

Business Building Strategies for Direct Sales

BREAK THROUGHS!



Recruiting Guru
Lisa Jimenez on
How to Conquer Your
Fear of Prospecting

Also in this Issue:

Live Your Rich Life
Build a Bigger Sales Volume

Got a Convention or Sales Meeting Coming Up? Book a Sales-Building Program by Lisa Jiménez!

Lisa Jiménez has helped thousands of top recruiters and salespeople shatter limiting beliefs to break through to success. When you want to increase recruiting and create strong sales growth—there is no one better for your people than Lisa!

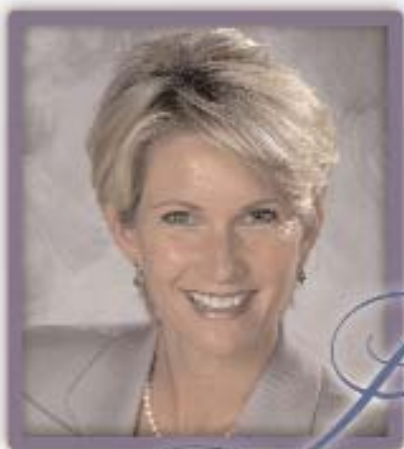
Her fast-paced, powerful programs come directly from her real-life experience of building a successful direct sales business of her own. Because of this know-how, your people will identify with Lisa's personal stories and really get the message.

They will laugh out loud when Lisa reveals the hidden messages that are in most common fears of all sales people. They will be empowered, through humor, to identify these fears in their own behavior and discard them forever. Then they will learn specific techniques they can implement immediately to recruit and sell more.

Lisa's sincere and caring presentation will touch the hearts of your audience members. They will be transfixed as she reveals her own experience of how she broke through self-doubt to reach and sustain high-level success.

From her doctoral work in leadership at Florida Atlantic University, to building a business herself, to balancing her home life raising three children -Lisa gives your people a fun, powerful message on how to break through limitations and build the business - and life - they really want. They will leave the conference reignited with passion to get home and implement the system for recruiting they've just learned.

Lisa is the author of numerous resources for personal and professional development, including her best-selling book, *Conquer Fear! Ending Procrastination and Self-Sabotage to Achieve What You Really Want.*



If you really want to make your next meeting the best one you've ever had, and give your people real tools to build sales and recruit more... then you need Lisa!

**To check date availability call
800 489 7391 or 954 755 3670
or visit www.Rx-Success.com**

Lisa Jiménez

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Build a Bigger Sales Volume

Focus on Your Efforts-and Your Results Will Take Care of Themselves

By: **Lisa Jiménez M.Ed.**

“I’m so mad at myself!” she said as we began our coaching call. “I made a goal to get ten new prospects last week and I only got three,” she lamented.

The frustration in her voice was something I used to experience as well, until I came to a profound realization: Focusing on your results is dangerous.

Your results, from efforts in selling or prospecting (or anything else, for that matter), are something over which you have very little control. Putting all your energy into results will deflate your confidence, exhaust your power-and kill your business.

I used to keep charts all over my office to fill in the names of the people who signed up for my business opportunity. Even after hours of prospecting or marketing efforts, I would feel defeated if I wasn’t able to fill in all those spaces by the end of the week.

My definition of success was only based on results.

I was placing all my focus and energy on something over which I had very little control. Think about this

for a moment: can you really make your prospect love your opportunity? Can you cause them to buy your product? No, not if you look at it honestly-you can’t even begin to exercise that kind of power. You can do your best, help move them in that direction, provide them with a great opportunity and all the fuel they need to do those things...but make them?

You can lead a horse to water....

So why give so much power to an element you cannot control? What you can do is show your prospects enough intriguing information, in a passionate way, consistently, that will help them make an educated decision. But the decision is out of your hands.

The One Thing You Do Control

There is one factor over which you do have complete control. That factor is your efforts.

You can decide how many people you will share your marketing plan with.

You have control over the quantity of marketing attempts you will make.

You have control over how many calls you're willing to make. You have control over the number of no's you are willing to accept without giving up.

Embracing the law of averages was my first step in getting past the frustration I felt in selling and recruiting. I knew that if I shared my product with ten people, at least one would buy it. This was a fact I could count on; the law of averages never lies. If that's the case, I eventually reasoned, to only focus on my efforts, and let the law of averages take care of the results.

Decide how many new clients you want next month-then multiply that number by ten. That's the number of new prospects with whom you need to share your product.

The only factor you have complete control over is your efforts!

Free yourself up from trying so hard to convince, persuade, cajole and control your prospects. Let go of the results. Put your energy and power into your efforts and you will be a remarkable, unstoppable force. Your prospect will sense your unique and confident posture and will want what you have.

Think of how powerful you will be when you release what you don't have control over and fervently grasp what you do!

What this takes is a shift in your mindset. Evaluate the goals you've set and discern whether they depend on your efforts or on your results. Instead of setting the goal of gaining five new business associates, set the goal of putting 50 new prospects into your recruiting pipeline. Instead of setting a goal of selling 100 widgets, set your goal to put your widget in front of 10,000 new prospects.

The incredible success I and my coaching clients have had since we shifted our attention to efforts rather than results has been nothing short of amazing; it will be the same for you.

Release the Results, Focus on the Efforts.

The best way I know how to create a success mind-set is to follow a successful and effective recruiting system. Put each and every one of your prospects through this pipeline of recruiting. Focus on your efforts and have faith that the results take care of themselves. Positive results are inevitable when you follow a recruiting system.

