

# **Network and Get Rich**

## The NEW Universal Truths of Network Marketing

What is network marketing?

In the simplest terms, it's the promoting and distribution of products through personal referrals.

When you tell someone about a movie you enjoyed, or recommend a restaurant to a friend, that could be considered network marketing – even though the companies involved are not “network marketing companies”.

A “network marketing company” is a company that has employed the power of network marketing and that compensates distributors or “reps” for telling others about their products.

Network marketing is one of the hottest ways to make money today, with literally MILLIONS of new distributors coming into the industry each year.

To some, “MLM” or multi-level marketing has a negative connotation, but a lot has changed. Today, network marketing is a globally accepted way of doing business, and is even taught at major universities.

These days, there are some excellent, legitimate network marketing opportunities, including our company, Global Domains International, Inc. – the worldwide domain name registry for all .ws domain names!

Instead of advertising globally, we would rather share our profits with YOU for helping get the word out about our awesome \$10 per month domain name and web site hosting package. It's a product that the whole online world can use. **Read to the end of this short report** and you'll see why GDI is a hidden gem in the network marketing industry.

### **What to Look for in a Network Marketing Company**

Besides the obvious things you should look for in any company you work with (like making sure it's legitimate), there are many guidelines that you should go by to make sure you are working with a company that is going to provide for you month after month, year after year and leave you with a legacy of real wealth.

#### **Stability.**

First, you want to make sure that the company you are working with is stable. There are many “mom and pop” start-up companies these days that are run from a kitchen table. They are usually easy to spot – but not always. Make sure to do your research on the background of the company that you are considering.

If the company doesn't have at least a 3-year track record of success, they have no foundation to build on. They are still in a learning phase and you will be a guinea pig in their experimentation. You don't want that. One reason our opportunity is so stable is that we have a 5 year track record of success in our current industry – domain names. Although our home based business is very new, we have been selling domain names successfully since 1999.

In fact, GDI was recently named the 37<sup>th</sup> fastest growing privately held company in the United States on Inc. Magazine's "Top 500" list, and the #5<sup>th</sup> fastest growing in the State of California.

Success like that doesn't happen by accident.

Check out the opportunity you are considering with the Better Business Bureau or any other local agency that can give you information.

The product you will be marketing is also directly related to stability. We've seen successful companies come crumbling to the ground because of false or improvable claims made about their products, either by the company or by representatives. This is especially true of products in the health and wellness industry. We've even seen claims as outrageous as herbal products that supposedly can cure cancer. That product was a landmine waiting to happen. Just one well-publicized ridiculous claim, and a company that is on top of the world today can be gone tomorrow.

That's part of the reason we know we have a REAL winner with our Global Domains International product. It's a domain name, and a web site hosting package that really CANNOT be misrepresented in a way that would be harmful to anyone.

It's a product that MILLIONS of people are already using, except our .WS (dot ws) domains are more wide open than most top-level domains in the world. Many of our customers and affiliates get their first choice of domain name, whereas other more saturated top-level domains, like .com, would have already been taken.

Another factor that has an effect on the stability of a company is whether it is in debt or has cash in the bank. It's very beneficial to know that you are working with a debt-free company that has plenty of cash available for paying reps, and for product development, growth and expansion.

Global Domains International is an Inc 500 ranked, debt free Internet GIANT, that is endorsed by the Federal Chamber of Commerce.

**Does the company offer a product that people can use, and do you know WHERE to find the kind of people who can use the product? And, is the product renewable?**

Not a lot needs to be said here, it's pretty self-explanatory. To succeed in network marketing, you must have a product people can use, AND you must be able to tap into potential customers.

There are no network marketing companies that we know of marketing cold medicine, because it would be nearly impossible to locate the customers who need it.

Our product, on the other hand, is something that can be used by anyone who wants to promote anything online, anyone who wants to make more money, anyone who wants to share family photos, or anyone who could use their own web site for any other purpose. Nearly everyone online can use our product.

The product you are marketing must be renewable. That is the basis of network marketing. You want to be paid again and again for work you do NOW. Our customers have the tendency to want to **keep our product forever** once they have their web site setup and are using email accounts on their own domain. It's kind of like cable TV. Even the people who didn't know they could use their own web site end up loving it and don't want to get rid of it!

