

Learning to Employ Yourself!

Welcome to Max and the team! Especially if you have never been self-employed, one of the largest potential hurdles to success in your business will be learning to employ yourself or “become your own boss.” Seemingly small things that you would routinely do when someone else is your boss become much harder to do when you are your own boss. This is because you truly have the freedom to do them or not do them - - there is no one **except yourself** that can give you a raise if you do them or fire you if you don't.

In your Max business, these things include **contacting prospects on a daily basis, sending out a LOT of information and product, consistently getting on conference calls, and coming to larger team events such as monthlies, majors or “boot camps.”**

Many of these things are referred to as “plugging in,” and as has already been stated in this training it is virtually impossible to build a large team unless it is plugged in, and as a general rule, **your team only “plugs in” to the extent that you do!** Consequently, a key element to employing yourself is consistently plugging in to the events listed in the Max Alliance Event System (**Appendix A**).

“There is a 99% chance that you will not make it in network marketing if you do not PLUG IN” Zig Ziglar

One of the greatest barriers to successfully employing yourself is what Jim Rohn calls “**the subtlety of success and failure.**” This is a major curve ball! Everyday, people continually make simple “right decisions” or “wrong decisions” with no immediate results either way. Right decisions and actions do not **instantly** produce **success**, and wrong decisions and actions do not **instantly** produce **failure**. **However, the effect of both will inevitably accumulate and compound over time and eventually tip one way or the other - - leading to your ultimate success or failure.**

In Max, missing an occasional event or conference call won't instantly ruin your business and doesn't seem to make any difference at all at the time. However, allowing it to become a pattern or making it a **habit** to miss events, conference calls, trainings, etc. will pretty much insure your eventual failure. **Successful consultants persistently do small things every day that don't seem to make any difference when they do them, but that make all the difference over time!**

Also, another key for successfully employing yourself is to develop a **“No Matter What” Attitude!** “Life” happens to everyone, and while some distractions or excuses are more serious or real than others, **all distractions and excuses are equal** if they prevent you from achieving your goals. While some people let things as minor as a rain shower or their mood stand in their way, others don't allow even the most major things to stop them. There are many industry success stories of people who have succeeded against all types of seemingly insurmountable odds. As they'll testify, opportunity doesn't wait for the perfect time to knock and is never built on convenience, but does reward those who are **resolved** to succeed **“no matter what!”**

The bottom line is that most people would succeed in Max beyond their wildest dreams **if they would just work for themselves even half as hard as they work for someone else.** Why they sometimes don't is perhaps the greatest mystery of all. That's right, some people will do absolutely amazing things on their job, for bosses they don't even like, with no chance to ever do anything more than live paycheck to paycheck, yet when it comes to potentially earning a fortune working for themselves, they constantly do, or don't do, things that would obviously get them fired at their job!

Don't fall into this trap. Just because someone is not looking over your shoulder, don't be fooled into thinking something doesn't matter or that there will not be a consequence - - everything matters, the results just may be temporarily invisible. Learn to employ yourself by consistently and persistently applying these principles to your business and watch it soar!