

REBEL MLM



NO B.S. Guide to Attracting
High Quality Prospects and
Sponsoring More Reps with
Almost **NO** Rejections



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I am grateful to my close friend and my uplines who signed me up in this wonderful industry.

This book is dedicated to the marketing excellence of Perry Marshall, Mike Dillard, Tim Erway, Eben Pagan, Frank Kern, Daegan Smith, Ray Higdon, Eric Worre, David Wood, Todd Falcone, Ben Settle, Mark Wieser, Tim Sales, Russell Brunson, Ryan Deiss, Jordan Adler, Glen Livingston, Terry Dean, Andre Chaperon, Bob Burg & Robert Blackman.

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BONUS

How to Double/Triple and even Quadruple your Sponsoring Rate Magically Overnight?

If you want to get access to Insider Secrets to Closing More prospects with almost Zero objections, then go to

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This technique teaches you the best strategies to close prospect on the spot every single time without having to hear “*I want to think about it*” or “*I want some time to research*” or “*I need to consult my mother-in-law*” or “*I don’t have time for this business*” these typical objections. After you use secret technique, your sponsoring rate will almost double or triple in one evening.

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Bonus: 4 Hour Workweek

These strategies, I learned from Tim Ferriss, the author of “4 Hour Workweek”. You can use it anywhere including your MLM to supercharge your results and duplication.

Interest and energy are cyclical.

If you want to build your MLM working 16 hours a day every single day for next 5 years, would you do it?

Of course not.

Instead you will find better ways to reduce those 16 hours into 5-6 hours and still produce more output.

Work only when you are producing maximum results, being more productive and effective.

Less is not laziness.

Doing less meaningless work is not laziness. Many network marketers waste their time in activities like chitchatting, facebooking, checking their emails, gossiping, sharpening the pencils.

When they get some time out of it, they do prospecting, showing the presentation or closing.

And they wonder how some people building the business part time surpass them. Focus on being effective and productive than being busy.

Timing is never right.

For all the important things, timing always sucks. There is no good time to start in MLM industry; there is no good time to go full time in MLM. Conditions are never perfect.

Emphasize Strengths, Don't Fix Weaknesses.

Most people are good at a handful of things and utterly miserable at most. I am great at online lead generation and marketing but terrible at calling the leads, fixing appointments. My upline does it for me.

In your team, find out each other's strength and leverage on it.

If your upline is great at 3-way calls, bring more prospects during those calls. If your downline is great at doing face to face presentation and you

are not, then let him handle that part and help him fixing the part where he sucks. e.g lead generation.

If you want to become successful in MLM, you have to take advantage of strengths of team-mates.

If you just follow this tip, it will be worth the investment in this book.

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My Story

The first thing you should know about me is I am not a millionaire.

I am not a PhD in network marketing.

I am not a network marketing guru or expert.

I am just an ordinary guy with kickass marketing skills that helps me to do a lot of things.

I have failed more times than I succeeded. I learnt many things the hard way. I tried several approaches which don't work, found out some which work through trial and error.

I tried some approaches which I thought would never work but worked fabulously and some approaches which I thought would work were severely bombed.

There are a lot of people running and claiming that they have all the answers. I don't proclaim that I have all the answers for you but whatever answers I have are pretty important.

You shouldn't believe whatever I say, infact I suggest you to go through my material with healthy scepticism and scientific perspective and put the ideas to use and see for yourself how great they work.

This book won't make you successful or rich, thinking something outside yourself to make yourself successful is a bad approach.

In this book, I will talk about all the approaches you can use but a small warning before you read them.

WARNING: This book is not a be-all and end-all solution for Network Marketing. All the approaches I talk about won't work for everybody. There will be some approaches which would work absolutely great for you and some approaches would work terribly bad. That doesn't mean, that's a useless approach. It just means that this approach is not suitable for you. It all depends upon your personality, your work ethics, your background, your work experience.

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Now before I dive into the nitty gritty, I wanted to share a few things about myself which I believe you will find important.