I've created one of the most effective recruiting systems in the industry. It's called, "*Radical Recruiting!*" How to find, attract, and sponsor the winners! This resource gives you a duplicatable 5-step recruiting system that teaches you what to say and do at every stage of the recruiting process. It will build your professionalism and your confidence because you always know what to do next.

The only factor you have complete control over is your efforts! Become the best at what you do and then go out and do it. Your efforts are all you need to get the incredible results you desire.

Lisa!

P.S. Learn how to find, attract, and sponsor the winners! Order your copy of "**Radical Recruiting!**" and give yourself the **dynamite prospecting skills** you need to **boost your business now and have fun** doing it! Go to www.Rx-Success.com

Radical Recruiting

How to Find, Attract, and Sponsor the Winners!

Creating and following an effective recruiting system is one of the most important skills you will ever develop in your Network Marketing business.

In this six CD album you'll learn Lisa's duplicatable 5-step recruiting system that will show you how to make dynamic prospecting presentations and one-on-ones that will build your image and your confidence. Discover the secrets to overcome the toughest objections as well as the single most effective close to help your prospects say yes...

Radical Recruiting will help you:

- Discover and eliminate your hidden fears about prospecting;
- Find out where to find the best prospects;
- Learn how to make powerful presentations to build your image—and your confidence;
- Practice the best strategy for successful follow-up;
- Discover the secrets to overcome the toughest objections;
- Learn the most effective close to help your prospect say yes; and
- Create momentum to make building your business more fun.

If you're serious about enrolling more leaders, making more money, and having more fun prospecting, then Radical Recruiting can show you the way. In this program, Lisa Jimenez M.Ed., digs deep to the root of prospecting to show you how to take your business to the next level. Lisa will empower you with the personal growth tools and dynamite prospecting skills you need to boost your business now! She uses her real-world experience of building a big business herself, to show you how to attract and retain the winners. Lisa's 5-step recruiting process is motivating to follow and gets results.

These are the recruiting secrets you've been searching for!

Radical Recruiting - 6 Audio CD Set & Study Guide



27 Tips to Radical Recruiting E-mail Mini Course


Radical Recruiting E-mail Mini-Course has 27 Tips delivered via email in your inbox each day for 27 days to motivate and inspire your radical recruiting efforts!

These are the personal growth tools and dynamite prospecting skills you need to boost your business now! Picture this . . . every morning, first thing when you get up, you open your e-mail and I'm in your inbox. I'm there with one specific thing you can do that day to grow your business just a little bit more. The next day, another e-mail bell-it's another message from me with another tip to help you find yet one more leader for your organization. Day three another tip . . . Day four another tip . . .

For the next 27 days you and I are going to be connected in a journey of challenge, adventure and growth. These recruiting tips will take you to the upper reaches of your company's compensation plan!

The Radical Recruiting E-mail Mini Course is a great addition to the Radical Recruiting 6-CD program. Let this combination help you master this recruiting system and sponsor more leaders.

27 Tips to Radical Recruiting Email Mini Course \$27. #EMC2
Order: 800 489 7391 • 954 755 3670 • www.Rx-Success.com

A man and a woman are walking together on a paved path in a lush, tropical setting. The man is on the left, wearing a light-colored t-shirt and dark pants, looking towards the woman. The woman is on the right, wearing a dark, patterned crop top and a matching skirt, looking back at the man. They appear to be in a romantic or friendly conversation. The background is filled with green foliage and palm trees, suggesting a beach or resort location. The overall mood is bright and positive.

Are YOU Living A Rich Life?

By: Lisa Jiménez M.Ed.

Prosperity belongs to the dreamer. Fortune favors the brave. And the Rich Life belongs to the risk-taker.

The good news is that you were born with innate risk-taking ability. Just ask someone who knew you when you were a two-year-old. You were a tenacious, bold, courageous, life-loving adventurer!

Have life circumstances caused you to settle for mediocrity or are you living your rich life?

And what does living a RICH life really mean? We have watched shows like, “Lifestyles of the Rich and Famous,” and we are conditioned to believe that being RICH is sipping champagne in the Jacuzzi in our luxurious mansion while the butler waxes the Rolls Royce!

First, let me say that living a rich life is not based on materialism. The material is certainly a part of the rich life, but it is not the only part. (And if you are not careful, the material part of life can actually keep you from the kind of life that makes you truly RICH!)

Living a rich life is more a mind set. It is an inner health of how you see yourself and others, what you

believe, what you think about, and how you behave. In one succinct sentence...

Living a rich life is about BEING your full self and living that full self OUT LOUD and IN COLOR!

It's about tuning in and turning on! A person who is living a RICH life is tuned in to their innate wisdom, their intuition, their power, their purpose, and they are turned on to their ability to affect outrageous, powerful, positive change in the world! They are tuned in to realize the abundant opportunity around them and they begin to attract it!

If you are ready to learn how to live a life that is truly rich, then you are the person I developed “*The Rich Life Kit*” for. Let me tell you about the philosophy behind the *Rich Life Kit* and how to use it.

Please know that the Rich Life philosophy is based on the belief that you were born to be blessed so you can be a blessing to others. You have so many opportunities and advantages waiting for you to accept so you can experience a more abundant life. And in turn pour out your rich life onto others.

The *Rich Life Kit* is a system that comes in two segments. The first segment is the advanced Rich Life Seminar and a work-along Study Guide. You will listen to one of the four CD's each week for a month.

You'll have homework assignments and quizzes to complete in your study guide. The power in this seminar is the accountability aspect. When you go through the homework assignments you will get clear about what you really want, what has been holding you back, and exactly what you need to do to help you get there. You will create a clear step-by-step action plan to keep you focused every day. You will build momentum and that is the most powerful, sure way to creating success!

