



# 17 Ways to Achieve Success



## 10 Characteristics of NONI Family Business Leader

1

1. They devote themselves to their true purpose.
2. They follow their heart's passion.
3. They believe in themselves.
4. They prepare for challenges.
5. They ask for help and build a support team.
6. They seek creative solutions.
7. They persevere, no matter what the challenge.
8. They work with intension.
9. They live with commitment.
10. They look for "what next" always.

## The 10 Qualities of a NONI Family Business Leader

2

Leadership is learned. It is all about learning and earning the skills.

1. Leaders have a vision for their life business and can share this with others through passion.
2. Leaders are decisive. They make quality decisions and go into action immediately.
3. Leaders make a commitment and are persistent. They write down their commitment and do "W.E.I.T." (What Ever It Takes) for, however, long it takes because they are also accountable to themselves and their team.
4. Leaders are committed to personal growth. They are always students. This comes from within. They read, they listen, they mentor and challenge themselves.
5. Leaders carry on even in the face of adversity. They know that they are in a relationship business and it is a business of human being and everyone is different. Leaders must have posture.
6. Leaders are solution-oriented. They see all challenges or as part of the process.
7. Leaders champion others. Leaders acknowledge and empower others.
8. Leaders embrace change. They accept that change is a process.
9. Leaders have high standards. Leaders have strengths of integrity, honesty and character. They lead by example.
10. Leaders create the team. Leaders know it is not about them, it is about all. Leaders teach and inspire the greatness in everyone within the team. Leaders are always respectful.

Each one of you can and will be a leader, when you choose to be one.

## NONI Family Leadership Concepts

3

**INTEGRITY** When I behave in an honest, responsible and accountable manner, I am choosing to live my life with *integrity*. In order to live my life with *integrity*, I must develop a keen sense of right and wrong.

**RESPONSIBILITY** Starts with the realisation that I am the cause and not the victim of what happens to me. When I think through, and am accountable for own actions, I am being *responsible*.

**COMMITMENT** I live my life as commitment, when I live commitment. I attract *committed* people around me.

**EMPATHY** the ability to imagine, how others feel. In order to develop my *empathetic skills*, I must ask myself, "How would I feel under the same circumstances?"

**TRUSTING** When I allow myself to rely upon or believe in the integrity of another person, I am being *trusting*. Allowing others to see who I really am inside and what I usually hide is a way of showing my trust. The willingness that accept others care about my life and feelings as they really are.

**OPEN CHANNEL** The ability to communicate my thoughts and feelings in an open, honest way without judgement or censorship. In order to maintain an *open channel*. I must be willing to (1) totally disclose what I am thinking and feeling (2) be receptive to others viewpoint and (3) maintain a self-critical attitude.

**INITIATIVE** When I put out the positive effort energy to begin an action that is likely to help me effect a constructive change in my life.

**EFFORT** Working hard in order to achieve a goal worth reach. Putting out the necessary energy to get what I really want. *Effort* plus *initiative* adds up to success in the end.

**COMPLETION** Finishing what I start following through with things until I reach a satisfactory solution and sense of *completion*.

**PRIDE** The good feeling that I have about myself that comes with being *responsible*, showing *integrity* and following through.

**SUPPORT** When I show care had concern not only for myself, but for those around me by being truthful with my feelings and acting *responsible* for myself and towards others, I am being *supportive*, when I care enough for others to confront their destructive behaviour.

## Attitude of NONI Family Business Leaders

4

### Be enthusiastic!

You've got a lot to be excited about-and your enthusiasm and commitment often gives your business more credibility.

### Be Positive!

Feed your mind Positive Mental Attitude, with books and tapes daily.

### Be involved !

Attend seminars and conventions, training sessions, and open meetings.

### Be happy !

This is fun business. Smile. Enjoy it. Nobody wants another boring job.

### Be successful !

Think and talk as if the success you want were yours already. Success breeds success.