First everyone sucks in the beginning, I did for long time and even my upline did, but many of them never bothered to mention it.

They just *casually forgot to go over that little piece of info*, and many of them never bothered to mention that.

I got started in this industry just after I lost my hope to get into good MBA college after *1 year of job and 1 year of failed attempt at MBA preparation*.

At age of 23, sorry 24, exactly on my birthday I was recruited by my closest friend.

This was a massive, hugely uncomfortable stretch for me.

He tried to convince me for 1 year in vain but I didn't join it for some personal reasons as I wanted to try my luck at MBA which didn't yield any stellar results except few converts here and there.

Eventually, I signed up with him after he followed up with me for long time.

When I got started, I had very little self confidence and was close to dead broke. I used to drive my upline mad with endless questions and someone who would do whatever to avoid calling my prospects. Maybe you can relate.

But I “***saw the circles***” and grasped the potential, and my little world was greatly expanded as we travelled from my home to some very posh areas.

I hanged out with a lot of people from corporate, from traditional businesses and many more people like me, who believed that the future of the world lies in this powerful “new” concept of Network Marketing.

The short version of that story is that I was completely ‘***sold out***’ or rather completely brainwashed , did whatever they told me to do, I bought whatever they told me to buy, I went to every small and big event possible and dug in deep till I went into debt. I couldn't attend some big events because I had very little or no money left with me.

As I saw heavy duty attrition rate in system itself. People with 6 months & younger occupied 70% of seats. People with 12 months or less occupied 90% and remaining seats were occupied by people who were more than 12 months.

Every month of coffee shop, travelling expense in that business became a bigger ball and chain of failure, mounting evidence of my ineffectiveness that eventually became impossible to ignore.

Agony-----Pain-----Extreme Brokenness

I laboured under a burden of inner agony, maddening frustration and desperation. I wondered to myself how anybody could possibly explain or justify such a long, uninterrupted string of failure.

My greatest fear was that the prospect at my next meeting would ask me how much money I was making. I developed elaborate mechanisms in my presentations, just to prevent this question from ever getting asked and I learned exclusive methods to deflect that question skilfully.

“People want to succeed. They want to do a good job. They don’t like to turn out lousy work. If your people are consistently failing, it’s not their fault – it’s your system’s fault.” W. Edwards Deming

Did that statement hit me like a ton of bricks?

No, not at the time.

Actually it slowly melted its way down through my brain like a hot steel ingot on a frozen lake. Every time they would tell us about how the system is flawless but still I could see most people quitting. I am not crying foul here. I don’t have to.

Whenever they said

“We are the product of the system. The System is the secret, the system fails not.”

I would look around and see the 99% failure rate and be reminded that someone must surely be jesting.

So I decided to keep aside the advice which was not serving me or most of the crowd anymore and I was determined to find answers on my own and this book is the result of those efforts I made.

When I started, we had no tools for making our life easier.

Only coffee shop meetings or home meetings. And mostly at the plush places, so the prospects coming there should get that higher class feel.

People were travelling from long places, driving long way to get to that coffee shop to show a single plan or meet his/her upline. Nobody complained about it. Even when that long mileage was piling up to become a huge stone of failure.

Some did continue despite seeing any long lasting results, most of them quit. Some never bothered to come only. They lost in translation.

For all my hard work, I had nothing to show for it but debt, an abundance of products and a dwindling list of friends who actually still talked with me.

The biggest epiphany I had is when I started dabbling and started learning about marketing, sales, copywriting, because I saw if I continue doing what I was doing for next 20 years...it's not going to give me any more results for me.

And I began looking for real answers to why I was spinning my wheels.

So I looked at the part which was not working and when I did, my entire view of this business changed forever.

I have written this book because I don't want everyone else to suffer just because they don't have the effective methods of prospecting, presenting and closing.

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How to Develop Bulletproof Mindset?

If you want to succeed in MLM, your mindset holds the key.

It's very essential to develop the bulletproof mindset before you start your prospecting, presenting, closing activities.

Develop a daily ritual of activities. Schedule specific time for prospecting, presenting, blogging. Do highest priority activities first. Don't check your email first.

