

25 Reasons why Businesses Fail

25 Reasons For Failure!

Why At least 90% of People Do Not Succeed At Networking.

1. No Written Goals

- a. Doesn't know what he/she wants in life.
- b. No direction or dreams.
- c. Doesn't have a plan or design to follow.
- d. Confused and lost.

2. No Commitment

- a. People don't like to buy or join from non-committed people.

3. Gives up too soon

- a. Usually quits in the first few weeks or months.

4. A sorry example of the benefits of the products he/she represents

- a. Doesn't use products.
- b. Can't talk with confidence and conviction about the products.

5. Doesn't handle Customer or Consultant complaints immediately.

- a. Can't handle negativity of any sort.

6. Only interested in personal profits

- a. Doesn't care about the needs of his/her customers and team.
- b. Acts only in their own self-interest.
- c. Never thinks to sponsor people downline.
- d. Does not believe in giving away to receive benefits back.
- e. Keeps everything to themselves and will not pass on information and proven ways to build customers and downline to people in their own

downline.

7. No answering machine or voicemail

- a. Cannot be reached easily.
- b. Poor service and support to customers and downline.

8. Does not return calls promptly!

- a. Fails to recognise this is a business and should be run as such.

9. Fails to keep Agreements and Appointments

- a. Doesn't explain why.
- b. Often running late.
- c. Unreliable and uses a haphazard approach.
- d. Others soon recognise an unreliable person and will not work with them.

10. Doesn't Follow Up on Prospects and Customers

- a. Doesn't show he/she cares about them

11. Disorganised

- a. Wastes too much time looking for things
- b. Cluttered desk
- c. Cluttered mind
- d. Cluttered life

12. Poor Record-keeping

- a. Doesn't keep accurate records of transactions and events
- b. Sloppy habits

13. Lacks Self-Esteem

- a. Drives around in a messy, dirty, unpolished car
- b. Doesn't realize that prospects see this as a person who has a poor self-image

14. Doesn't Recognise or Praise others for their efforts

- a. Too self-orientated.
- b. Fails to realise everyone thrives on genuine praise and recognition

15. Doesn't work his/her business daily

- a. Must learn to build a little each day
- b. An hour or two spent every day will always give long term results

16. Blames the Company, the Products, the Compensation Plan, lack of support from upline etc.

- a. Doesn't realize that if others can succeed under similar circumstances, he/she can too.
- b. Fails to recognise that the main reasons people fail in this business is self-imposed and it has nothing to do with the company nor the products or the upline.

17. Unrealistic Expectations for the little effort he/she puts in.

- a. Expects to get rich overnight by finding others to do the work.

18. Hangs around Negative speaking people, instead of winners

- a. Birds of a feather flock together
- b. Show me a persons friends and I will tell you what that person is like and what they will achieve!

19. Too impatient!

- a. Wants to make big money too soon without being willing to put in the necessary effort.
- b. Fails to recognise that any business will always require a dedicated effort over 2 to 5 years before good returns are made.

20. Complains too much

- a. Acts like an immature cry baby
- b. A non-producer who constantly blames others for their own short comings.

21. Has Unprofessional Appearance

- a. Sloppy, untidy, dirty or inappropriate dress

22. Unable to be coached

- a. Isn't open to advice or feedback from successful people in the business.
- b. A poor learner.
- c. Fails to seek out information which is readily available.
- d. Does not listen to voice mail messages.
- e. Does not read group training emails and visit the training website.
- f. Fails to attend training meetings.

23. Frightened to give it a go

- a. Doesn't try in fear of making a mistake.
- b. Fear of failure.
- c. Is worried about what friends will say if he/she fails so doesn't try in the first place.

24. Looks for problems and then sees them as insurmountable

- a. Gets discouraged and has difficulty finding solutions.
- b. Or takes them personally.
- c. Slows down and then stops.

25. Fear of Rejection

- a. Hasn't learnt that the word NO is OKAY!
- b. Takes rejection personally and doesn't try any more.

26. Fails to keep pace with latest trends and technology

- a. Makes no attempt to understand computers and the role they play in business today.
- b. Fails to recognise the power of the Internet and become proficient at emailing and online marketing methods.

So there you have it! I have even given you one extra reason why you may fail at running your own business, networking or otherwise, no matter what it is. What category do you fall into? The 10% of extremely successful people or the 90% of also rans! We all start equal in this network business and you have exactly the same opportunity and the same potential as I do or my upline or any one of the thousands of Network Millionaires in the world today.

In fact the window of opportunity is greater now than it has ever been in networking history. The power of the Internet is seeing to that! You have the power to succeed in this business like never before.

It all comes down to YOU!

Opportunities are never lost... they are just taken by those who are ready!