

A Newsletter for our Life Force International Community

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**WE ARE
WINNERS**

We Are Winners!!

Christine Olsen's group was a large contingent who enjoyed the Australian Life Force Conference in February. We all had a truly AWESOME time, both here and at the Life Force Conference in New Zealand a few weeks later. The feedback from both has been really uplifting, with people leaving there inspired, excited, and most importantly, moved to action. It has been a wonderfully rewarding and fun time, and as always, such a joy to be together again as a "family." A huge thank you to everyone who put in so much energy and effort to have these events be impeccable! What an awesome team we have!!

Here is one of the testimonials from a participant..."It was for me an exceptional experience to share some time with you over the last weekend. I have had a sense of deepening my values, commitment and boundaries over the last week. I feel fully empowered and ready to share this experience with whoever chooses to come along. My sense of business has become more alive for me since our meeting and my clarity about where I am to go with this is evident more than ever. Like a flower unfolding I am witness to the power that lies within us all..."

Jenny Cummins



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Building Your Business

Here is our fourth installment of looking at each of the steps in the *10 Step Pattern for Success* to help you become a stronger, more effective leader and coach.

Step 4 - Put Together a Business Plan

Many new networkers treat their new businesses as hobbies. They come home from their other work, spend time with the family, watch TV, and then if they have time to get to their networking business they do. If not, they simply put it aside to be pursued on another day. This strategy is perfectly fine for a hobby, such as golf or knitting. It is NOT an acceptable strategy for someone looking to build a successful business.

I have had the honor of meeting some of the top people in Network Marketing, people who come from all walks of life. What these people have in common is that they started with a company, worked hard for a few years to build a network of team members, and now are reaping the rewards for their efforts.....and every one of them put together a plan for their goals and worked that plan!

If you want the freedom this industry offers, you must see this as the business that it is, and treat it as a business. Imagine going for an interview for a job and the person interviewing you says to you, "The freedom available in this job is about more than just "free time." It's the kind of freedom that opens the door to a whole world of possibilities. It's the freedom to achieve without limitations and glass ceilings, the freedom to live where you want, move when you want and retire when you see fit. All you have to do is create a plan of when you are going to work and then do it. You have the freedom to create your own work hours, and change those hours as needed. " Would you do it?..... That is exactly what is being offered here!!

Putting together a business plan actually CREATES freedom for you, because it puts a boundary around your working hours. Outside of those hours you can then do the other things that make up your life without feeling guilty or pressured. However, don't fall into the trap of using those hours unproductively. Those hours you have put on your business plan are the hours that you are actually engaging with another human being about Life Force. They are not hours that you use to look up the Life Force website, or listen to a conference call. They are the hours that you are doing ONLY 2 things - either showing the plan, or following up.

Nobody has to be a professional to be a successful networker. What it takes is a burning desire to change the way things are, coupled with a willingness to be coachable and follow the system and then DO WHAT IT TAKES. The secret of the people who are successful in networking lies simply in their tenacious adherence to what they have committed to do.

The Best Personal Development Program on the Planet!

What I believe stops most people from being successful in our industry is not lack of money or time; it is what is happening on the inside - fear and doubt. If you add to that a few skeptical family members, you have a recipe for.....what? Not necessarily disaster. Think again. In reality it is a recipe for whatever you want to create. It could even be a recipe for huge success! The truth is these very obstacles may come to serve you as the life lessons that ultimately lead to your personal success. It's called stepping outside your comfort zone.

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Your comfort zone contains all the activities, beliefs and thoughts that you already know so well. It includes your identity (how you see yourself) as well as how others have learned to define you. An imaginary barrier surrounds these familiar activities and identities. It is a barrier far more impenetrable than any man-made material could ever be. It is composed of your fears and doubts...especially of the unknown. These are fears and doubts that you may have convinced yourself, even unconsciously, cannot be breached.

However, because you have created them, you can also un-create them. Whenever you venture outside your comfort zone to try something new, you make yourself vulnerable to the uncomfortable effects of fear and doubt. Paradoxically, it is only by becoming comfortable with the uncomfortable that you can reach your full potential.

When you make this choice, you step onto a path that requires a passion for personal development or growth. You say "Yes" to being willing to take risks for what you believe in, and to risk failing until you succeed. In reality, everyone's success is earned through a number of different strands - personal effort, action, good mentoring, a willingness to overcome obstacles (both internal and external), and a willingness to keep stretching outside one's comfort zone. And I can hear you saying "What about those people who seem to "get lucky," like the big hitters who come in and get to the top of the comp plan in a matter of months? Well, guess what?...they've developed those skills somewhere along the way.

There seem to be two parts to this personal development thing. The first is adding new skills and attributes. The second looks more like erosion - the wearing away of that which no longer works. It is the wearing away of the rough edges, to discover the masterpiece that exists within the unfinished creation.

If you're feeling a little on edge doing this network marketing business, that's a good thing. Most people won't find big personal success living within their comfort zone. Success demands that you stretch yourself beyond what is familiar and into what is new or unknown. When you dare to create a compelling vision of an ideal future, full of all you can imagine and define as successful for you, you have already taken the first step. Is it easy to go forward from there? No. Is it rewarding? Beyond anything you can imagine! It is easy to wish the process were easier. But if it were, the rewards would not be as great. Because the rewards are potentially enormous, the challenges we face are necessary for us to become what we need to be, in order to have that in our lives.

What if you get stuck along the way??? The only way out is action! Productive actions that put you outside of your comfort zone will assure your success. Act, adjust, and act again - quickly. Find a mentor who consistently gets results, and be willing to be coached. Understand that for most adults, trying something new and making mistakes is very difficult, uncomfortable and unglamorous! Yet it is a sure model for success.

So if you're feeling discouraged, stressed-out, filled with fear and doubt, you can stand up and shout "I have the courage to face change and create real success in my life now!"