## Maintain Your Reputation

5

1. **Be sharp :** Look your best. It shows that you care about yourself and others. After all, they are the ones who are looking at you. Be alert. Give people your attention and you will get their respect.
2. **Be Prompt :** Be on time. If you're too early, you will rush people; if you're too late, they will resent your making them wait.
3. **Be Trustworthy :** Follow-through separates the men from the boys, the women from the girls. It is easy to break promises and to fail to recognize the importance of the value of agreements you have made. Though a promise is easy to break, the damage is often difficult to repair. Failing to keep your reputation and to inflict deep wounds, even fatal blows to your relationship with others. Keep your promises, and you demonstrate to people that they can count on you. You demonstrate your trust worthiness also by keeping confidences and by refraining from speaking negatively about others. After all, if you speak negatively about others to me, I have every right to assume that you are speaking negatively about me when I am not around.
4. **Be Honest :** Honesty is not simply a matter of not telling lies. It includes the capacity to be precise in your statements and measured in your judgements. If you develop a reputation of being prone to wild exaggeration or distortion, people may not believe you even when you are being careful to state things clearly and precisely. Don't be a know-it-all. Avoid trying to be an "expert" on everything. Be willing to say, "I don't know. That's not my area of expertise." Value the experience of others.
5. **Be Responsible :** Accept total responsibility for your actions. When you make mistakes, admit them without blame, excuse, or defense. Whenever you enlist the aid of others, maintain responsibility for decision – making and for the consequences.

Your self-image is constructed of mental pictures of yourself in the past. These mental pictures may not reflect you at your best. Fortunately, you can change your self-image for the better. When you expose the negative pictures that linger in the dark corners of your conscious past to the negative pictures that linger in the dark corners of your subconscious past to the present light of conscious awareness, you strike a mortal blow to the bondage these negative pictures have held you in.

## A Checklist of Your Professional Style

6

You probably have many or most of these simple skills and habits mastered already. But just in case you'd like to brush up on your professional style skills, here's the basic list :

### ● *Your General Appearance*

When you're working your business, prospecting, or attending seminars, what is your overall appearance? The important question is, do you always look professional?

### ● *Your Grooming*

This one may be obvious to you, but some people don't recognize the important of a clean-cut professional look. It can make an amazing difference in how your prospect perceives you, and how he perceives the business.

### ● *How you Dress*

Your clothes don't have to be the most expensive, but they should reflect a professional look. That doesn't mean you have to buy a whole new wardrobe you may not be able to afford at the moment. But always make sure your apparel is neat, clean and appropriate to the occasion. You are what you wear.

If you're going to talk to people about being successful, you should dress the part.

### ● *Your alertness*

Some people miss this one entirely. When you're doing business, others unconsciously watch for signals that will tell hem how sharp you are.

Keep your eyes alter, show you're interested in everything that's going on, let them know you're alive, aware, intelligent and professional. The more you practice being alert, the more intelligent people will think you are.

- ***Your Posture***

People tend to sit like they think, and think like they sit. The same is true of the way we stand and the way we move. People who are slouching or too casual give off signals of being careless or casual in their thinking and in their business.

When you're in a business situation-especially when you're in the office-always be aware of your own physical attitude. It will tell your prospect what your mental attitude really is.

- ***The Words you Use, and the Way You Speak***

Your words, your use of language, your vocabulary, and your style of speech will tell your prospect a great deal about you. The problem isn't that people don't know how to present themselves more professionally when they talk-it's simply that they don't polish their speech habits as carefully as they polish their shoes.

All speech is a matter of habit. We all have some good speech habits and some bad speech habits. If you want to be successful, learn to practice and use only the good habits.

- ***Your Manners***

If ever there was a reason to mind your manners, it's when you're building your business. Nothing takes the place of courtesy, deference and respect, when you're establishing a business relationship. It's up to you to always use the best of your grooming and there's never a moment when it's okay to forget your manners.

Quality manners are a sign of quality person. And they always a part of being a professional.