Use most of your time for prospecting, presenting & team building and spend less time in useless activities like gossiping, chitchatting, facebooking or checking emails.

Use a planner and stick to it.

Work more on your business than in your business.

When working in the business, do the activities, which are highest result producing.

Use this tool,

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Be grateful and learn to appreciate things.

Associate with right kind of people.

How to dissolve your greatest emotional blocks using simple pen, paper and pad?

Before you start applying the principles I am going to teach you, you should go through this process atleast once. If you don't, certain things will happen

1. You may not complete this book
2. You may find some techniques, strategies wrong and totally misfit
3. You may not take any action
4. You may not get any results or you may get negative results

Emotions are everything.

We buy with emotions and justify with logic.

Whatever problems, challenges you are facing, whatever limiting beliefs you have, whatever pain you are having can be completely eliminated through this. This is such a powerful method for authentic manifestation. It's not about feel good factor.

It's not about Secret, Magic, Thinking Big, affirmations or any motivation stuff.

It's about clearing your inner garbage that is holding you back.

You should absolutely consume this information, internalize it and see the real magic happening.

Thoughts create our life.

You can think about something until you are blue in the face and not have a single thing happen because of it.

Your thoughts can definitely put you in the right mental and emotional state to create something, however, so they serve as a strong foundation for the overall process.

By placing yourself into the proper emotional state, you will bring into focus what you want.

The better you can make yourself feel emotionally on a regular basis, the more quickly you will progress towards attaining what you seek.

Your thoughts are constantly running in the background, no matter what you are doing. Much of the time you are not even aware of them because they occur automatically based on what you see, hear, feel and believe.

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Like most other people, you probably spend the majority of your time focusing your attention out toward the things you see, hear and experience moment to moment. Only when you start thinking consciously do you become aware of your thoughts.

For example, when you are trying to solve a problem you may become aware of your inner voice saying things like this: **“What if I tried another approach to this problem? Or maybe I should just ask someone his/her opinion; he/she has a lot of knowledge about this type of thing.”** As you puzzle out various options, your thoughts will inspire different actions that can help you resolve the issue. You may also become aware of your thoughts when you are trying to remember something.

Being able to tune into your thoughts this way can be a big help because it shakes you out of the mindless habits you formed to make your life easier. This sense of being on “autopilot” can be very helpful at times, but it can also make you feel like a brainless zombie.

Being disconnected from your thoughts can also cause problems by making you a victim of your own emotions. Remember that your thoughts trigger your emotions.

If you are not aware of your thoughts, you will find yourself experiencing wildly fluctuating emotions without any idea why.

Perhaps you can remember instances when your mood seemed to shift dramatically for no apparent reason. You were feeling fine and then all of a sudden, you were angry, sad or depressed.

Most likely, unbeknownst to you, your thoughts began moving in an unproductive direction, triggering corresponding emotions.

The same thing can happen due to external influences also. Think about the last time your mood was affected because of one little thing that someone else said or did.

Like if someone was rude to you for no apparent reason, feelings of anger and defensiveness may have flared up, effectively ruining the good mood you were enjoying just minutes before.

However, there is also a more positive side to this process. Just as your thoughts can trigger emotions, your emotions can serve as an excellent indicator of what types of thoughts you've been thinking. If you find yourself feeling angry, helpless, hopeless, or stressed much of the time, you know you may need to work on your thoughts in order to make them more positive.

In order to change your thoughts, you first have to become aware of what they are now. This involves simply turning your attention inward as often as possible. Several times throughout the day, remember to pause and pay attention to what is happening within you.

Do a mental check and consider:

1. How do you feel?
2. Which emotions are you experiencing right now?
3. What direction are your thoughts going in right now?
4. Are you being pessimistic or optimistic?
5. Are you expecting the best or worst?
6. Are you allowing outer circumstances to negatively affect you?

You may find it helpful to keep a small journal or notebook nearby while you practice tuning into your thoughts and emotions throughout the day. If you notice yourself feeling or thinking negatively, ask yourself what brought it on.