### **Is the opportunity fast? Can you make money starting today?**

Many companies require you to reach a certain level of sales volume before you earn a commission. Or, they require that the commissions on your first few sales are paid to YOUR SPONSOR instead of you, as a "training bonus".

You want an opportunity that can start earning you commissions from the FIRST time you tell someone about the product, and you want DUPLICATION to kick in fast so the people that you refer to the company will also be earning you money fast.

The key to fast growth in your income and your organization is having a SIMPLE compensation plan that can be explained in under a minute and understood by everyone who hears about it, and having a proven way of marketing the product, that uses AUTOMATION to do work for you even while you are not working yourself.

GDI has developed a \$250,000 marketing system that does most of the hard work for our reps. We have a complete online animated presentation that does all the selling, telling and explaining – and we have a state of the art marketing system that allows you to simply input a prospect into the system and it presents, answers questions, and follows up for you automatically.

All this together equals FAST growth!

## See How GDI Reps Get a FAST Start!



### **Is the opportunity UNLIMITED?**

Think about this. Would you like to recruit a heavy hitter who could potentially earn you hundreds of thousands of dollars per month for his/her efforts, only to find out that your company's compensation plan maxes out at \$10K per month. Of course not! The company that you work with should not limit your success in any way. If you generate the business, you should be paid.

What we're talking about here is an UNLIMITED Uni -Level compensation plan. This means the number of people you can refer and keep frontline to you should be unlimited. Our plan is a 5 level unilevel. That means you can personally refer 5 people frontline, or 5 million. It doesn't matter. Each of them can refer as many as they want, and so on. Nobody is limited.

You get paid 5 levels deep, for ANYONE in your organization. The only limit to the amount of money you can earn with GDI is the number of people in the world who can use our product. We place no intentional limits on your success or income.

### **Is the product affordable?**

It's no secret that network marketers are tired of asking people for \$195 up front to get started, then another \$79 per month just to stay in the business. These are made up numbers but if you've been investigating income opportunities online, I'm sure they are not too far off from some you have seen.

You shouldn't have to go broke just to start a network marketing business. Remember that YOU are doing the company a favor by marketing their product for them. If you're

not going to use a \$100 starter pack of marketing materials, you shouldn't have to purchase a \$100 starter pack of marketing materials. That makes sense, right? High start up costs and a high monthly cost to stay in a business leads to high attrition in an organization, and a high failure rate. And, a high startup cost also leads to massive rejection. Reps are sick and tired of being rejected all the time. So, it's nice to have a product that is priced low enough that it's easy to market without fear of rejection.

A low cost product leads to a very low attrition rate, meaning even if you do very little, it's possible for your organization to GROW and move forwards – instead of going backwards.

GDI's product costs only \$10 per month, and we let EVERYONE try it for free for one week. So, our reps basically get paid for GIVING AWAY trial memberships. They don't have to "sell". It's like you being able to refer a friend to a restaurant and telling them they can eat there free for a week, then getting paid a commission on all their future visits to the restaurant, after they're hooked on the food.

Nice rejection free way of doing business, isn't it?

## **Why Network Marketing Companies Need Reps**

Why would a company pay you to recommend their products when they could just spend the money on advertising instead? Well, in short – it's the most beneficial way to do business GLOBALLY.

Advertising is hit or miss, we all know that. Networking companies could spend hundreds of thousands of dollars on a national ad campaign, and there is still a chance it wouldn't be profitable, and it would only be aired nationally.

On the other hand, with the network marketing model, the company pays only when a sale is made. It's a win/win situation for them and their reps.

We love network marketing because it has allowed us to expand our product and opportunity into nearly 200 countries worldwide. We know that we couldn't have done this without our reps, so we choose to reward them handsomely for their efforts. Reps are also needed to train and motivate their downlin es. We work as a team to achieve a common goal, and we love doing business that way!

## **When is the Right Time to Join a Network Marketing Company**

Does timing matter when it comes to joining a network marketing company? Well, only you know when the time is right for you. Most companies never hit their full market saturation.

