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Hello there! You have received this very special bonus: my eBook, *9 Ways To Fast-Track your Network Marketing Business*. It's been a long stretch getting to this point, it has been months of developing content, editing, research and narrowing it down to the book you have before you now.

These are the exact same skills I have learnt and implemented in my own business that have definitely helped me build a successful Network Marketing business over the past years.

My Name is Wale Akintola and I'm super excited to meet you. I'm very passionate about what I do and I find it difficult to spend time on what I don't enjoy doing. That's why I choose Network Marketing. I just love it! If you'd like to know more about me you may visit my blog at www.WaleAkintola.com.

But today we're going to focus on YOU and on YOUR business. Over the past few years of building my Home Business I have had some setbacks and also very significant successes and that has given me insight into the specific skills and attitudes needed to get to the top.

Believe me when I tell you there is no short cut to success in Network Marketing, if there was I would have found it. But at the same time you don't want to take a long route when you can actually get on the fast-track and achieve success quicker.

If there were strategies and attitudes that can help you complete a journey of 4 years in 2 years would you be willing to implement them? Of course you would. That's what smart people do. That's what this book is about. **This book is not a shortcut to success but rather a fast-track to success.**

Later on in this discourse I talk about the "*Slow and steady wins the race mentality*" as it applies to Network Marketing. Perish the thought! **Slow and steady does NOT win the race in Network Marketing.** And I'll show you why.

Every top earner knows what I'm about to share with you in this guide. And the faster you can implement them the faster success will come to you.

So let's get down to business, here are the *9 Ways To Fast-Track your Network Marketing Business*

1 – ATTITUDE

**Your
attitude
is like a
price tag,
it shows how
valuable
you are.**

You've heard it said that attitude is everything, also that your attitude determines your altitude. Let me also add that your attitude also determines your *Velocity* – the speed at which you move.

If you don't have the right attitude, be sure that the other topics we'll cover in this book will be of absolutely no use to you. There is no successful Network Marketer that doesn't have a good attitude.

To become successful you have to first become successful. It really is true. Successful people become successful first on the inside before it manifests on the outside.

If you want to become successful faster, you must have the attitude of and hold the image of a top earner that is already making the big money. That will begin to transform you in different ways. It will begin to affect the way you talk, the way you walk, the way you present and prospect. It will improve your posture while presenting and **you see yourself as offering people a solution as opposed to begging them to join your business.**

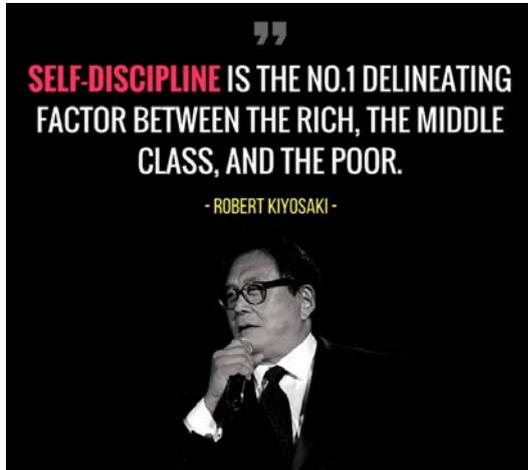
Hold the image of a successful person and visualize it every day, refuse to let go of that image no matter how tough things gets. Whenever you walk into a room imagine people are saying..."*Hey, look that's the guy, that's the top earner in the company*". Yes, you may not be a top earner right now but if you continue like that and you work on the other steps highlighted in this book, success will come your way faster. Guaranteed!

Another great attitude you should have is a *“No matter what happens”* attitude.

There no successful Network Marketing leader that doesn't have a *“No matter what, I'm NOT going to quit”* attitude. If you join Network Marketing to just *“give this a try and see how it goes”* you're going to lose! Any small challenge that comes up will knock you down and you're going to quit.

To propel yourself to success faster, you must know from the beginning that there's going to be some ups and downs. There's going to be times when things are not going to go right, times when you're going to doubt yourself, but if you can stick with it and persist through the difficult times, you're sure to win in the end.

