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**BASIC FEARS AND SOLUTIONS FOR NEW PEOPLE IN MLM**

*BY Dave Roller*

It is natural to experience certain fears when beginning a new business. The most common fear is that of failure. It is important to realize that most people feel fear to some degree. What is even more important is that you DO NOT take it personally.

Here are a few BASIC fears that new people have, and some practical solutions.....

***The FEAR that your prospect is not interested.***

**SOLUTION:**

Realize that it's a numbers game. Many people will be interested in your business; however, a number of people will NOT be when dealing with those not interested, simply ask for referrals. Chances are that they know someone who will be interested.

***The FEAR of what others will THINK.***

**SOLUTION:**

No matter what you do or do not do, there will always be those who wish you well and those who do not. Ask yourself these questions....

"Is the company I'm with reputable?"

"Does the product/service offer VALUE?"

Yes? Than be proud of your company, be proud of YOURSELF....and GO for it!

***The FEAR that you do not have enough TIME to do a good job.***

**SOLUTION:**

One of the many strengths of MLM is that there is help if you ask for it. Use your UPLINE! Also, there is the magic of duplicating your efforts through others. In fact, if you are extremely busy, you will be forced by your personal lack of time to delegate leadership to other people. "Lack of Time" is a poor excuse. It's just a matter of setting priorities and balancing your time.

***The FEAR that you won't be able to answer the questions that a prospect will have.***

**SOLUTION:**

Simply say this...."Let me write down your question and I will call you with an answer tomorrow." Using tools from your company will help eliminate many questions you may not be able to answer. BOTTOM line.... Success is not reserved for the talented. It is there for those who "go after it".

Over 100 years ago, Abraham Lincoln said....

"Things may come to those who wait, but only those things left over by those who hustle."

THINK about that statement! Let it have a lasting impression on you!

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