

A Newsletter for our Life Force International Community

February 2005 - Volume 2, Number 2

**WE ARE
WINNERS**



We Are Winners!!

Here is a photo of us with some of the New Zealand leaders at the wonderfully successful Life Force gathering in Rotorua, New Zealand. A very powerful time was experienced by those who attended the 5-day residential event in January. Most people have said they experienced a very deep sense of community and a whole new level of connection with the greater Life Force team, as well as coming away with much-renewed passion and inspiration to build their business. A thousand thanks to the awesome trio, Fiona, Sherryll and Ken, who spent much time and energy organizing the whole event, and who are STILL wrapping up some of the details. Your dedication and service to us all created the container for such an amazing event to occur.

Building Your Business

Now it is time to find out how serious you really are about your new business! The following questionnaire was designed to help you and your sponsor “take inventory” on where you are right now and how motivated and committed you are to build your business. You will find a point system at the end of this report which will give you a final score. Also included is a chart to look up your score with recommendations to further your chances of success. **DO NOT** look at the point scale before answering the questions. That nullifies your results and defeats the purpose of this questionnaire.

It is imperative that you answer each of these questions with **total honesty**. If you don't you are only cheating yourself and your own chances of success. This questionnaire is a powerful tool. It will help you determine where you are right now, and what you need to work on in order to succeed. You can also use it to determine how serious your new members are when they join your success team (feel free to make copies of this).

Questionnaire for Launching Your New Network Marketing Business

1. Have you ever owned your own business? _____
2. Have you ever been seriously involved in network marketing as a business part-time?

3. Have you ever been seriously involved in network marketing as a business full-time?

Continued Pg 2

A Newsletter for our Life Force International Community

Page 2

Questionnaire Continued

4. What is the largest commission check you ever received from a network marketing company?
\$ _____
5. How many years ago was this check received? _____
6. If you found the PERFECT network marketing business, what is a totally believable goal for you to achieve in monthly residual income from your business in the first six months? _____
7. If you found the PERFECT network marketing business, how much money would you consider investing to launch your business in the first 60 days (or if you have recently started, in the next 60 days)?
A- under \$100 B-\$100 to \$400 C- \$400 to \$800 D- \$800 to \$1,500 E- over \$1,500
8. How much money would you absolutely, realistically be able to invest in your business in the first 60 days?
A- under \$100 B-\$100 to \$400 C- \$400 to \$800 D- \$800 to \$1,500 E- over \$1,500
9. Rank these ten network marketing benefits/advantages from 1 to 10 in order of what is most important to you (with #1 being the most important):
 - ___ Tax advantages
 - ___ Long-term residual income
 - ___ Meeting positive, fun people
 - ___ Providing valuable, life-changing products
 - ___ Teaching/Training/Motivation
 - ___ Personal growth
 - ___ Recognition for outstanding achievements
 - ___ Developing business skills
 - ___ Lifestyle of total freedom and early retirement
 - ___ Helping others reach their dreams
10. On a scale of 1 to 10, with 1 being not at all and 10 being extremely, **how “teachable” are you** (fast learner, listens well, able to follow a mentor/leader?) _____
11. On a scale of 1 to 10, with 1 being poor and 10 being excellent, rate yourself on **your leadership skills**.

12. On a scale of 1 to 10, with 1 being not at all and 10 being extremely, rate yourself on **how organized and efficient you are** in business (or at work if you have never owned your own business). _____
13. On a scale of 1 to 10, with 1 being not at all and 10 being extremely, rate yourself on **how motivated you are** to work hard and smart to reach your goals and create financial freedom. _____
14. If you found the perfect network marketing company, how many friends and acquaintances would you sponsor to work the business with you in your first 30 days?
A- None B- Possible one C- Two or three D- Four or five E- Six to eight F- Nine or more
15. How much time, in hours per week, are you willing to invest in your network marketing business?
A- under 10 B- 10 to 15 C- 15 to 20 D- 20-30 E- 30-40 F- 40+



A Newsletter for our Life Force International Community

Page 3

Scoring Your Questionnaire (from pages 1 and 2):

This questionnaire is scored on a point basis. The following point scale was calculated from over 15 years of full-time research and experience in the network marketing industry by successful trainers and self-made millionaires. Your point score simply determines where you are at the time you take the test. Do not be concerned or disappointed with a low score! If you have never been successful in network marketing before, this simply indicates that you need more training and education (think of the first 6 to 12 months in the business as being in school; on the job training). This test will help you know what it takes to succeed in the business. Add and subtract points for each question to come up with your total score. Note that **each number has either a plus or a minus in front of it (add or subtract the number to reach your total).**

Question 1: Yes = +3, No = 0 Question 2: Yes = +3, No = 0 Questions 3: Yes = +5, No = 0
Question 4: N/A = 0, \$1 to \$199 = 0, \$200 to \$599 = +1, \$600 to \$1,499 = +2, \$1,500 to \$4,999 = +4, \$5,000 to \$9,999 = +9, \$10,000 or more = +15
Question 5: within the past 3 years = +1, otherwise 0

Question 6: under \$1,500 = 0, \$1,500 to \$2,499 = +1, \$2,500 to \$5,000 = +3, \$5,000 to \$20,000 = +4, over \$20,000 = 0

Question 7: A = -1, B = 0, C = +1, D = +3, E = +5

Question 8: A = -1, B = 0, C = +1, D = +2, E = +5

Question 9: If "long-term residual income" is one of the top four, then +1. If "helping others reach dreams" is one of the top four, then +1. If "lifestyle of total freedom..." is one of the top 4, then +1. If "providing valuable life-changing products" is one of the top four, then +1. These are the only point values scored on this question (total score on this question should be either 0, 1, 2, 3 or 4)

Question 10: (teachable) 1 to 4 = -1, 5 = 0, 6 = +1, 7 = +2, 8 = +2, 9 = +3, 10 = +4

Question 11: (leadership) 1 to 4 = -1, 5 = 0, 6 = +1, 7 = +2, 8 = +3, 9 = +4, 10 = +5

Question 12: (organized) 1 to 4 = -1, 5 = 0, 6 = +1, 7 = +2, 8 = +2, 9 = +3, 10 = +3

Question 13: (motivation) 1 to 4 = -2, 5 = -1, 6 = 0, 7 = 0, 8 = 0, 9 = +1, 10 = +7

Question 14: A = 0, B = 0, C = +1, D = +2, E = +3, F = +5

Question 15: A = -1, B = 0, C = +1, D = +2, E = +3, F = +3

Add up your score, making sure to subtract all numbers that have a "--" directly in front of the number. Check how you measure up for success:

Score 60 to 72 = Ready to ROCK. Your chances for success are fantastic!!!

50 to 59 = Excellent. You are serious about your business and have a "top 5%" attitude. You know what it takes.

35 to 49 = Very good. With focus on strengthening your weak points and good teamwork, you will succeed in your business. Go for it!

20 to 34 = Good. Talk to your upline and plan an aggressive business strategy.

10 to 19 = Fair. Talk to your upline and figure a strategy to improve your score. Additional reading and training and additional financial resources are recommended. Remember, you have just as much potential as anyone; be bold and courageous and believe in your dreams!

1 to 9 = Poor. You are not ready to launch a successful business. You will need additional teaching and training and more financial resources. Save up some capital to launch your business right and find a successful mentor.

-8 to 0 = Hey, who needs this home-based business stuff? How about cracking open a case of beer and watching TV?

Where Are You??