2 - SELF DISCIPLINE



Self Discipline is the bridge between goals and accomplishments. To boost yourself to Network Marketing success you must first win victory over yourself. And by that I mean you have to do what you said you would long after the enthusiasm is gone. **Self discipline is simply doing the things we don't *feel* like doing in order to gain the things that are best. Or having the**

ability to take the *right* action regardless of how we feel.

To succeed faster you have to make time to fit in some new activities and to cut off a lot of time wasting activities. Most people are not willing to do this, and that is why they fail. There's no successful person that doesn't have stories of sacrifices made and disciplines developed. Many people sabotage themselves by knowing what to do but failing to do it.

Here are 3 tips that I believe will help you develop the habit of self discipline:

- **Focus on one thing at a time**

Form the habit of picking one task and working on it until it is fully accomplished. For instance if the task at hand is to pick up the phone and follow-up on everyone present at the meeting yesterday, make sure you call through that follow-up list completely before moving to another task. Don't do it half way only to go check your email.

- **Avoid Procrastination**

One of the greatest enemies to self discipline is Procrastination. To defeat this enemy you must form the habit of learning to do things immediately. The moment something important comes to your mind i.e. making a prospecting call, Do IT Immediately! The longer you put it off the less likely that you're going to do it.

- **Create a daily routine**

Wake up every day knowing exactly the task you have to run through that day. Don't wake up in the morning and go..."gosh, what am I going to do today". If this is you, you've just set yourself up for a very unproductive day. Here's a sample daily routine you may use for yourself:

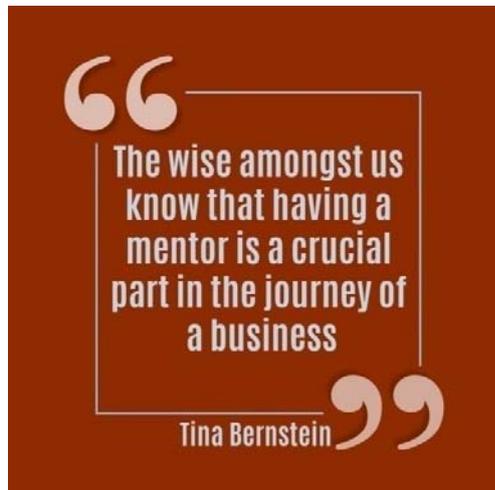
- *I will make 2 value posts on my Facebook profile today*
- *I will prospect 5 NEW people today*
- *I will make 3 calls to set presentation appointments (online or offline) today*
- *I will follow up with 10 prospects today*
- *I will record an opportunity video on my YouTube channel today*
- *I will talk to at least 2 persons/organizations about becoming customers today*
- *I will make 5 new connections on Facebook (or any other social media platform) today regarding my business today.*

**This is just a sample you may use whatever works for you, but make sure it's engaging enough so it drives you.*

Now identify 3 areas of your business where you need to apply more self discipline. Write them down and get to work on improving yourself in those areas, it's very critical to your success.

Remember..... What's easy to do is also easy NOT to do.

3 - Have a Mentor



"No one told me it was gonna be this difficult! That's it, I quit!"
Yep! I knew this time would come. You've had it. Nothing seems to be going well, prospects aren't signing up, team members aren't showing up for meetings, attrition is eating up your organization... and the list goes on.

Every top earner today has had to go through these challenges. That's why you need one of them by your side, their called Mentors - an expert who is personally coaching you.

If you want to fast-track your Network Marketing business it's critical for you to have a coach by your side especially if you're a newbie. There are a very few things in the world that are more powerful than a positive push, a word of encouragement or someone to remind you why you got started in the first place.

A good mentor would be someone who you look up to as an icon of success, someone who has achieved what you're aiming for. It could be someone upline to you in your organization or in a totally different company. It's vital to get ongoing advice from someone who has already been in your shoes and has made all the common rookie mistakes there are to make.

Following someone who has gone down the same road you're trying to navigate will give you an advantage over others. You'll be able to copy their good habits and positive traits and the faster you can do that the faster you achieve success like them. Probably one of the most important things a

network marketing mentor can help you with is to determine your strengths and weaknesses. Because your mentor has seen many people come and go in the business he can therefore identify the strengths to put to use and weaknesses to be worked on for optimal success.