- ***Your Work Habits***

Your upline has no doubt counselled you on your work habits. Good work habits help you build a business; poor work habits stop you from reaching the goal. But just as important, when you practice good work habits, it shows.

Your prospect can see it from the moment you walk into the room. If you're totally on top of your business, he's going to know it, and your presentation will be more effective.

Creating good work habits isn't something you should do now and then. Creating good work habits is a lifelong activity of anyone who wants to succeed in the business.

- ***How Organized You Are***

Your upline is great at teaching you the value of personal organization. If you're not in control of yourself, you'll never be in control of your business. The real professionals learn to get organized.

- ***Your Focus***

This means how well you pay attention and how well you stay on track. When you're prospecting, if you cover your discomfort by wandering off, ad-libbing or getting distracted, you'll take your prospect, right off track.

A professional sticks to the subject at hand, keeps his focus, keeps control and puts all of his energy into his prospecting.

- ***Your Punctuality***

This is one of the prime skills a true professional perfects. It probably shouldn't have to be mentioned; everyone knows it is bad business to be late, but some people do it several times a week.

Some distributors lose their prospect before they have even begun-simply because they weren't courteous enough-and professional enough-to be on time.

This skill has an unbreakable rule: Never, ever, be late. If you have an appointment and you're a professional, you'll be on time.

- ***Your Honesty and Integrity***

Your character is defined by the integrity you practice. How direct you are, how honest, how sincere, how trustworthy, and how professional, will always be the result of how much integrity you build within yourself.

It's your integrity that lets you look at yourself in the mirror, and see someone you respect. It's your integrity that lets your prospect look you in the eye, and see someone he can trust.

## ● *Your Presentation Style*

You weren't born with a presentation style. Whatever style you have now, you learned. Whatever style you'd like to have, you can also learn.

Watch carefully the successful distributors. Study the styles that are the most professional. Learn the style just like they did. Your own personality will still come through, of course. But it will be professional.

## ● *Your Attitude*

Your professional demeanor begins with your attitude. If your attitude is always professional, your actions, your appearance, your habits, and your style will follow.

To have a professional attitude, you have to practice thinking like a professional. To do that, spend time with professionals, read what is written by professionals, listen to the tapes-and study them as you listen.

Don't let your thinking settle back into average. Keep pushing your own attitude upwards. Talk to yourself. Discuss your professional attitude with your mate. Surround yourself with a professional environment of thoughts and actions.

Where your mind goes, the rest of you will follow.

## Be an Attitude Expert

As you probably are discovering, the Network Marketing business is full of very positive people. But as with any endeavour, you will encounter those who have a negative attitude – either about your business or about life in general. Here are some suggestions to help you deal with this attitude.

One successful leader offers this advice: “I used to be very confrontational with people when they started talking negatively to me about the business, and I would try to argue with them. But now I do something totally unexpected. I agree with them! I say something like, ‘I know just how you feel because I felt exactly the same way before I really knew what it was all about.’ It always seems to surprise people to hear this and then they are more willing to listen to what I have to say”.

Another leader says she has discovered many people who have negative attitudes on the outside “have wonderful attitudes on the inside. They just have been beaten down so much by the wrong lifestyle, the wrong job, or the wrong boss, that their real personality is buried”.

Sometimes, she has found, negative people turn out to be the best prospects of all because they are the ones who are looking for something else in life. “They know they are unhappy, but they do not know what to do about it”, she says. How do you turn negative into a positive? By showing them that you that have the vehicle that really can change their lives. You can offer them hope when they feel as though they are in a hopeless situation. Best of all, there are no limits on those you can help. Anyone can start a Network Marketing business, regardless of education, experience, marital, or social status. And that is one of the most positive aspects of your business.

There is no greater feeling in seeing the “sparkle” come back with your positive attitude and the smiles return to their faces.