This 4- hour *Advanced Rich Life Course* alone is worth 10 times what you pay for the entire kit. You will take an introspective journey to reveal the self-limiting beliefs and habits that keep you from your rich life. You'll find out exactly how to think like the rich in all areas of your life. You'll see a difference in yourself right away. And you'll be amazed at how powerful you are to attract into your life exactly what you really want.

The second part of the *Rich Life Kit* is what I'm really excited about! This is what will keep you focused and motivated every day. You will receive 27 daily meditations that will condition your mind and your heart to RECEIVE the abundance you begin to attract. Pop Day One in your CD player in the morning and meditate on it all day. Then, you'll build on that mediation the next day and the next and the next. THIS is important! These 27 daily meditations will actually retrain your mind. They build on each other and will empower you to think differently, dream more boldly, and act more abundantly.

The great benefit of this part of the *Rich Life Kit* is the daily doses of motivation and business-building tips. Just like taking a vitamin every day will build health on the inside, listening to these daily motivations will dial your thoughts to success and create a powerful success mind-set. You will actually begin to see opportunity that you were blind to before.

I know without doubt that if I can teach you these principles of the rich, your life will never be the same—and

the people in your sphere of influence will greatly benefit, too.

So, what about you? Are you ready to stop settling for a life of just getting by and learn how you can live a truly Rich Life?

Let me help you reveal your dreams and live beyond what you thought was possible.

Are you ready to learn how to break through mediocrity to live Your Rich Life?

I know, without doubt, that if I can teach you the Rich Life mind-set, YOU WILL see a tremendous increase in your business and your life.

I guarantee it.

That's how much I believe in the principles I teach in the *Rich Life Kit*. I've seen it happen in countless people I've worked with. And it's exciting! The light turns on! The mind shifts. The dream awakens. The blinders melt away. And they regain their child-like courage, risk-taking ability, and are on fire for creating the life they were meant to live—and love!

I want you to be one of the people who WAKES UP to the truth that you were born to be blessed so you can be a blessing to others. Let The *Rich Life Kit* help you live beyond what you ever thought was possible.

You really can achieve your dreams and live a life you love! Let me be your personal coach and help you create Your Rich Life.

Warmly,

Lisa!

The *Rich Life Kit* order information is on page 10.

Rich Life Kit

A Practical, Inspiring Guide to Living The Life You were Born to Love

How many times have you set a goal for yourself that you are excited about, and then, within a very short time you get sidetracked and stop doing the things you know you need to do to accomplish your goals?

Are you lazy? Do you lack discipline?

No! I don't think it is either of these. I believe it is your beliefs about letting yourself really live—really love—really succeed—that hold you back! Many people think they're just not meant to live an outrageous life. And that belief keeps them in bondage of mediocrity!

You were never intended to live this way...

Through all of the personal coaching I do, I've noticed a common thread with most of my clients: The reason behind unrealized potential is most people have a tremendous hidden fear of money and they don't feel worthy of success. So they sabotage the success they say they want!

Don't settle for a life of just getting by. Let me be your personal coach for the next 30 days and help you reveal your dreams and live beyond what you ever thought was possible.

In this 31-CD Program of The Rich Life Kit you'll learn how to:

- Cultivate the risk-taker in you;
- Be set free to dream bigger;
- Silence those annoying voices that keep you from living your rich life;
- Know what you want and find the courage to ask for it;
- Change your beliefs about wealth;
- Know the difference between confidence and self-esteem;
- Destroy doubt and cultivate your faith;
- Break through old habits that hold you back;
- Live outside yourself and your human limitations;
- Attract opportunity to you; and,
- Create an extraordinary adventure and live a life you love!

If you are ready to think differently, dream differently, and tap into your innate wisdom to build a richer life, then invest in *The Rich Life Kit* today. **Take the first step to releasing the bold, adventurous, risk-taker in you!**

The Rich Life Kit - 31 Audio CD & Study Guide

Rich Life Kit \$497 (Payment plan available) **Order#A5 Order: 800 489 7391 • 954 755 3670 • www.Rx-Success.com**



Rich Life E-mail Mini Course

You can have the Rich Life message sent to you every morning for 27 days. Order the *Rich Life E-mail Mini Course* today and you'll receive Tip #1 tomorrow morning in your inbox.

The Rich Life message will help you manifest your Big Dream and live a more faith-filled, outrageous life!

27 Tips to Living Your Rich Life E-mail Mini Course \$27. #EMC2
Order: 800 489 7391 • 954 755 3670 • www.Rx-Success.com



The Power of Focus!

By: Lisa Jiménez M.Ed.

Remember when the “experts” told us that one of the keys to success was multi-tasking? **It was a lie!**

I bought into the whole philosophy of doing ten things at once. Cram another load of laundry in the dryer while I answer the phone, listen to my son while he tells me about his day, write a marketing letter in my head, wonder if I turned off the coffee pot, shoot up a quick prayer, think about what I’m making for dinner, all while I’m visualizing my dream life!

Ha! It was insanity. And it had to stop.

Does your life look like a gyroscope, spinning around at a frantic pace but not going in any specific direction? Busyness is the enemy of success.

Think of it scientifically. We all know that diffused light has little power or impact, but you can concentrate its energy by focusing it. With a magnifying glass, the rays of the sun can be focused to set grass on fire. When light is focused even more as a laser beam, it can cut through steel.

That’s the power of focused energy.

Now, apply this principle of focused energy to your life. Diffused energy (busyness and aimless distractions) has little power or impact. But when you concentrate your energy by focusing it, you have created a laser beam of power.