4 – Understand Market Sector



Now we're going to get down to more practical things. Remember, our goal in this book is to equip you for faster success in your Network Marketing business. Now, this next point is so important it's actually taught to students of business at Harvard University. If you're lucky enough to get into Harvard for an MBA, you're going to take a course where you'll learn about

what is called **"The Billion Dollar Blueprint"**.

Harvard has analyzed different billion dollar industries and they have built a profile of companies that are most likely going to make it to the magic number of a Billion dollars in annual sales or volume. One of the attributes of such Billion Dollar companies is that they have a good share of what is called **Market Sector**.

Here's what that means. If you're going to get into any industry especially the distribution industry like Network Marketing you have to make sure that your company's product or services has a large enough Market Sector.

Simply put, it means you have a higher chance of success doing a company's product or service that **100% of the people in your country use every day as opposed to a product that 75% of the people don't use it at all**. Now Ask yourself, how big is your company's Market Sector, and how much competition do you have within that sector? The bigger the Market Sector the more likely your product or service is going to be distributed to more and more people and the higher your chances of becoming a top earner faster. Simple!

Your market sector should be big enough so that you are in a non-competitive or non-threatening arena where you can actually reach a large number of people.

Let's say you're looking at two companies one of them is marketing products or services that are used by everybody and the other one is marketing products or services used by only a tiny percentage of the population. Would you rather be a distributor of a product or service where you have to modify people's behavior to get them to use it? Or would you prefer a market sector where everybody is already conditioned to using what you're trying to sell them?

Here is a practical example of how Market Sector should affect your choice of company. Imagine you're doing your network marketing in a third world country where luxury is not a lifestyle for a large percentage of the population. Would you get involved in a company offering only travel services and luxury vacations? Of course not!

Don't get me wrong, I'm not saying you can't join such a company and make money, but remember our goal is not to "*make money*" our goal is to make you get to the big money FASTER! And for that to happen, a company offering luxury vacations in a third world country does not have a large enough market sector.

Most of the population in such countries doesn't care about vacations. *The most vacation they take is to go visit their grandmothers in the village.* 😊

So get on the fast-track by finding a company that has a reasonably large Market Sector.

5 - Focus on one



I see this topic popping up everywhere, social media platforms, Network Marketing blogs etc. Is it really advisable to do more than one Network Marketing opportunity at a time? This has been a point of debate for years. This opinion comes from the notion that, *"If one Network Marketing business is so lucrative then think how great two will be"*.

I hate to be the one to break it to you but that doesn't work, as a matter of fact it's going to be counterproductive to your success.

Let me say here that there are top earners that switch from one company to another, but they never work more than one at a time. Successful networkers know that focus and dedication to one company at a time is very key to steady and consistent growth. Take a look at the top Network Marketers like, Ray Higdon, Michael Clouse, Michael Adeyemi, John Melton, Matt Morris, Fehintola Onagoruwa etc. None of them will teach you to do multiple companies.

Here are the top 5 reasons why doing multiple companies could be counterproductive:

- **It dissipates your energy and time:**

Running one company already demands a lot of time and energy, spreading yours over two or more companies means you won't have enough time and energy to give to each, which will probably cause them all to fall short.

- **You send mixed signals to your prospects**

If you have a prospect that's interested in your opportunity, you could lose them altogether if you try to persuade them into something else or they see you peddling another opportunity to someone else. It makes you look like a cheap and tacky sales person. What you're saying is... *"Hey look if you don't like what I have up this sleeve let me show you what I have over here"*. Don't do that to your image.

- **It makes you look unsuccessful**

If your prospects see that you're in more than one opportunity they begin to wonder why. And the message you're passing across is that the opportunity you're proposing to them is so un-lucrative that you have to do other opportunities to supplement the income coming from it. It also suggests you're not very good at what you do and you're incapable of generating substantial income with one opportunity.

- **It shows disloyalty to your upline and company**

The same way you send a wrong message to your prospects and teammates; you also send the same to your upline. What it says to your upline is that you can no longer be trusted, and it's risky to have you work with his team or to share vital information with you now that your fidelity to the current company is in doubt.