1. Did something happen?
2. Or were you just feeling frustrated about something?
3. Were you worrying about something?

Keep detailed notes about WHEN and WHY you tend to slip into negative thinking/feeling, and you'll be much more aware of the patterns you need to change.

One of your biggest challenges will probably be remembering to check in at all. You may be so used to letting your thoughts and emotions run automatically that you keep forgetting to monitor them.

If it helps, try putting up notes in strategic locations. Put one in your workspace, on the dashboard of your car, on the bathroom mirror, the refrigerator, etc.

The notes can display any message you want, but try something simple like, “**Time to check in,**” or “**How do you feel?**” When your eyes fall on these notes, you’ll remember to pause and pay attention to your thoughts and feelings.

When you first begin the process of monitoring your thoughts and feelings, you may be tempted to tell some “**white lies**” You may try telling yourself that you’re feeling fine, even though you may feel annoyed or pressured. You may not really “feel” anything at all when you check in, so you’ll fib in your journal that you feel good. Avoid this at all costs.

If you are serious about wanting to conquer your negative thinking habits, these little fibs will not do you any good. You cannot cheat your way into positive thinking. If it’s not genuine, it won’t create the lasting changes you want. Be sure to always be honest with yourself.

If you are feeling angry, acknowledge it. If you are feeling bored, let it be okay to be bored.

Remember that this process is not about covering up or denying your emotions. When you refuse to process emotions, they will keep coming back to haunt you until you process and release them.

Contrary to popular belief, negative feelings are not harmful or “bad” in any way. The only bad thing about them is what we choose to do with them most of the time: either express them in destructive ways, or ignore them so they keep controlling us.

Do yourself a huge favour: **HONOR YOUR FEELINGS.** Don’t try to convince yourself that you shouldn’t feel the way you are feeling. Don’t try to squash down negative feelings because you don’t know how to handle them. Instead, deal with them when they come up.

Allow yourself to feel the feelings, work through the thoughts that pop up in your mind, and then let go of the issue so it doesn’t continue to bother you. The magnitude of each issue you face will ultimately determine how quickly you can get through this process.

Minor annoyances can probably be processed and released in minutes. Big heartaches, betrayals, or rejections may take a little more time.

As you work through these feelings, pay close attention to any underlying beliefs they may trigger.

You may initially get angry about one small situation, but trigger memories of other unresolved experiences that make this current situation seem much worse. If your emotions seem excessive or disproportionate to the current situation, you may have some old beliefs that are being aggravated. This sounds like a bad thing but only if you don't address it. That's why journaling can be so helpful in a process like this.

When you start recording your feelings and noticing how certain beliefs are triggered, you become aware of a limiting belief that you now have the power to change.

When you first begin monitoring your thoughts and feelings, you might find yourself at a loss about how to change them. You should honour your feelings and work through them. You may be wondering at what point you should "change" a negative thought or feeling, or if you should change them at all.

It can get confusing at times, but it really depends on the situation. There will usually be two possible scenarios:

Know When to Let Go

If you find yourself feeling badly because you are stuck on some minor issue that doesn't really matter in the grand scheme of things, it's a good idea to change your thinking and bring up some more positive emotions. Obsessing over something so inconsequential won't do you any good; it will only keep you mired in a cycle of negativity.

For this type of situation, you will simply need to make a choice to let it go and turn your thoughts in a more positive direction. You might find yourself losing focus quite frequently at the beginning. You might turn your thoughts away from aggravation, only to find yourself fuming again a few minutes later. That's okay; just be persistent in choosing to let it go again, and again, and again – no matter how many times you have to do it.

If you keep practicing this technique daily, you will eventually develop the ability to control your focus like you wouldn't believe.

Not only will it help you control negative thoughts and generate more positive ones, it can also help you in all other areas of your life.

Know When to Process Emotions

Now, for the situations that are bigger and more troubling, I do not suggest trying to ignore those without processing the emotions involved. As I described previously, "*processing*" emotions means simply allowing yourself to feel them, work through them, and let them go when the time is right.

