



RECOGNITION-SEPTEMBER



When **Robyn** and **Dale Peake**, of Paw, Paw, Michigan, were first introduced to network marketing their plates were full but they had a burning desire for change in their lives. They were a young couple with two little girls born 14 months apart. They found a wonderful company.

I was a full-time, stay-at-home mom and Dale was working for a micro-managing, neo-Nazi in the food service industry, Robyn said. The day after I signed us up in this company Dale made a 4-hour trip to a training meeting. He came home so fired up he woke me up at 11 o'clock and we talked until 1 a.m. about how our lives could change."

It was challenging but they were determined to make it work. Having the ability to build their own business was a real advantage. Robyn said when prospecting you should talk to as many people as possible. You should have the ability to pre-qualify your prospects and pick people you know you will work well with—but don't pre-judge. Some people who don't seem to be interested, or don't initially strike you as a perfect fit, often become your best and most fired-up team members, she says.

Dale advised Associates to always make the company the issue when prospecting. Many prospects will lose interest if you make it about you. Give them just enough information to pique their interest and then connect them with information on the Internet or a three-way call that takes you out of the picture and puts Max in the forefront. Also—build fast.

Slow growth in network marketing is painful, Dale said. "Fast growth is painful too, but one pays a whole lot better than the other."

Achieving FastTrack Gold breeds excitement for the business that leads to greater success. The Peakes set the example by achieving platinum after just a short time at Max. They are confident many on their team and others will follow their lead.

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