- **Your downlines will do as you do**

If you are doing multiple companies you're unconsciously giving your downlines permission to do the same. And very soon you'll have a team of uncommitted and unfocused people to work with – and that's a perfect recipe for mediocrity. By showing dedication to one opportunity your

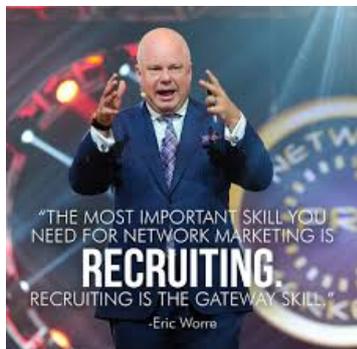
downlines see you as loyal and it assures them that they are following the right person with the right opportunity.

The bottom-line is this; if you've picked a good opportunity and you're happy with it, you like the company's products or services, you like the pay plan and you like your upline, why would you waste your time looking at another deal?

Find one that works, stick with it and go all the way. Tell yourself, *"I don't care if it takes me 3 or more years I'm going to the top of this compensation plan and that means I'm going to focus! focus!! focus!!! I've already made a choice and I'm sticking with it"*

If you want to fast-track your success in your Network Marketing business – Focus on one company at a time!

6 - Go Wide Fast!



There is a common misconception that has led lots of people into the pit of mediocrity and failure in Network Marketing. Some well-meaning leaders suggest that the key to achieving success in our industry is to simply recruit four or five people and focus exclusively on supporting them until they become wealthy. This is the exact opposite of what is indeed required to succeed in Network Marketing.

While some consider this to be a matter of opinion, the truth is that most successful Network Marketers have had to recruit between an average of 30 to 100 people before getting to the big money in network marketing.

If you want to get on the fast-track in your Network Marketing business there are three magic words you need to learn, they are; "GO WIDE FAST!" That means, if you really want to get to the big money fast in Network Marketing you have to become a monster at prospecting, following-up and recruiting. Your job is to recruit as many frontlines distributors as you can every single month at least for your first year .

A similar misconception applied to our profession is the mistaken notion that "Slow and steady wins the race". Meaning if you just recruit about one or two people every month and do that steadily over the course of 12 months, and train your team to do the same you'll be rich. Bunk! That only works on paper not in reality.

Attrition will ensure you constantly get frustrated if you follow that path. I repeat; if you want to get to the big money fast in Network marketing there's only one way - Recruit! Recruit!! Recruit!!! Yes there is a place for support and duplication for the people you bring in but first you need to

have a large number of frontline recruits then you sieve out those who are showing genuine commitment to the business and it is with those you spend most of your time and energy, but the going wide comes first.

I'd like to buttress this point by sharing with you a very profound analysis I learnt from one of my mentor Mr. Mark Yarnell - author of *"Your First Year in Network Marketing"*. He talks about what you need to do to get to an income of \$100,000 a month in Network marketing. If you want to get to such income you have to decide whether you're going to follow a 1, 2 or 3 year plan and it's all just a numbers game. The number of people you talk to everyday determines the plan you're on.

In most companies if you're going to get to \$100k a month in your first year you're going to have to talk to at least 30 people a day, 5 days a week. If you want to do it in two years you're going to have to talk to 20 people a day. And if you want to do it in three year you talk to 10 people a day.

And you can't go down to five people a day and expect to do it in 4 years; it won't work because the law of diminishing returns sets it. This may sound very easy but it's actually a lot of very hard work.

Let's assume that you want to get to \$100k/month in one year. That means everyday for 20 days in a month you're going to do everything in your power to talk to 30 people a day. Now when I say "talk to" 30 people a day, that means you have to do your very best to **communicate in some manner with prospects either for the opportunity, product or service you are offering.**

That could mean using the internet in any way to reach people, sending your video presentation to prospects on Whatsapp, giving out flyers and DVDs, organizing a seminar, doing a 1 on 1 presentation, talking to people at a trade fair event, doing regular Zoom meetings etc. It doesn't matter what method you use just make sure you reach 30 people a day five days a week.

Below is an insightful breakdown of what's possible if you GO WIDE FAST by talking to 30 people a day which is 600 people in a 20 day month. And I'm going to give you worst case scenario where 95% of them don't do anything, they don't sign up and they don't use your product/service and you could still get to \$100k/month.