## Develop a Good Self-Image

# 8

Listen to this ancient, familiar, but powerful proverb. “As a man thinking in his heart so is he. What you think, is what you are. Thinking and being go hand in hand. Remember that successful people are always willing to do what the failure is too good to do.

Look at your life. Evaluate yourself in light of what you are today and what you could be tomorrow in life.

When someone does not like me, I consider that to be their problem. Some people will not like you regardless of what you do or who you are. A sad fact of life is that not everyone is going to like you. If you can honestly admit that you have faults and are working to improve them. Then you do not need to worry about what people think or say about you, if they do not like you that their problem.

Take adequate time to do your self-evaluation, to look at those areas in your life that need to be improved. If something bothers you do something about it. And remember, if you are satisfied with the way you look, do not let people bother you about it. If something does not bother you, then certainly you should not let people bother you about it. You have to live with you and no one else.

When we think of ourselves will show in several areas of our life. Our conversations can be either seasoned with self-assurance and pleasantries or negativity and monotony. A person who has full control of himself and has full confidence in what he can do, will demonstrate these traits in his conversation. Have you ever talked with someone who kept apologizing for who he is or what he said? An apologetic person is a pathetic person, entangled within his own share of belittlement.

Most of us when acknowledged for our notable accomplishments become embarrassed, frustrated and even mad. We lower our self-image by putting ourselves down and saying “No, I didn’t do that, it really didn’t take much work.” We cover like a sheep before a lion. If accomplished a feat, then he should run from the negative feedback. If a child grows to be every negative, and accordingly a very negative self-image those with whom you associate are constantly in the habit of putting you down, get away from them.

Choose friends who will build you up, and who become accessories to reaching your dreams. Choose associates who will help to program your computer in a positive manner.

The way a person dresses provides an excellent clue as to what he thinks of himself. Loose wrinkled clothes suggest to the onlooker a lack of ambition and constructive goal setting. That person probably thinks very low of himself. Perhaps a great of this is subconscious, but modern surveys of greatest businessmen show that the way you dress tells a lot about you.

The ways you dress is very personal matter, but keep in mind that the same style was not made for everyone. When you make a business call make sure you look like a businessman. Appropriately, you will feel more successful if dressed properly.

Attitude is another asset or hindrance to a good self-image. An “I-can-do-it” attitude immediately brands you as having a negative self-image. If you think cannot do something, then chances are you won’t be able to. Attitude stems from your frame of mind. Psychologists and theologians readily agree that the subconscious mind or “the heart” completely controls our actions and deeds. Attitude is a factor in our personality. From this comes our likes and dislikes towards people and things. A person’s attitude with either makes his friends or makes his an outcast. Naturally, people do not like to be around someone who has a negative attitude. In part, a good self-image comes from having a healthy attitude about yourself and about your capabilities. Success is imminent for the person who says, “I can do it,” and then has no after thoughts of doubt.

A person with a good self-image works hard. He takes his work seriously and does a good job. He goes the extra mile to insure complete satisfaction. He realized that the quality of his work is a direct reflection on him as a person. A track star will run an extra mile during practice to secure tomorrow’s victory. Hard work is the requirement for the person striving to be successful. Tough times will come, but keeping your goal in view, dig your heels in deeper and work harder to meet the challenge.

No matter what your occupation, your status in the community, or your personal ambitions a good self-image will keep you going when circumstances say, “stop!”

## **You Can, When You Believe You Can**

9

We are where we are because that is exactly where we choose to be. It is the decision and action that we have made before that ascertain where we are today. Where we are tomorrow or in the future will depend on the decision and action that we made today. It is the rule and not the exception. We all know of exceptions, to be sure, which have been caused by accident, prolonged illness or measures beyond our control.

Success is no accident. Failure is also no accident. Success and failure are the result of choices that we have made and actions that have taken. There are no accidents. We alone are responsible for our choice-past, present and future! You are – whatever you are because of what you have allowed through your mind in the past. You will be tomorrow whatever you choose to be because of what you allow through your mind from this moment.

