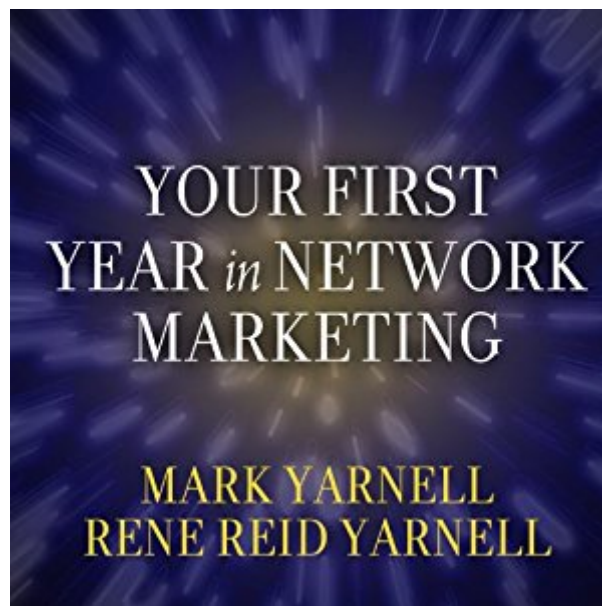


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# Your First Year In Network Marketing: Overcome Your Fears, Experience Success, And Achieve Your Dreams!



## Synopsis

Network marketing is one of the fastest-growing career opportunities in the United States. Millions of people just like you have abandoned dead-end jobs for the chance to achieve the dream of growing their own businesses. What many of them find, however, is that the first year in network marketing is often the most challenging---and, for some, the most discouraging. Here, Mark Yarnell and Rene Reid Yarnell, two of the industry's most respected and successful professionals, offer you strategies on how to overcome those first-year obstacles and position yourself for lifelong success. They provide you with a wealth of savvy advice on everything you need to know to succeed in network marketing, such as proven systems for recruiting, training, growing, and supporting your downline and much more. In an easy, step-by-step approach, you will learn how to: Deal with rejectionRecruit and trainAvoid overmanaging your downlineRemain focused Stay enthusiasticAvoid unrealistic expectationsConduct those in-home meetingsEase out of another professionYou owe it to yourself to listen to this inspiring book!

## Book Information

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## Customer Reviews

Let me first say that my opinion of this book has changed dramatically as my career in MLM has progressed. When the book was first released and I read it cover to cover, I thought it was going to be a panacea for me. It was clearly written, described lots of situations that I'd already encountered and just plain made sense. As I've progressed to a six-figure home-based income, it became increasingly clear that the main problem with this book is that much of it still boils down to the same basic advice that most MLM gurus have you doing: making lists of friends and family, doing

milk-and-cookie parties in your home, doing three-way calls. And, if you've been in MLM for more than 20 minutes, you probably know that most of those things probably don't create the results you're looking for. Heck, it's not that hard to figure out: go find any top-earner in the business and you'll probably not see his friends and family anywhere in his business. And yet they always tell you to enroll your friends and family. I gave the book THREE stars because I DO believe that it forwards a lot of the same impractical thinking that is presented in most other MLM "how to" books. Where this book DOES shine is in teaching you the proper mindset and posture of a professional networker which is as important as any of the nuts-and-bolts. So, if you haven't got this book, I do suggest you get a copy. But, you can probably ignore the areas about warm marketing, cold-contacting strangers and doing drawing circles on whiteboards in your living room for prospects....it's not going to be the solution you think it is. Tony Rush

I have been in network marketing for over ten years, failing miserably. I tried this company and that company. Wasn't going anywhere until I bought this book and used it. This book should be called "How To Become Brilliant on the basics" and subtitled "How To Unleash Your Potential in MLM." It sure did for me. Before reading "Your First Year in Network Marketing", I thought I would be lucky to get 100 people on my list. After reading what Mark said, I easily came up with a list of over 2,000 and the best part is that those 2,000 know 2,000 who know 2,000 who know 2,000 and so on. I think it is true that if you know three people, you know everybody else in the world. The affirmations were great and got me thinking bigger. The scripts were a great start, although I have modified them since then. Overall a great book by Mark. I wonder how many other failed network marketers would do well if only they read (and applied) this wisdom?

If you are just getting started in Network Marketing, you need this book. I recommend this to everyone in my downline. I also recommend "Self Wealth" by Mark, "Self Matters" and "Life Strategies" by Phillip McGraw and "Turner, Turner, Turner: The King of Network Marketing" by Glenn W. Turner.

This book is great for making the most in your network marketing business. There is no doubt that home based businesses as a whole are exploding with network marketing heading that explosion. In this book, Mark Yarnell shows you how to be all that you can be in MLM/Network Marketing. Mark shows you the ropes. What to avoid as well as what to do. This book is not just for newbies, it is also excellent as a refresher for experienced networkers or even those who have been in the business

and don't quite get it yet. Mark has helped a lot of people and he can help you too.

Doug Weed was right - this is the bible of network marketing for new networkers. It has really been a helpful support to me and so many others I know. I have read and reread it several times and feel it essential for first year networkers. But if you like this book, you'll love Rene's newest book for your prospects. It is called *The New Entrepreneurs: Making a Living - Making a Life in Network Marketing*. It does all the work for you to help anyone looking at network marketing overcome their resistance and seriously consider the industry without prejudice. Check it out. It's a book you'll find hard not to read in one sitting. And, although it is a business book, the stories are from the heart. I highly recommend *The New Entrepreneurs* as a means of building your network marketing business and *Your First Year in Network Marketing* once you've joined as a training tool. This will spare you the grief by teaching you what to do and, as important, what not to do.

This book gives you everything you need to understand, survive and prosper in your first year of network marketing. It tells you all of the pitfalls to expect, gives you excellent examples of each, and then tells you how to overcome them. It also contains inspirational examples of individuals who have overcome each of the pitfalls to go on to network marketing success. If you're looking at this industry, or already involved, you must read this book. And by the way...it's not for your first year only! I've been in MLM for over a year and a half, and I learned more from this book than any other source I've found.

If you are serious about being successful in MLM, you must read this book. Mark & Renee have a easy to follow system that works. I highly recommend this book to anyone and everyone in MLM. Other books that are must reads include, *All you can do is all you can do* by Art Williams and the *Greatest Networker in the World* by John Milton Fogg. [Dell-ites@webtv.net](mailto:Dell-ites@webtv.net)

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