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8
# Of Prospects Per day	# Of Prospects per month	People who do nothing per month	Signups per month	Quitters Per month	Leaders after a year	Leaders who quit after a year	Superstar distributors after a year
30	600	570	30	29	12	6	6

Column 1: You talk to 30 people a day

Column 2: 30 people a day equals to 600 people a month

Column 3: Let's assume a worst case scenario where 95% (570) of them do absolutely nothing! They don't join and they don't buy your products.

Column 4: That means only 5% (30 people) signup per month

Column 5: Out of 30 monthly signups let's assume a worst case scenario where 29 of them quit per month

Column 6: If you do this for 12 months that means at the end of the year you'll have 12 front line winners who didn't quit in your business. There's no way you'll have 12 committed frontline distributors in your team and you don't get to the big money.

Column 7: Now let's further assume a worst case scenario where out of those 12 frontline winners 6 of them quit!

Column 8: At the end of the year you'll end up with 6 superstar monster distributors that are just absolutely crushing the business.

Now this is the point; I've never seen an organization with 6 superstar distributors and great networkers actively doing the business and you won't earn over \$100k a month. I don't care if your compensation plan is a binary, matrix or unilevel it doesn't matter, in any compensation plan with reasonable payout of 40 to 50 %, if you have 6 monster distributors in your organization it is impossible for you not to earn over \$100k per month!

Remember what I said earlier you have to choose a 1, 2 or three year plan:

If you want to get to \$100k/month in 3 years talk to 10 people a day

If you want to get to \$100k/month in 2 years talk to 20 people a day

If you want to get to \$100k/month in 1 year talk to 30 people a day

This analysis was done by Mr. Mark Yarnell who is considered a legend in Network Marketing.

Note this very important point...

Mark Yarnell made this analysis at a time when there was not much internet/social media penetration. Today with all the social medial platforms and online automated lead generation systems when I say "talk to" 30 people a day, it may not necessarily mean you literally need to have conversations with 30 people.

You may have the technical knowledge to create or pay for an online system that helps generate leads and give presentations to people even when you are not present, that is still a way to "talk to people". Often times I have

people reach out to me who just watched a Youtube video I created months even years ago.

So with the internet even when you're not consciously doing it you can still "talk to" people using online systems.

So the bottom-line is this, if you want to achieve success faster in Network Marketing you have to relinquish the idea that slow and steady wins the race. Eventually "Slow and steady" will struggle until she quits. You have to GO WIDE FAST, talk to as many people as you can. Is it going to be easy? No. It's probably going to be the hardest work you'll ever do, but in the end it's going to be worth it.

7- Recruit UP



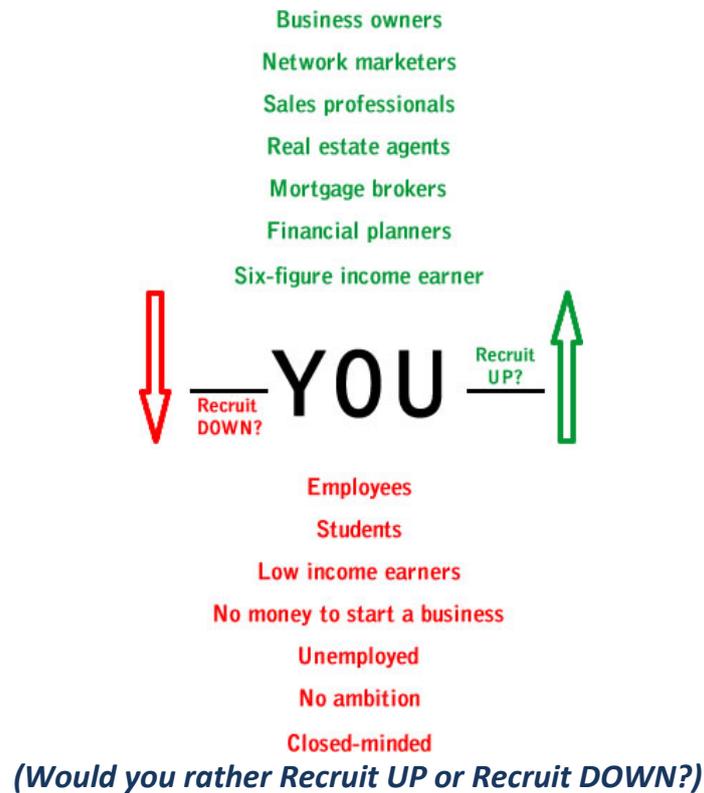
This is a very powerful top earner strategy I learnt from a friend and mentor in this profession. When it comes to recruiting, we don't want to pre-judge anyone, because anyone can succeed in Network

Marketing, but some people have more resources and potential than others and we should focus on recruiting them first, I refer to such people as "A-Players".