What would your life look like next week if you used the power of your attention on ONE project today? That sales letter would be written and sent out. That prospect would have all they need to make an educated decision. That spouse and those kids would feel they are really loved.

There’s so much power in concentrated energy!

Remember back to the days when you were five years old? You lived in the world you wanted to create. If you wanted to be a fire fighter, you were one—right then at that moment! If you wanted to be in Africa, you were—right then at that moment! Kids can create their perfect world in their imagina-

tion instantaneously. This ability to use your imagination was your first experience of the power of focus. You still have that ability.

When was the last time you tapped into your imagination and spent a day, a weekend—or a whole week dreaming about what you really want and how you can manifest it? And speaking of manifesting...

That’s a fascinating word and an intriguing concept. I’ve spent years discerning it and realize I haven’t even touched the depths of its power.

Think of it, in the very first book of Scripture it says, “In the beginning God created...” In all succeeding books of Scripture it doesn’t repeat this again. In following Scriptures it says manifest.

This got me thinking. Could it be that ALL things are already created? Everything already exists? And if all things exist right now in this moment, how do they come into existence on this physical plane? How do they become evident, clear, and visible?

Then I looked at the word manifest. Its very definition is to be evident, clear, and visible. The first part of that word is man or mankind. The other portion of the word is fest, which comes from festival. That means celebration – one of the names for God.

Manifesting is partnering with God.

When you manifest you are a vessel, bringing what’s already created into the physical plane. You are birthing ideas, people, material things, and love. You are not creating them, for they are already created and exist in the Mind of God. But you are making them evident, clear, and visible. You are manifesting (Man)i(Fest)ing!

Wow. What a privilege! And what if God, in His infinite wisdom, power, and love, is searching the world over for someone who believes they can partner with Him and bring ideas, material things, people, and love to the physical?

Is that person you?

Most people are afraid of that power. They live a life of busy-ness and aimless distraction so they won't ever have to come into their true brilliance.

Maybe it's time to be different.

If you are like me, and you know in your heart that you were born for so more and you're open to exploring the richness of partnering with God, I want to invite you to participate in the **Rich Life Retreat**.

This is a retreat like no other. First of all, I've chosen destinations that are rich in creativity and inspiring energy to set the stage for outrageous dream building (at the luxury condo property I just bought in Paris and Maui!)

You will be picked up in limousines, dining in the finest restaurants on the most delectable foods, and join culture with private tours, and staying in luxurious suites. This royal treatment is mandatory to set the stage for the type of work we'll be doing...

The **Rich Life Retreat** is highly interactive. Through writing, dream building, mediation, and creative exercises, you will know what you really want and how to manifest it. You will be creating your dream board, drawing, painting, and speaking. We will utilize the power of the mastermind and draw on the synergy of like-minded people coming together for a single purpose—to manifest our Big Dreams!

The **Rich Life Retreat** is not for everyone. If you are not open to the supernatural, it's not for you. But if you are open to tapping into your intuition, focusing your energy through the power of intention, and receiving inspiration through the synergy of the mastermind, then the **Rich Life Retreat** is exactly what you need to step into a world where you can manifest your dreams and live a life you love!

My greatest desire is to help you step into a world where you can manifest your dreams and live a life you love! Participate in the **Rich Life Retreat** and you will learn how to embrace and manifest ALL you were meant to BE and do.

Richest blessings to you,

Lisa!

Request your **Rich Life Retreat** information pack today!

The Rich Life Retreat

How to Manifest Your Heart's Desires Now!

Learn how to tap into the power of intuition, intention, and inspiration to manifest your Big Dream and live a life you love!



If this experience is what you're ready for, Request your Rich Life information pack at www.rx-success.com/store/richkit.html or call 800.489.7391 or 954.755.3670

When you visit the website, remember to tell me why you believe you are ready for the Rich Life Retreat.



Paris, France in June
Maui, Hawaii in February

Four Day Rich Life Retreat \$10,000
(Monthly installment is \$2,500 for 4 months)



Personal Business Coaching with Lisa

By: Lisa Jiménez M.Ed.

When Oprah Winfrey wanted to lose weight she hired a personal fitness coach. When Steven Covey, Tiger Woods, Julia Roberts, and J.K. Rowling became successful they all gave credit to their personal coach.

You and I are no different. I know for myself, every great success I've achieved, whether in business, my personal life, or my spiritual life, has been accomplished with the help of a coach.

Do you have a personal coach that you meet with on a weekly basis that stretches you into bigger thinking, greater dreaming, and higher achieving?

For the past two years, I've been coaching people from all types of businesses and industries; everyone from realtors, speakers, network marketers, direct sellers, travel agents, authors, and artists. Right now I have 37 people on a waiting list counting the days when one of my existing clients will graduate so they can snatch up their coaching time. Instead of building a bigger waiting list I decided to build a better coaching program. That's why I designed:

The Quantum Leap Coaching Program

This coaching program consists of six wealth-building lessons covering a myriad of intense personal development tips and business-building strategies. The lessons are highly structured and build upon each other.

For that reason, it is imperative that you complete the lessons on time and are available for every coaching call. I've created the coaching program this way because it works! These lessons create the blueprint you need to build your dream, achieve your goals, and live a life you love.

Quantum Leap Coaching will give you the motivation and the

accountability you need to build your business and create wealth in every area of your life. You'll begin achieving at levels you never thought possible. You'll dramatically improve your productivity, your mind-set, and experience a quantum leap in both your personal and professional life.

I've seen incredible breakthroughs and mind-blowing quantum leaps in the graduates of this program. Here's what some of them have to say about their quantum leap!...

"I have learned so much from you, Lisa. I've recruited three strong recruits since working with you and have learned how to build them into great leaders!"