Generally speaking, however, the rules holds true that we are, at this very moment, upon whatever rung of the ladder of life we have chosen to be upon. We are either progressive up the ladder or stepping aside, to let others pass us by, or moving downward, depending upon our ambitions as aspirations.

In all probability, we are where we are because we have not aspired to rise higher in the world. What is more worthy of achievement than to live up to the larger self or our being? If we were born to succeed – if successful achievement is our birthright, why, then, have we not climbed to the heights? The truth is that we establish our own ceiling of possibilities by our ambitions and aspirations.

Out of the lowest depths there is a path to the loftiest heights. This is true, but most people do not know why. We place lowly limitations upon our ability to succeed by looking without instead of the within of us. We thwart opportunity by self-imposed limitations.

Too often our ambitions and aspirations are based upon yesterdays and yesterdays. Forget the past. They died when today was born. Let the dead rest in peace.

We can aspire to succeed in life only when we recognized the importance of our being. This is the greatest education that a human being can receive. If you are worthy of great achievement, why not then aspire to attain it? If you were meant for whole living, why be satisfied with a half-life? Broaden your horizon-raise your sights-aspire and succeed to become wealthy through the Noni Family Business.

## **Noni Family Business Leaders Make Things Happen**

10

Can anyone succeed in Network Marketing? Yes. Will everyone? No. That's one of the great puzzles of human nature. My guess is that everyone doesn't have desire to learn, the commitment to act and the persistence to carry through. Anyone can learn this, but not everyone does. It's fascinating. How can you tell if you have what it takes? One word will give you a strong clue. That word is "WHY" You have to look in the mirror and decide WHY you want to succeed in Network Marketing. There are hundreds of reasons. No one reason is better than another, but only one reason is the best one for you. It should be clear, definite and demanding.

The edge Leaders possesses gives them, and their business, a magnetism that attracts massive success. "The average distributor sponsors someone and waits for something to happen... A leader sponsors someone and MAKES something happen. "Do you have the "Leader's Edge"? Does your leadership cut a path, or cut apart? Does it navigate or does it negate? Does it motivate or manipulate? Most importantly does your leadership construct, or constrict?

Leadership is a Construction Project, and you are the project manager. Until you start building your business through the eyes of a leader, you will only see what the average sees, have what the average has, and be what the average is. Leadership has a cutting edge; average has a dull wedge. Start sharpening your edge, and watch the path to success explode before you!

Within you is something very powerful, a force that once unleashed can make your boldest visions, dreams, and desires come true. It's available to you. All you have to do is awaken the force within you and transform your life, instantly and forever...

**SUCCESS IS VISION IN ACTION!**

## The Noni Family Business Leadership Checklist

11

- Have a dream and know their “why”?
- Maintain a positive attitude;
- Follow the “Golden Rule”;
- Remain flexible, goal-oriented and dream-directed;
- Constantly call upliner
- Are good listeners;
- Are committed to sharing atleast 15 (or more) business plans per week and are consistent “go-givers”
- Are focused on helping others first (team players);
- Attend all seminars and Team Meetings
- Understand the value of listening to tapes, reading books, and associating with upliners, education (teaching), and counselling;
- Are loyal to the use of their own products;
- Maintain Tools and business support materials (books, tapes and literatures) for immediate availability;
- Maintain a commitment to high personal values: honesty, loyalty, dependability and absolute integrity;
- Follow and teach the SIMPLE SUCCESS SYSTEM;
- Are great promoters;
- **Never pass negative to their downline;**
- Always edify their upliner and Team
- Are committed to doing only those things that are duplicatable; and
- Do *whatever it takes* – as long as it’s moral, legal, and ethical.