A-players include business owners, network marketers, sales professionals, real estate agents, mortgage brokers, financial planners, insurance professionals or anyone who is generating a six-figure income with what they do.

Most people in our business recruit those who look up to them in business. If you want to fast-track your business try recruiting people you look up to - people that are higher than you in business status.

Check out this illustration:



The above image says it all, top earners RECRUIT UP. They look for people who already have business success mindset.

Most people recruit the low-hanging fruit, the 1-5's. If you want to grow your business quickly, recruit the 6's, 7's, 8's, 9's and 10's.

This strategy is not a contradiction to the "Go wide fast" I taught earlier. You should go wide fast, talk to all the people you can, but remember, one A-player will be worth far more to your business that ten non-A players.

Imagine signing-up a successful Network Marketer or a thriving real estate agent who's been in business for fifteen years, he probably has a database of over 20,000, people who are also successful business minded people like him. WOW! Such a person can explode your business quickly.

I repeat, don't pre-judge anyone in Network Marketing. Everyone can succeed in this business, but know that A-players can make you successful faster... Go for them!

conferencing etc, you can have video conversation with people from across the world from the comfort of your home.

- **INTERNET NEVER SLEEPS**

Another unbeatable advantage building online offers you is having your business open 24 hours a day, 7 days a week. While you asleep, your online posts, blogs, videos, Facebook pages, capture pages etc, continue to be seen across the world. The materials you have worked hard to put online continue to market your business long after you've created them. That's what is called passive residual marketing, do the job once and continue getting the benefit for life. That's awesome leverage!

- **ADVERTISE FOR FREE**

I can't think of any other place where you can market your opportunity or products for absolutely free or for a meager sum of money than the internet. Email marketing, Facebook adverts, video marketing, blogging, connecting with people on Facebook, SnapChat, Instagram are all great ways to promote yourself and business and they are all free. All you need is a little instruction on how to use them and you're good to go. A simple video on YouTube can give you the necessary basic training on how to use these tools.

And I guess that's another benefit of the internet - Free training 😊

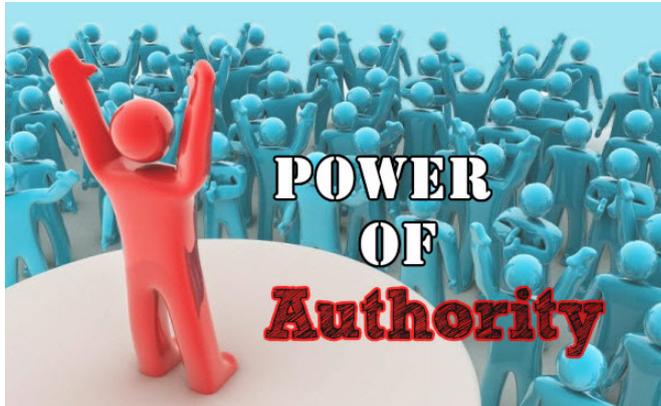
- **WORK FROM ANYWHERE**

Building online gives you the liberty to work from any location in any time zone you choose as long as you have an internet connection. You have the freedom to design your schedule around your lifestyle. Whether you are a morning or night person or whether you choose to

work from home, the sandy beaches of Dubai or a coffee shop across the road, it doesn't matter. The internet gives you that freedom.

As you can see, leveraging the internet to fast-track your Network Marketing business has many unbeatable advantages. Still, I agree with the old schools that it's possible to grow an MLM business without the internet, but why fail to use the internet when it can help you build faster, globally and more conveniently? It just makes more sense to use the internet.

9 - Become an Authority



The last step in fast-tracking your Network Marketing success story is to become an authority. An authority in any field is someone that has power or influence in that particular field. For example, what words would you use to describe people like Ray Higdon,

Eric Worre, Sarah Robbins or Tim Sales? Probably words like “Top-earner”, “authority figure” or “Network Marketing gurus” right? You would consider them so, simply because they’ve been able to distinguish themselves as authorities in the Network Marketing arena.