- Gina Lagalbo, Sr. Sales Director L'Bri Skincare

"Lisa, your coaching program is one big WOW! It is exactly what I wanted and needed to build my business."

- Lisa Cannon, 4Success University, Inc.

"Our weekly coaching calls are priceless... You give me the motivation to see the big picture and the accountability to make it happen. My sales have tripled since I've been working with you."

- Tonya Grimes, Sr. Sales Director, Creative Memories

You can begin your quantum leap at the speed and intensity that works for you with the two unique levels we offer.

Level One is the Diplomat Level.

This program is for you if you are searching for tips and ideas on how to craft and build your dream. You are willing to do the weekly homework assignments and you are serious about eliminating every barrier that has been holding you back. In just six months, you will shave years off your learning curve and master the steps to building a dream career and life.

The monthly tele-seminars will get you thinking! Each month I'll enlighten and challenge you with one of the six business-building topics.

These lessons include:

- Designing Your Dream Life and Creating a Plan of Action;
- How to Identify What Holds You Back—and Eliminate It Forever;
- How to Create Laser Focus and Craft a Compelling Vision;
- One Simple Strategy to Turn Fear Into Your Green Light to Go;
- Adopting an Empowering Belief System that Attracts Success to You; and,
- Three Steps to Creating and Achieving Your Best Business (and Life) Plan!

These powerful lessons are a blend of personal development and business-building strategies. They accompany a concentrated homework assignment that will reveal any missing links and will ensure that the information takes hold of both your head and your heart.

Diplomat Level Clients Receive:

- *Conquer Fear!* Complete Collection;
- Weekly Group Tele-Coaching (60 minutes/per week);
- Weekly Homework assignments;
- Monthly Tele-Seminars (60 minutes);
- Graduation Ceremony and Diploma;
- Admission discount to the *Rich Life Retreats*;
- Personal Dream-Building Questionnaire;
- Professional Needs Analysis;

Total Investment for Six Month Diplomat Program: \$2,900 or (Monthly Installments of \$497)

If you're ready for more private and personal coaching—and you're interested in speaking, training, and coaching yourself, then the advanced level is for you. It's called the Ambassador Level.

This level is for you if you seek personal and private, one-one coaching, you are a big thinker—and an even bigger dreamer—and are ready to be challenged in more advanced, sophisticated ways. It's for you if you are thick-skinned and can handle—even welcome – tough truths and probing personal insights, because you know that's what it takes to achieve the highest success level possible.

The Ambassador Level is also for you if you have a desire to be one of the facilitators on the monthly tele-seminars, speak at the live events, and graduate from QLC to become a part-time or full-time coach yourself.

Together we will plan, create, and execute a fast and furious road-map for your accelerated business success.

In six months, my clients at the Ambassador Level have doubled—even tripled—their organization and their income. They have books published, websites that are making money, speaking engagements on the calendar, articles that are circulating in major magazines—and they are enjoying the thrill and deep satisfaction of finally living a very rich and fulfilling lives!

Ambassador Level Clients Receive:

All of the Diplomat Level Benefits:

PLUS:

- Personal and Private Weekly Coaching Calls (60 minutes);
- Personal Weekly Homework Assignments;
- Personal E-mail Access Monday-Saturday;
- Personal Business-Building Blueprint;
- Personal and Private Accountability Plan;
- Facilitating and Speaking Opportunities;

Total Investment for Six Month Ambassador Program \$9,500 or (Monthly Installments of \$1,797)

*All applicants will go through an interview process and must be approved into program.

If this is the type of personal and private coaching you've been searching for and you're ready and willing to do the work, then the next step is for you to call and schedule your FREE 15-minute interview with Lisa. Call 800.489.7391 or 954.755.3670.

I look forward to hearing from you and finding out how QLC can help you build your business and create your Dream Life!

Richest blessings,

Lisa!

Call 800.489.7391 or 954.755.3670 to schedule your free 15-minute interview with Lisa today.

Crafting Your Vision

Twelve industry experts share their secrets to success . . .

As soon as this 12 audiotape album was released, it was hailed as one of the greatest self-development tools since *Think and Grow Rich!* It gets to the real root cause of success or failure—the vision you create for yourself.

It's pleasing to your ego to assume your group is not growing because of outside factors and other circumstances. It's very convenient to blame your lack of progress on the compensation plan, the price of the products, timing, the area you live and a host of other external factors. But the truth is—you are reaping the results of the vision you created!

Your suffering, frustration or failure to reach goals is the result of a neutral or negative vision—just as the blessings in your life are the results of a positive vision. This is an immutable, unshakable universal law. Living the lifestyle of your dreams begins with crafting the vision of where you want to go. For without a clear, compelling vision you simply cannot achieve what you're truly capable of. And there simply is no better resource to help you create an empowering vision for yourself than this amazing resource.

You'll learn how to craft your personal vision, how to design a vision big enough to encompass the visions of your people, and the steps to take on a daily basis to bring your vision to reality. You'll hear 12 complete programs on vision-recorded live—from 12 of the foremost experts on direct selling, recruiting and marketing.

It would take you tens of thousands of dollars to assemble this faculty—you'll hear from all 12 of them, for less than a hundred bucks.