## The Power of a Team

12

**T**ogether : **The strength of a common purpose.** Shared vision and purpose collects and focuses energy. A team can draw upon the experience, talents, knowledge, skills and contacts of all its members. They share in a common struggle and adventure that promotes endurance and gives meaning and purpose to their actions. Members of a team combine and share their spiritual and emotional strength. The example of one individual or segment of the team spurs others on to their best. Committed team members develop strong relationship built on loyalty and trust. The mutual understanding, love and respect they share provides the emotional support necessary to preserve in the face of great difficulties.

**E**ach : **commitment to Team Motivates Each to Excel and Grow.** The sense of shared vision and personal loyalty prompts each individual to go the extra mile – not only to continue beyond where he would normally give up, but to make excellence a consistent value. Within the environment of a supportive team, the individual feels safe to explore new ideas, test new skills and try out new modes of self-expressions. Individuals who have been members of teams involved in extremely difficult undertakings often discover within themselves more strength and ability than they ever knew they had. The group benefits from their efforts and them, as individuals have tapped into a deep reservoir of strength and confidence that they will carry with them for the rest of their lives. Having been tested in the fire, these individuals are less likely to get rattled by the slings and arrows of outrageous fortune that attend life, generally.

**A**ccomplishes : **a Team is Organised for Action.** A well-organized team is an efficient vehicle for advancing an agreed upon purpose through the achievement of definite objectives. It avoids the wastes of duplication of effort or misappropriation of resources. It organises and divides labour so as to take full advantage of individual strengths and abilities.

The shared goals of the team are measured and assessed by feedback systems that help to keep everyone moving in the same direction. In the process of creating projects and meeting challenges, a team develops effective policies and standard operating procedures that enable it to handle re-occurring situations with maximum efficiency and ease. A team may even evolve effective ways of dealing with entirely new situations in an optimal manner.

**M**ore : The whole is Greater than the Sum of its Parts. A committed team has, as well as the efficiency of planned action, the indefinable power of synergistic action. As a team develops its own rhythm and harmony, it moves beyond mere rational thought into a realm of intuitive group action. Things happen which never could have been planned or predicted. The dynamic force released when divergent energies become focused around common objectives is truly awesome in its power to generate

ideas, attract opportunities and execute action.

## **Team Works !**

## **Why people Fail?**

1. **NO WRITTEN GOALS. THEY DO NOT KNOW WHAT THEY WANT OUT OF LIFE. NO DIRECTION OR DREAMS. CONFUSED AND LOST.**
2. **NO COMMITMENT. NO ACTION.**
3. **UNORGANISED, WASTE TOO MUCH TIME LOOKING FOR DOCUMENTS, CLUTTERED DESK.**
4. **ONLY INTERESTED IN PERSONAL PROFITS. DO NOT CARE ABOUT THE NEEDS OF TEAM.**
5. No communication system.
6. Do not RETURN CALLS promptly.
7. UNINFORMED on HOW to succeed in Business. Not interested.
8. Fails top keep AGREEMENTS. APPOINTMENTS and do not acknowledge recommit.
9. Do not FOLLOW-UP on prospects and customers. Do not show they care.
10. GIVE UP too soon. Usually quit in the first 90 days.
11. Get DISCOURAGED by small problems and inconveniences. Slows down;
12. BAD MOUTHS other companies loses credibility as a positive person.
13. Not really SERIOUS about MLM.
14. Lack SELF-ESTEEM. Do not realise that prospects see this person as a person with a poor self-image.
15. LAZY. Want to reap the rewards of their downliners efforts without working.
16. Do not RECOGNISE or Appreciate praise.
17. Do not WORK their business daily.
18. BLAME the company, the products, the marketing plan, lack of support form upline, etc. Do not realise that if others can succeed under a similar environment, they too can. Do not take RESPONSIBILITY.
19. Unrealistic EXPECTATIONS for the little effort they put out.
20. Hang around NEGATIVE speaking people, instead of positive speaking people. Birds of a feather flock together. Beware!

