 Million Dollar
Network Marketing Nuts \$ Bolts
from Jan Ruhe***

Here are some of my secrets that you can use to help you in your Network Marketing business. Review these secrets to find out if you have any weaknesses and ways to improve your performance. I hope these FREE secrets will be helpful to you in finding areas you need to improve to be more successful in your Network Marketing business.

Whenever you are feeling like you are not working your business properly or you are in a rut, review this list and find out what you might need to focus on. This list has helped me immensely. I am sure that it can help you too.

- 1. Appreciate the opportunity, always.**
- 2. Associate with positive speaking people, and of top earners. Birds of a feather, flock together, beware.**
- 3. Attend seminars of those living the lifestyle you want.**
- 4. Be a good listener, God gave you 2 ears and one mouth, do the math.**
- 5. Be careful of company personnel who want you to honor them when they have not done what you have done. Respect doesn't come with the title some boss gives to the employee; the employee has to earn respect. A company employee gets paid from your efforts. Just because they have a title means nothing unless they have the experience and certainly have never been a quitter themselves.**
- 6. Be careful to whom you let teach you. Be very careful.**
- 7. Be enthusiastic.**
- 8. Be patient. Be willing to put forth effort so that you can earn the big money.**
- 9. Be so busy giving recognition that you don't need it.**
- 10. Be very careful whom you choose as friends.**
- 11. Believe in and use your products.**
- 12. Believe that "if it is to be, it's up to me."**
- 13. Believe that "if not now, then when, if not me, then who?"**
- 14. Beware of the some people, their cheap shots, their criticism and don't let them inconvenience you for one second of your life. Do not take any negatives from their criticism inside of you; let it go. Bless and release easily the silly people easily, unless they have accomplished what you have accomplished or more, they normally make a lot of noise and are unworthy of one second of your lifetime.**



15. Bless and release as quickly as possible all those who don't lead or follow you. Wash your hands of them completely; throw out photos, mementos, everything about them as soon as possible. What they have given you is clutter when you bless and release them. Get rid of it all. When people go their own path, move forward, there are lots and lots of people out there who will want your leadership. Those that don't, just say "oh well!" and let go! Fast!
16. Care about the needs of the successline. Run contests; put money earned on the team back into luncheons, rooms at convention, parties in suites, gifts and surprises.
17. Cherish the books, tapes and relationships with your teachers and those who have mentored you through the years. Protect their image and their name and never be the one who said unkind things about them. Shame on you if you do.
18. Continue to learn from the Masters. Always be the student.
19. Depend on no one to build your successline. Use personal effort.
20. Distribute professional copies of information.
21. Do not be easily influenced by negative comments from family members, relatives, distributors, employees and friends. Listen to the positive side.
22. Don't blame your home office, the products, the comp plan, or the lack of support from the company for what needs to be done to succeed. Realize that if other people have succeeded under similar circumstances and that it's doable for you.
23. Do not treat Home Office as your employer. They aren't.
24. Do not waste time going to insignificant seminars taught by people whose ego needs to be witty up in front of the room. Do not waste lifetime. Learn from those who are living the lifestyle you want.
25. Don't shrink your dreams to match your income, expand your income to match your dreams.
26. Don't strive for recognition from your home office. They are employees and most employees have no clue how to give sincere well-deserved recognition. Give up your expectation that they will recognize you in the manner you expect.
27. Drive a clean car.
28. Follow up on prospects and customers. Care.
29. For you to get what you want, you must help others get what they want.
30. Get and stay committed.
31. Get organized, less is more.
32. Handle distributor complaints. Those who gossip, bless and release as fast as you can.
33. Have a plan, plan to work and work the plan.
34. Have a professional appearance.
35. Have answering machine on at all times. Be reached easily.
36. Have energy.
37. Have high expectations of yourself.