There are usually two major phases of growth where it's very fun to be a part of a network marketing company.

- 1) **Early Growth Phase** – in the early startup growth phase, a company starts to pick up steam and build its base of distributors. It can be extra-profitable to join and start building your network in a company during this phase.
- 2) **Momentum Phase** – in this phase, word starts getting out about a company and the serious reps start making very good money. This is where "duplication" really kicks in and organizations start taking on a life of their own. This is the 2 -3 year period before a company hits its "critical mass" and becomes a household name.

If you want to make a life long income in a network marketing company, it is highly recommended that you join a company during one of these phases, before the company hits critical mass.

GDI is currently in its first growth phase. Although the company has been around marketing domain names since 1999, as of this writing (early 2005) – the opportunity has been around less than one year.

The company is starting to attract the attention of serious network marketing players, which in turn is beginning to make our reps some very nice incomes as a result of the outstanding activity and sales that are being generated. NOW is a great time to get involved with GDI, before we hit our quick growth during our momentum phase.

## **How to Present a Network Marketing Product**

Okay, you've decided to become a rep of a network marketing company and it's time to get things rolling. But how do you promote the products?

First and foremost, you must be confident in the product and know that it is everything the company says it is. If you don't use or like the product yourself, you might as well find another company before you begin.

To successfully market any product, your prospects must be able to hear and adopt your own excitement about what you are selling.

We believe the best way to market a product online is using a combination of automation, which explains and presents the product, and our reps, who follow-up and answer questions, and tell prospects where and how to signup.

We like to keep it simple. **SHOW PEOPLE OUR MOVIE** The movie we have created does a very good job of signing people up for a free trial of our company. Those who don't signup immediately after watching it often just have a question or two before they signup, so it's always a good idea to follow-up whenever possible.

If you are working with another company, make sure that they have a set way of doing things that isn't going to require you to memorize lengthy sales pitches or ingredients lists. Most of your prospects just care, "What's in it for me", so the company presentation needs to get to that as soon as possible.

YOUR job as a rep is to be there to answer questions and inform, and to guide people in the right direction.

## **A Closing Technique that Really Works**

People make closing the sale a lot more difficult than it has to be. To sum up what "closing" really is, it's asking for the sale. (Or in the case of GDI, FREE SIGNUP). But before you ask for that sale, you must know that you have given your prospect proper motivation to purchase (or join).

Know the person's reasons for looking at your opportunity in the first place, so you can show them how your opportunity fits into what they are looking for. There are so many great reasons for joining and promoting a network marketing company, I'm absolutely sure you'll find plenty that fit in perfectly with the prospect you are talking to. Simply put, just bring out their own motivations for wanting what you have, then ask for the sale in the most simple way possible. Don't beat around the bush. Answer any questions they have, then ask for the sale and be confident that the outcome will be what you want it to be. It's as simple as that. This technique works both on the phone and by email.

The key is to LISTEN and LEARN about your prospects.

## **Training and Duplication**

No matter what company you work with, they should have a system for training and duplication, to show new reps what needs to be done and how the business works, and tools that will allow them to duplicate the success of their upline members who are already successful.

A simple proven system is key. GDI has this. Does your company?

We hope that you can see what Global Domains International has such an outstanding opportunity to offer you, and we thank you for checking out our business.

You can get started with us today by contacting the person who referred you to our movie. You should have an email that contains their contact information as a result of downloading this special report.

We wish you much success, and if you are going to pursue ANY network marketing opportunity, we hope you ensure that it meets the above criteria.

Happy Marketing!

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This informational report was given to you by an affiliate of Global Domains International, Inc.

We hope it will help you in making a decision to work with a great network marketing company in the near future and has shown you why GDI is an outstanding opportunity that you can get started with, for free.

*Get more information on GDI by listening to this short recorded overview*

**Call (760) 494-4355**

**Or go to website [www.freedom.ws/AndyLopez](http://www.freedom.ws/AndyLopez)**

**Access Code: ANDYLOPEZ**

**Get started TODAY, for FREE, on your own GDI trial.**

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