



Position of Strength



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Position of Strength

All leaders have a secret trait in common – confidence without arrogance. They operate from a position of strength. It is the secret to building a large organization and it is simple to do – it all comes down to how you present yourself and the opportunity to others. Always approach others from a position of strength and confidence.

- ✓ Be confident in yourself – you are part of an awesome team of winners!
- ✓ Be confident in the opportunity – you offer unlimited opportunity to earn cash!
- ✓ Be confident in the referral marketing industry – you leverage a powerful industry that has changed the lives of millions of people!

Above all ...

“Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy!”

– Norman Vincent Peale

When you operate and act with an attitude of strength and confidence, you build a team of winners like you who are positioned to earn incredible wealth and have a great time.

What goes through your mind when you introduce people to UltimateMatch? Do you work to persuade people to listen to you? Or, do you focus on the opportunity that lies ahead and know there is no need to persuade a real winner?

Extend an honest invitation to others. Never beg or coerce people to join your team. If you drag them in, you will drag them the entire way and inevitably lose more than you gain. Come from a position of strength to provide valuable and exciting information about the opportunity. Take your position as a leader and others will follow and perform amazingly!

Think about how excited people get when a bank approves their home loan, they are accepted into an exclusive club, or they are accepted at a choice college. They pay, sometimes heavily, for the privilege but it does not damper or minimize their excitement. Why? Because there is perceived value, it is something they strongly desire and there is a risk they will not be accepted, which makes their need and desire to be accepted that much stronger.

It is easy to apply the same principle to your UltimateMatch business. Create an atmosphere that makes others want what you have and to be a part of your team. Make sure people feel fortunate



you have invited them to take a look at the opportunity and a chance to join your team. It makes recruiting fun, exciting and easy!

Keep in mind your behavior is more important than your words. Operate from a position of strength and sincerity – know you make a difference in the lives of others and have an opportunity to open a door that will change their life!