This breakthrough album includes talks by:

- Richard Brooke (Chairman of Oxyfresh)
- Michael S. Clouse (Author of *Future Choice*)
- Rita Davenport (President of Arbonne International)
- John Milton Fogg (Founder of Upline)
- Matthew Freese (President of Envion)
- Randy Gage (Author of *How to Build a Multi-Level Money Machine*)
- Lisa Jimenez, M.Ed. (President, Rx Success, Inc.)
- John Kalench (Author of *Being the Best You Can Be in MLM*)
- John David Mann (Senior editor *Network Marketing Lifestyles* magazine)
- Jan Ruhe (Author of *Fire Up* and *MLM Nuts 'n Bolts*)
- Tom Schreiter (Author of the "Big Al" books)
- Tom Welch (Author of *Work Smart, Live Happy*)

The insights on vision you'll get from this album are mind blowing. When you finish, you'll really know how to craft and manifest the vision of where you want to go.

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The secret to success is getting out of your Comfort Zone—and challenging yourself to do more.

Yet, instinctively, we each fight this. We naturally want to stay in the security and safety of the familiar yet, you know to truly achieve great things, you must cross the fringe of fear and take action. This powerful video will empower you to do that.

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- Create a laser focus to ignore distractions and accomplish the things you want;
- Laugh your way to health and happiness;
- Build healthier relationships; and,
- Explode out of your current limitations and rocket to higher levels of achievements in both your personal and professional life!

Explode out of your current limitations and move to higher levels of achievement in both your personal and professional life.

You were born with an innate risk-taking ability. This program will motivate you to rekindle the risk-taker in you, cultivate your faith, and become more courageous!

Order *Breakthrough Your Comfort Zone to the Success Zone* today!



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The Enemy of Success!

Mistakes That Lose You Prospects
(For Business Owners in Network Marketing Only)

By: **Lisa Jiménez M.Ed.**

Dear Colleague,

Did you know that there are some things you are doing right now that are actually scaring away your prospects?

Go back with me to the day you decided to get into Network Marketing and Direct Sales. What were the 3 most compelling reasons you joined? If you're like most people you would say:

1. Freedom to enjoy the lifestyle you dream of.
2. Freedom to be in control of your time, your future, and your income potential.
3. Freedom to choose the people you work with.

It's all about FREEDOM!

So why is it that after you signed your agreement and got your starter kit, you approached this business with the same mind-set as you did when you worked in the rat race of Corporate America?

That same working mind-set is keeping you broke!

Think about it; what do people hate about the traditional way of "working"? They hate it that they have to wake up to a blaring buzzer in their ear. They hate it that they

have to work traditional hours. They hate it that their work environments are extremely structured and they have to work with people they don't like. They hate it that they can't take a day off just because, jump in the car for a surprise long weekend, take their kids to another country for the entire summer or any of the other limitations in traditional jobs!

Network Marketing and Direct Sales offers the opportunity to do all of those things and more. But when was the last time you actually did one of those things?

Your lifestyle, not your compensation plan, is your greatest witness to your prospects. The freedom you enjoy, not your product line, is your greatest testimony to your prospects.

Living the Network Marketer's lifestyle is the ultimate benefit and the best advertising you can do to attract prospects and intrigue them enough to say yes.

When your Network Marketing business begins to look just like every other J-O-B, you are scaring away your prospects and keeping them from saying yes to your opportunity.

It was 1991. I'd been building my Direct Sales business for two years and found myself at a stand still in my recruiting. I begin regaling all my sponsoring woes to a friend of mine. After listening to me for several minutes,

she stops me mid sentence and says, “Lisa, you're always telling me how busy you are. You never seem to have any time for just hanging out with me. Frankly Lisa, you aren't fun anymore.”

I looked at her in shock. How could she be so insensitive? Doesn't she know I'm building a big business here? If she understood how important this is, she would be more understanding. But then she said something that shook me to the core. She said, “And you have to wonder, who would want your business opportunity with that kind of lifestyle?”

She was right. Who would want to join a business that touts the benefits of freedom, work your own hours, be your own boss, live the lifestyle of your dreams, and yet the person showing the business has turned the opportunity into bondage.

That was the turning point for me. I took the next two weeks off and spent the first week deciding what my dream life would look like and the second week creating my plan of action to manifest it.

Here's what I discovered. There are three ultimate mistakes that Network Marketers fall into that actually scare away their prospects.

1. They allow themselves to get too busy. Busyness is the enemy to success.
2. They fall into patterns that turn into bondage (and look too much like traditional J-O-B's).
3. They don't have enough prospects so they get desperate for any one to join their company.

These were the three problems I had created in my business and they caused my recruiting to decline. As soon as I changed my beliefs about time and work, I learned how to create balance in my life with small shifts in my behavior. I improved my posture and began to attract people to me.

What about you?

Are people attracted to your opportunity by watching how you live your life? Do people look at you and WANT WHAT YOU HAVE? If not, don't think it takes money to create the change. It doesn't. What it takes is a shift in your beliefs, a change in your mind-set, and small shifts in your behaviors.

Do you know the three things you can do today to change your beliefs, your mind-set, and your behaviors?

Have you mastered balance between your professional and personal life? Do you want to no longer feel guilty when you're with your family because you think you should be working? Or guilty when you're working because you think you should spend more time with your family?

If you are stuck in this unproductive turmoil, there's a resource that will help you create balance in your work and in life. In my quest to find a solution to my challenges with living a balanced life, I developed, “Creating Success in Work and in Life!” This program includes six steps to help you change the way you approach your business, and your prospects. Learn how to live a life of balance and start attracting the right people to you.

If you could choose only one thing, what do you want the industry of Network Marketing and Direct Sales to be known for?

How about freedom! Freedom to create a life you love to live!

Be the walking, talking witness of why Direct Selling and Network Marketing is the best business opportunity on the planet! Be what you want to attract!

Richest blessings to you,

Lisa!

P.S. Discover how to live a life of balance and abundance, order “Creating Success!” at www.Rx-Success.com today or call 800.489.7391 or 954.755.3670. See our ad on page 21.