How long it takes to process them will be completely up to you. Big disappointments and heartaches will obviously take longer than smaller upsets.

There is a fine line between giving yourself time to honour your feelings and wallowing in misery. If you find yourself lingering too long on the dark side, take out your journal and explore the reasons for it.

1. Do your negative emotions serve a deeper purpose?
2. Are you afraid to let go of them and move on?
3. What do you think will happen if you stopped brooding?

Speaking of journaling, this is a good time to mention that your journal can serve as a very effective purging platform. One of the reasons why your emotions often hold you hostage is because you don't let them out. You bottle them up inside and keep stressing over them.

Think about the last time you felt really angry or stressed about something and you poured it all out to a good friend. After you finished spilling the whole terrible story, didn't you feel relieved? That's because in the process of telling your story you were processing your emotions and getting them out of your mind and heart.

Your journal can serve the same purpose, but even better. Instead of censoring yourself or holding back details you wouldn't share with anyone else, you can spill them out in all their gory detail in your journal.

You can swear your heart out, stab the paper with your pen, and completely vent your emotions without worrying about offending anyone. It's very freeing.

If your anger or frustration involves another person, you can also use this method to write them a letter and give them a piece of your mind.

When you first begin using this activity regularly, you may struggle to fully connect with your negative emotions, especially if you have developed a habit of squashing them down and disconnecting from them.

If so, I urge you to practice, practice, and practice some more. The only way you are going to reconnect with your emotions is to keep trying to tap into them and honour them when they come up.

You may also be surprised to notice a generous serving of fear rising up whenever you think about processing your emotions. This is very common for people who were shamed or ridiculed about emotional displays during childhood, or even for people who just got used to blocking their emotions.

Once you push through this fear, you will realize that there is nothing scary there. Your emotions won't overwhelm you and they won't eat you alive. They are just feelings. They come and go.

They grow in intensity, and then fade away again. If you have genuine difficulty expressing your emotions, you might find it worthwhile to consult a therapist or counsellor. They are trained to help you work through painful or unsettling emotions safely and compassionately.

As mentioned previously in this guide, learning to work with your thoughts and emotions is a process that will take time.

Don't expect yourself to master it immediately. Understand that you will get better at it the longer you do it, and be patient with the process.

Think of it this way: even one positive thought or feeling a day puts you farther ahead than you were before. Take it one step at a time and be sure to celebrate small victories as you go along.

4 Critical Phases of Network Marketing

There are four critical phases in Network Marketing.

First phase : Unconscious Incompetence

This phase lasts for first 6 months. This is the phase where 65-70 % of newly signed up people fizzle out. In this stage , people are very excited, they just got signed up but they don't know what to do. They are like a new fish in the pond, if they are not trained or coached properly, they are highly likely to quit the business.

It's that phase where people don't know what they don't know.

Second phase : Conscious Incompetence

This is the phase where people know what they don't know. This phase lasts from 6 months to 18 months. In this phase, if you stick with your upline and company, you go through a lot of challenges, hardships, you build a sizable team but your income is not at the same level you want it to be. It's the phase where around 20-30 % people quit the business. Some of your downlines will stop attending training & events, stop doing activities, stop doing business altogether.

Third phase : Conscious Competence

This is the phase where you know what you know. Your income is growing on autopilot. Your team is growing, you are asked to come on stage to share your journey, you are also asked to give the trainings. This is the phase where around 3-5% people quit the business. In this phase you have to hold hand of one active and growing upline who can take you to the next level.

Fourth phase : Unconscious Competence

This is the phase when whatever you do happens on unconscious level, nobody has to tell you about what to do, how to act in certain situations. It's the phase where whatever you are doing is effortless/elegant. This is the phase where you are one of the top earners. You are managing big teams, you are handling leaders on your teams.

If you are successful in Network Marketing, you have probably gone through all these phases. You can't skip any of these phases, you have to go through all of them in the same fashion.

Thank You for finishing this book. I hope you enjoyed it.

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