And because they’ve become authorities, it’s easy for them to recruit prospects into their businesses because naturally people get attracted to them because they are seen as solution providers. It’s called *Attraction Marketing*, such people don’t pursue prospects but rather they attract prospects, they get leads everyday from people who want to join their business simply because they’ve become authority figures.

Now, how do you become an authority and begin to attract people to yourself even if you’ve not made the millions yet? The best way to do that is to TEACH. Begin to teach people what you know about Network Marketing. Start pumping a lot of valuable content into the marketplace. Have you noticed that these personalities I mentioned earlier are always teaching? Every day through their blogs, videos etc, they are always teaching and giving out valuable content virtually free.

Now, I know what you might be thinking to yourself right now, *“How on earth am I supposed to do that when I’m just a newbie”* or *“Why would anyone listen to me when I’m not yet a 6-figure earner”?*

You must understand that when you start you won’t have many followers. When Ray Higdon started blogging he was actually broke and facing foreclosure, but 5 years later he had become a 7-figure a year earner and now has a massive following. On Facebook alone he has over 100k fans. He became what he is today because though he had zero following at the beginning, yet he constantly taught what he knew and today he’s an authority, and you can do it too.

In closing, let me share with you a simple formula I learnt that can help you become an authority quicker, it’s called the **ILT** formula.

INVEST. LEARN. TEACH.

INVEST: Spend time and or money to add to your knowledge in Network Marketing, attend that webinar, buy that online training course, watch videos by experts, subscribe to that newsletter etc. Do whatever it takes to add to your knowledge.

LEARN: Take time to learn and digest thoroughly the information you’ve invested in.

TEACH: Begin to teach others what you have learned from the material. It could be through videos, eBooks, a blog or a Facebook page. Use any means you can to begin to teach others the information you’ve learnt. I highly recommend you have your own blog.



The moment people begin to see your educational resources online on a regular basis, they won’t say, *“How much is he earning?”* or *“why should I listen to him?”* But rather they gradually begin to see you as

an authority and an expert in the field and you begin to get more followers and more people asking you about your business. And in a matter of time if you keep at it you'll become a Ray Higdon. 😊

Conclusion

I wish I had known these 9 keys at the beginning of my Network Marketing career; it would have saved me a lot of time and money. It's my joy to share them with you. I hope you found this book helpful and you got a lot of value from it. Now you know you can go slowly or you can go fast... The choice is yours.

My intention is that you will use all 9 strategies in unison. Don't just do one of them and neglect the other. For instance don't Recruit Up (No. 7) without having the right attitude (No.1). To get on the Fast-Track apply all 9 strategies in your business together.

Kindly share a comment on my Facebook Mastermind Group: <https://facebook.com/groups/firstclassnwm> and let me know the biggest takeaway you got from this book. By the way, you should join that Facebook Mastermind group; you'll get great value for it.

You'll be receiving mails from me regularly that will give you more value and aid you on your journey to success. If you're not already subscribed to my mailing list head over right now to www.WaleAkintola.com/subscribe so you can be up to date with the many goodies I dish out.

My passion is to work with committed entrepreneurs that have a passion to create massive income through Network Marketing.

Thanks so much for sharing your time with me.



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Your Online Upline...

If you know anyone who might find this Success guide useful, refer them to www.WaleAkintola.com/fasttrack where they can download it for free.

3 WAYS TO GET MORE ENGAGEMENT WITH WALE AKINTOLA

1. Join my Private MasterMind Group on Facebook, click the link below or copy the text in your browser and press enter:

<https://facebook.com/groups/firstclassnwm>

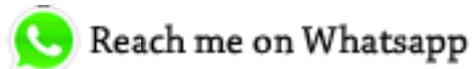


2. Like my private Facebook page, click the link below or copy the text in your browser and press enter:

<https://web.facebook.com/likewaleakintola/>



3. Connect with Wale Akintola on Whatsapp, click the image below:



4. Subscribe to my Youtube channel, click the link below or copy the text in your browser and press enter:

<https://www.youtube.com/waleakintola>