21. Too IMPATIENT, want to make big money too soon without being willing to put out the necessary effort.
22. COMPLAIN always and act like an immature baby. Non-producers.
23. Keep SWITCHING to other MLM companies without first achieving success. Never make money.
24. Get involved in CHAIN LETTERS, illegal pyramids and other money chain schemes.
25. Depend on SPILL-OVERS, instead of personal effort. Want something for nothing.
26. Unwilling to TAKE RISKS. No guts, no glory !
27. Take “NO” personally. (No... only means not now and Give me a good reason to say “YES”) Stop calling people.
28. Easily INFLUENCED by negative comments from family members, relatives and friends. Don't listen to the positive side. Can't think for himself or herself.
29. Spend too much TIME getting organised and too little time talking to prospects and customers. Avoid people.
30. Expect PERFECTION without realising that it takes time.
31. Don't PLAN to Succeed. Plan to fail.
32. Have an unprofessional APPEARANCE.
33. Always give too many EXCUSES.
34. Think, they KNOW EVERYTHING.
35. Don't READ or keep up with the latest happenings in the company.
36. Physically UNFIT, Lack of energy.
37. Don't strive to do their BEST.
38. Believe in RUMOURS. Don't check the facts. Gullible about any program.
39. LIKE to look good. Want to be right all Time.
40. Most important, don't truly believe that “I Can Do It”

**Success is largely a matter of hanging  
on after others have let go !**

## **55 Points to succeed in Noni Family Business**

- |   |                                    |
|---|------------------------------------|
| 1. Discover your values                 | 29. Think great thoughts           |
| 2. Expert on Telephone                  | 30. Get busy                       |
| 3. Learn to ask power question          | 31. Dream – set goals              |
| 4. Perform your Best                    | 32. Make a ‘Donts’ list and Follow |
| 5. Have a home office – Min. investment | 33. Have great day every day       |
| 6. Make an ‘Always’ list                | 34. Uplift others Always           |
| 7. Do what is required to succeed       | 35. Be appreciative                |
| 8. Eliminate to the block of success    | 36. Be awake                       |
| 9. Choose what will help you to success | 37. Learn the plan                 |
| 10. Take Action ‘Now’                   | 38. Follow the system              |
| 11. Get Organised                       | 39. Be teachable                   |
| 12. Create wealth                       | 40. Believe in yourself            |
| 13. Come from contribution              | 41. Believe the opportunity        |
| 14. Be prepared for change              | 42. Believe the company            |
| 15. Use your product                    | 43. Believe the product            |
| 16. Be Positive not critical            | 44. Be a cheer leader              |
| 17. Be determined to succeed            | 45. Be loving and caring           |
| 18. Work with downline                  | 46. Avoid Negative people          |
| 19. Improve your Leadership skills      | 47. Be in touch with upline        |
| 20. Forgive who have hurt you           | 48. Be accountable                 |
| 21. Be a great listener                 | 49. Be passionate                  |
| 22. Take care of yourself               | 50. Set your mind on your goal     |
| 23. Be on time                          | 51. Have Patience                  |
| 24. Be enthusiastic and excited         | 52. Be consistent                  |
| 25. Follow Successful people            | 53. Practice modesty               |
| 26. Be self-motivated                   | 54. Be confident                   |
| 27. Concentrate                         | 55. Keep aiming at higher goals.   |
| 28. Be focused                          |                                    |

## What kind of Impression Do You Make ?

15

How is your appearance ? Neat, sharp, professional?  
What kind of language do you use? Proper, respectful, educated?  
How do you talk? Intelligently, clearly, thoughtfully?  
How do you stand or sit? Poised, confident, self-assured?  
What is the look in your eyes? Interested, alive, aware?  
How are your manners? Considerate, proper, always appropriate?  
How organised and in control are you? Organised on top of things, in control?  
How is your presentation? Sincere, direct, clear, experienced?  
Wouldn't you like to be in a business team with someone who looked neat, sharp and professional... who used language that was always proper, respectful, and sounded educated... who spoke intelligently, clearly and thoughtfully.... Who was poised, confident and self-assured. Who always looked interested, alive and aware.... who was always considerate, proper and appropriate... who was organized, on top of things, and in control, and who presented his or her ideas in a sincere, direct, clear and experienced way?  
I know I would. And so would your prospect.  
Why? Because we have more trust in someone who has his act together than someone who doesn't. And if you're going to commit your future and your career to something, the last thing you want to do is to do business with someone who doesn't have his act together.  
The people you invite to join you in your business want to deal with a professional. They want to trust if they don't trust, they'll go somewhere else. Or they'll say no. Or they'll tell you they're going to 'think about it'.