PPS. And if you read this and you're not in a home based business...Good for you! Everyone needs to learn the power of balance in their life if they really want to live a life they love. Order your copy of “Creating Success!” in Work and in Life today!



Conquer Your Fear of Prospecting!

By: Lisa Jiménez M.Ed.

Psychologists say, “If a child has not had a serious fall within the first year of life, they are being too closely guarded.”

That statement needs to be said for our adult lives as well. Have you had a serious fall in the past year? If not, is it because you're being too closely guarded? Are you too cautious? Too safe? Too practical? Too boring?

Your lack of courage is costing you—a lot!

It is your lack of courage that keeps you from greater profits, recruiting more leaders, enjoying intimate relationships, and a life you love!

If you're ready to breakthrough mediocrity, DO something—one thing—that's a little outrageous. The fact is, one act of courage—in any area of your life—has a powerful affect on all the other areas of your life.

Your career, your marriage, your friendships need just one outrageous act to bounce you out of a rut and into a more abundant, courageous life!

During one of my recent speeches, after sharing with my audience about the time I moved to Hawaii by myself at the age of 18, I asked them to yell out the most outrageous thing they've ever done in life. After a short pause a man yelled, “I once bought a sailboat, and I didn't know a thing about sailing!” Another shouted, “I walked away from a six-figure income to start my own business!” A lady called out, “I backpacked in Europe for a summer!” another shouted, “I met a man in a bar and married him—and we're still happily married today!”

The synergy in that room was magical! As we relived our most outrageous acts of courage, we began to paint a path to risk again.

Recently, I treated myself to a weekend in New York City. I asked friends to take care of my kids, reserved a suite at the Waldorf Astoria, bought my airline ticket and took off for a weekend of serendipity! I enjoyed two Broadway Plays, spent hours looking at the amazing art of the Metropolitan Museum, met one of my New York friends for lunch, said a prayer at Ground Zero, and had two men serenade me with their violins while walking in Central Park! It was one of the most amazing weekends I've ever had. I'm still juiced just thinking about how expansive and abundant life can be—when I let it.

That's the key. You must let yourself be open to the outrageous. It really is there. You just have to have the faith to

Article continued on page 22

Creating Success

In Work And In Life

One of the most powerful words for every successful person is balance.

How do you keep your life balanced when you feel stretched in so many directions?

If you want to learn how to balance the most important areas of your life and reach higher levels of success in them—this is the resource for you. You will learn how to overcome challenge and look at it differently, train your mind to focus, and build healthy relationships—especially with yourself.

The six steps to Creating Success will help you:

- Eliminate bad habits by changing the beliefs that cause them.
- Cultivate faith. Generate the power to move mountains.
- Change your view of failure. Learn to use failure as a stepping stone to success.
- Develop your sense of humor. Laugh your way to health & happiness.
- Have more courage. It's what you can learn from a lobster.
- Create laser focus. Ignore distractions and accomplish what you want.
- Build relationships. Discover the secrets of all human relationships.
- Much, much more.

Master the secrets to reaching higher levels of success—in business and in life through these personal development and life-skills training.

Order *Creating Success* today!

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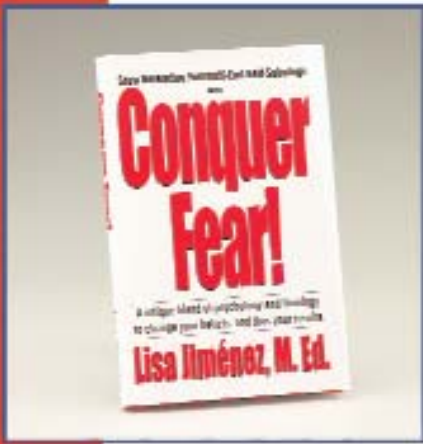
Conquer Fear!

Rejecting Rejection to Achieve What You Really Want

Learn how to build your courage and live a more outrageous, faith-filled life. This book will give you a practical action plan to befriend your fear, reject rejection, and be free to get on with creating and achieving all you want!

You will laugh (and be shocked) when you discover the hidden messages that your behavior is screaming out. Through personal stories and humor, Lisa reveals the most common ways that people's belief systems can actually repel success! Lisa will show you why positive thinking by itself just isn't enough. You will learn the steps to improve your results by developing a powerful belief system.

If you want to multiply your income and begin enjoying a dimension of joy you might not even be able to imagine... order this magnificent book today!



Read What Others Have to Say About Conquer Fear!

"Lisa Jimenez deserves a medal for writing this book. It will free millions of people from a self-imposed prison . . ."

—Bob Proctor

"This book is drilling down into the pulp where the blood really flows. It hurts like the dickens, but she's telling us the truth in a way that I've never seen before. She keeps reaching out of the book and slapping me on the face . . . HARD. Thanks for making it available to us!"

—Dr. Beverly Kurtin

Conquer Fear Book \$27. #B1
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Article continued from page 20

see it and the courage to receive it.

It all begins with courage.

Everything you want in life is closer than you know. Your next recruit, the career you've always wanted, the love of your life, fun and adventure... It's all a millimeter away.

But the millimeter is outside your comfort zone. You must be willing to step up and even breakthrough your comfort zone. You know that zone of comfort you've created to keep you safe. Everyone has one. Are you ready to be one of those people who have the courage to step up to your comfort zone—and break through it! All the fun, outrageous, expansive, wonderful adventures in life are just a millimeter away—a millimeter OUTSIDE your comfort zone. You can create the courage you need to break through your comfort zone.

Courage is like a muscle. It's weak until it's worked out. But it doesn't take long to build your courage muscle into a strong, fit, powerful force! It begins with one act of courage.