38. Have integrity, don't misrepresent yourself as the contact for a sale if someone else has the contact, do what's right.
39. Have no need to stand up and speak and train to whoever will listen to you if you have little to no results yourself. Your activity will either expose you or promote you.
40. Home office employees come and go, it's not worth building what you think is a long term personal relationship thinking that they are going to play you as a favorite forever.
41. How do you wish to be remembered?
42. Invest in a few great clothes; throw away all old outdated clothes.
43. It's always too soon to quit.most distributors quit in first 90 days instead of giving the business one year. Jan Ruhe stuck with it over 7,665 days, keep going.
44. Keep agreements and appointments, don't be late, and be on time. It's rude to be late, no excuses.
45. Keep family highest priority.
46. Keep high expectations for the high effort put out.
47. Keep records.
48. Keep your self-esteem. The critics are just doing their job on earth, criticizing. Don't let anyone hurt you, zip yourself up in a positive attitude bag!
49. Keep your sense of humor.
50. Laugh all the way to the bank.
51. Let only the people who have mastered the business who are at the top teach you.
52. Make new friends, keep the old, one is silver and the other is gold.
53. Make suggestions/proposals to the decision-makers only.
54. MIN= Most important now, is what you are doing right now the most important thing you should be doing?
55. Never be resentful of the upline's earnings. The losers stop producing to prevent upline from receiving the bonuses on production. This is so self-defeating. The pro upline continues earning no matter what and understands they just go to the bank. Go wide so you won't have one leg try to block income. Remember, what goes around always always always comes around!
56. Never say anything unkind about your sponsor. Jan Ruhe never has, never will, not once, not ever.
57. No badmouthing of other companies.
58. No guts, no glory. Have guts.
59. No involvement in Chain Letters, illegal pyramids, emails that use scriptures to support those who are hypocrites who use their faith to justify their lack of success, or any other scheme.
60. Not one single moment can be spent in regret.
61. Pass timely information to the successline immediately. No blocking of information from your Upline. Unprofessional.
62. Plan to succeed.



63. Practice, drill and rehearse your presentation.
64. Promote events where there are people who are loyal to you and have not taken from you and then stabbed you in the back.
65. Promote events where there are successful people building Network Marketing businesses, improving their sales skills.
66. Read and keep up with the latest happenings in the industry.
67. Recognize and praise successline achievers.
68. Remember that you are an independent contractor, not an employee. Do not permit your company to treat you as an employee for one second. Do not expect employee benefits.
69. Remember that you don't have to punish anyone, karma will get them, give up the need to punish.
70. Return all calls promptly. Be professional about returning phone calls. Only the unprofessional do not return phone calls.
71. Review this list often.
72. Reward top recruiters with people in their successline of those who are loyal to you.
73. Shine your light on the people who want it, go to the bank on the people who don't.
74. Smile as people succeed who you have helped by giving them people in their successlines as you watch them take all the credit. Understand their lack of appreciation and integrity and not be bitter about it.
75. Spend a lot of time with people. We are in the people business.
76. Sponsor people to help you to learn HOW to become a top producer yourself. It's better to be sponsored by a top producer than to sponsor one. That way you can learn HOW a TOP PRODUCER achieves. Mentioning that your sponsor is a TOP PRODUCER is a great recruiting tool!
77. Stand on principle. Don't care if people think you are unreasonable. What they think of you is none of your business. Stay clear on principle.
78. Stay in communication via email with your leaders on a regular basis.
79. Stay informed on HOW to succeed in Network Marketing. Keep your interest in learning.
80. Stay serious about building leaders and making them successful.
81. Strive to do your best.
82. SWSWSWnext Sw= some will, some won't, so what, who's next, someone is waiting.
83. Take action, it's up to you to promote leaders and make them successful.
84. Take action. Activity breeds productivity.
85. *Take charge*, people who "*take care*" never get anywhere.
86. Take massive action. Reap the rewards of the Successline's efforts by working and staying committed to the leadership of the team.
87. Take personal responsibility for success.
88. Take risks.



89. Take time for yourself. Go to spas, take time to play.
90. There are excuses why people fail; there are reasons why people succeed.
91. There can be no time wasted on the whiners and complainers. They will sap your energy. Remember, that is their role in life.
92. Think for yourself.
93. Turn deaf ear to those who get involved with rumors. Check out the facts. People who believe the gossips are gullible to listen to a person who is unfit who only presents one side of a situation. Check out the facts.
94. Use your own products, be proud of the products, and give them as gifts.
95. Welcome no clutter into your life.
96. When someone has no leaders or only 1 or 2 under them, why listen to them about building a business, why would anyone ever want to follow that person? Beats me.
97. When the student is ready, the teacher appears. Focus on those students who are ready for your teaching.
98. Work the business daily.
99. Work with those who want your leadership and let go totally and completely of those who don't.
100. Write down goals. Know what you want out of life. Get a direction or some dreams. Don't be confused and lost.

If you found these to be helpful then you will want to get MLM Nuts \$ Bolts and Fire Up! books and tapes by Jan Ruhe. Feed your mind!
www.janruhe.com