

# ILENE MECKLEY'S "RE-RECRUIT YOURSELF"



I just wish for one moment that I could be an incredible magician or a hypnotist. I would say that when you share your business with anyone, you will be happy with whatever they choose to say. I would be sure you believe that the business opportunity is something that could be for anyone and that you should now feel obligated to always share with everyone.

I really believe that is the key to a successful business. I also know that belief has to come from within. We can say we believe things or we can demonstrate our beliefs to others. Which do you do? The key to getting a new person off to a good start is to help them understand that in order to build a business, all you have to do is be sure you believe there are people who could love what you have to offer and your job is just to show up to work. Our work is all about looking for people who could need you.

How would you feel as a new consultant if someone had said to you, "You are now a professional sharer about our company. There will be people who say 'yes' to what you have to share and people who say 'no thank you.' As a professional sharer, you understand both responses are ok for you to hear. You learn to share professionally to find out if people have a need for you. " How could you ever worry about being pushy? I believe that all consultants in direct sales would be so successful if they really understand that sharing is never pushy. The thoughts you have when you are sharing could be pushy, but the act of sharing is kind.

I would also want to wave a magic wand and or hypnotize you to say to yourself every day, "I can share 5 times a day in 30 seconds or less--2 1/2 minutes a day right along side my family and other activities." How would you have felt as a new consultant hearing, "I believe as long as you share with 5 people a day-in 2 1/2 minutes or so a day that you will always find at least 8-10 hostesses and 3-4 new consultants who want to also have their own businesses."

I would also want to be sure that you became so committed to the goals and reasons that you want to establish for your business. What is your tangible purpose for the income you earn? What are you going to do with your additional income? If you had a thousand dollars handed to you, would you know how you would spend it right away? If so, then you do have a financial purpose for your business when it comes to "why am I doing this??" If you have to think about it, that could be why you are not totally committed to showing up to work.

What kind of personal growth would you like to experience? Doing new things that can feel uncomfortable means you are growing and learning new things. Are you growing? How is your business contributing to the lives of others? How have you become a better role model for your children, family and friends? Are you on a mission to be looking for people? Have you internalized that you can be helping people regularly or do you think, "I hope there will be someone who magically appears that needs me, someone will call me." I always have believed that wishing and hoping can be sometimes challenging but believing and determination gives you incredible strength. Wishing and hoping can cause you wait to have things happen, but belief and determination helps you feel you can make things happen which leads to a lot of activity.

Well, I am not a magician or hypnotist but I am a believer that when you are on a mission to share with everyone, there will always be those people who choose to say yes even though there will also be people who choose to say no. As a new consultant or someone who has been in business for years, join me in becoming a committed sharing believer that, "It is perfectly ok for people to say 'no thank you' when you share but it is not ok to hesitate to share because someone might say no."

I know that everyone's business will be growing with a sharing spirit--- and you do not need a magician or to be a hypnotist for that!

## **Recap:**

1. Write down your goals for the being apart of this great industry. Perhaps it is for personal growth or to earn extra income.
2. Talk about your goals with friends, partners, and teammates. Include them in this journey and let them help you reach your goals.
3. Start each day off by thinking about the goals you wish to accomplish both short term and long term. Start believing that they will come true with your sharing process. Believing is achieving. You can not just wish something to happen. You must believe the product you sell and believe that you are capable of sharing your business with anyone; it is only then that you will start achieving incredible paychecks, achieving great company trips and achieving the other goals you set out for yourself.
4. Final and most important...Go out there and start sharing with everyone and encourage everyone on your team to do the same. Believing is achieving, but believing involves both mind and action. Make sure you are a person who is going out there and believing that you can share with everyone and get those new recruits and bookings. Don't fall into the trap of *wishing* because the only way you will achieve is when you believe!