What is the one thing you are willing to do right now that's a little outrageous to get your courageous muscles back into shape? Begin today to build your courage muscle. One courageous act leads to another, which creates a courageous mentality.

It's so worth the effort!

Do it! And watch opportunity begin to open up in all areas of your life. There's something about being willing to go all out that reminds us of just how big and abundant life can be!

Make it a great and courageous day.

Lisa!

Conquer Fear! 27 Day E-Coaching Program

This daily E-Coaching program gives you the success tips and daily motivation you need to overcome your fear and shatter self-limiting beliefs.

For the next 27 days you will receive a daily message in your inbox that will help you to:

- Break through negative programming;
- Reject rejection with the L.O.A. (Law of Average);
- Create momentum to stay motivated; and,
- Stop procrastination and self-sabotage;
- Raise your self-esteem and confidence level;
- Increase your sales and sponsor more leaders.

The power in this program comes from Lisa's powerful fear-buster strategies mixed with the daily, continuous motivation. You will master the strongest combination of shattering a self-imposed prison and get on with creating a life you love!

Order the Conquer Fear Email Mini Course today and you'll receive Tip #1 tomorrow morning in your inbox.

Conquer Fear Audio Program \$27. #EMC1
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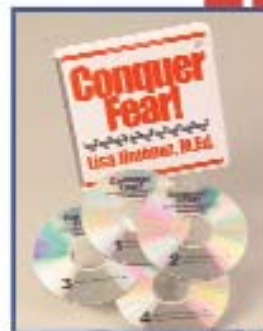
Conquer Fear Audio Program

Why is it that two people can take the same goal-setting class, and one will achieve their goals, while the other will allow fear, lack of focus, procrastination and self-sabotage to destroy their efforts, and never accomplish the very thing they say they want?

That very question, and experiencing it countless times with the sales force I was leading in a direct selling company, led me to write the book, "Conquer Fear." Now available as a book-on-CD, this powerful program will help you change your beliefs about fear. Lisa will show you how your fear is not a reason to stop, but is your green light to go!

This album will change the way you do business and the way you live your life. Listen to it while you drive to an appointment or a prospecting event and get yourself in a success mind-set. If you've read, "Conquer Fear", then you'll love listening to its powerful message on CD over and over again! **Order the Conquer Fear Audio Album today!**

Conquer Fear Audio Program \$47. #A1
Order: 800 489 7391 • 954 755 3670 • www.Rx-Success.com



Conquer Fear Advanced Program

What would your life look like if you learned how to eliminate fear and finally be free from gut-wrenching anxiety?

Now, Lisa's Conquer Fear message is available in an Advanced 4-part Seminar. The Advanced Conquer Fear! Seminar on MP3 is a progressive approach to breaking through fear. It's designed to be used in your home or office with the work-a-long study guide packed with quizzes, eye-opening exercises, and even homework. It's divided into four parts which build on each other and helps you burst through your hidden fears to finally achieve the breakthrough success you want.

The four segments include:

- Overcome Hidden Fears That Hold You Back;
- Shatter Self-Limiting Beliefs;
- Cultivate Faith That Can Move Mountains;
- Create a Success Mind-Set

Imagine for a moment what your life will be like when you learn how to manage fear. You really can learn how to walk through your fear and live a more faith-filled life. Invest in the Advanced Conquer Fear Seminar today!

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Conquer Fear!

Complete Collection

By: Lisa Jiménez

The biggest barrier that all sales distributors have to overcome is fear. Fear of rejection. Fear of making decisions. Fear of change. Fear of failure. And of course the big one - fear of success! It is this fear (and all of its cousins like worry, anxiety, and self-doubt) that paralyzes your people, and keeps them from succeeding.

The Conquer Fear! Complete Collection will give you a practical action plan to empower you to befriend your fear, reject rejection, and be free to get on with creating and achieving what you want! Lisa will guide you in an understanding of why you do what you do. And then give you the fear-buster strategy to break through the fear and limiting beliefs that hold you back.

You will laugh (and be shocked) when you discover the hidden messages that your behavior is screaming out. Through personal stories and humor, Lisa reveals the most common ways that people's belief systems can actually repel success! Lisa will

show you why positive thinking by itself just isn't enough. You will learn the 3-step system that she used to build a multi-million dollar business from the inside out.

The Conquer Fear! Complete Collection will help you:

- Identify and overcome self-limiting beliefs;
- Stop procrastination and self-sabotage;
- Reject rejection with the L.O.A. (law of average);
- Break through negative beliefs;
- Raise your self-esteem and confidence level;
- Create momentum to stay motivated; and,
- Increase your bottom line by closing more sales.

The power in this business building set comes from blending the two disciplines of psychology and spirituality. By blending the head and heart aspects of motivation, you will master the strongest combination of handling rejection and conquering your fear . . . forever!



If you want to learn how to break through hidden fear and shatter the limiting beliefs that hold you back, you'll want to invest in the Conquer Fear! Complete Collection. This business building set includes four resources:

1. **Conquer Fear! Book**
2. **Conquer Fear! Audio Program (4 CD album)**
3. **Rx Success E-mail Mini Course (3 month subscription)**
4. **Advanced Conquer Fear! 4-hour seminar with Work Book (MP3)**



This business building set gives you the success tips and daily motivation you need to overcome your fear and shatter self-limiting beliefs to finally achieve what you really want.



Get the daily motivation and success tips you need to shatter fear in your life...

To learn more about each resource go to pages 21-22.

Conquer Fear Complete Collection Retail Value \$197. **Now only \$177. #CC1**
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