- ✱ Dress Well
- ✱ Have a smile on your face always
- ✱ Look for appreciating people (Genuinely)
- ✱ Speak, Listen, Think and Associate positively
- ✱ Be caring, loving and Serving
- ✱ Always surrender your self-interest to others' welfare and success
- ✱ Work to make others win

## Habits for Success

16

1. Discover your values
2. Be a professional on the telephone
3. Ask powerful questions and listen to the answers
4. Make an "always" list
5. Perform at your best ... get fabulous results
6. Invest in what you need to help you succeed fast
7. Get rid of stuff that gets in the way of your success
8. Make choices that will propel you to success
9. Take action – activity breeds productivity
10. Get organised for success
11. Come from contribution
12. Be prepared for change
13. Have fun!
14. Recommend/sell your products
15. Be positive, not critical
16. Be determined to succeed
17. Work with your entire team
18. Work on your leadership skills
19. Forgive everyone who has hurt you
20. Be a great listener
21. Take care of yourself
22. Be on time.
23. Be enthusiastic
24. Pay close attention to successful people
25. Be self-empowered
26. Believe in yourself
27. Think great thoughts
28. Get busy
29. Set short-term and long-term goals
30. Have a great day, every day.

## Dealing with people

17

### ***Self-control***

No team captain can hope and inspire his team unless he learns to control and discipline himself. This is a difficult task, but without it, there is little chance for a man to become a successful leader. Self-control not only adds to the leadership potential, but is also source of great happiness.

### ***Success and Failure***

It is a basic trait of human nature that an individual ascribes successes of a team to the part played by him, and blames failures on the system. On the other hand, a good leader gives credit to his men for successes and takes responsibility for failures. This approach binds men together in a collective effort to work for the team.

### ***Setting Targets***

It is a useful to let individuals themselves set targets for work. In this event, not only are they likely to meet these targets, but even surpass them.

### ***Correcting Mistakes***

A leader has often to correct the men who show traces of weakness or fail. It is better to say “This is not what is expected of a person of your caliber and ability” rather than words to the effect “what else one could expect from a person like you”. The first approach enhances a man’s self-respect even in failure. The second approach makes him your enemy.

### ***We and not you***

A good leader always projects himself as a part of the team and invariably talks in terms of “We” and not “You”.

### ***Accessibility***

It is a leader’s responsibility to ensure that he is accessible. He should institutionalise the time and place for meeting the members of his team.

### ***Anger***

A good leader does not lose his temper. However, righteous anger is very different from uncontrolled rage and should not be suppressed. However, special care should be taken to uphold the honour and dignity of an individual in the presence of his colleagues and family members.

### ***Recognition***

Good and effective leaders have used the human urge for recognition with telling effect to foster interpersonal bonds with their people and to motivate them. They have scrupulously used the principle of “Praise in public and reprimand in private” to create a culture in which people work ‘much beyond the call of duty’. The real basis of making individuals feel like heroes is, of course, genuine care and unselfish love by the leader for his people.

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## **Noni Family Business**

55, Venkatarathnam Nagar, Kasthurba Nagar IIIrd Cross,  
Adyar, Chennai 600 020.

Tel. : 2445 4046, 5527 9203, 5211 6258, 5211 4258 Fax : 2445 3440  
e-mail : mail@indian-noni.net Visit : www.nonifamily.net