



How to Keep the Positive Mindset



Speaker: **Joe Garcia**

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From the Internet to social media, the network marketing industry has witnessed multiple major paradigm shifts in the last 30 years that have dramatically changed the way we do business. To help you navigate your business during times of change, Global Ambassador Joe Garcia outlines five steps you can take to help you stay focused and on track to reach your goals.

The Steps

1
STEP

Know your destination. You can't achieve success in life if you don't know where you are going! Be very clear about what you want, then fall in love with it and make it your passion.

2
STEP

Engage in personal development. Work on developing your skill sets every single day. *For example:*

- Find personal development books and podcasts or attend local seminars.
- Learn everything you can about NHT Global. (For example, the products, incentive plans, ongoing promotions, trainings, policies & procedures, etc.)
- Finetune your public speaking skills!

3
STEP

Keep track of your activities and set daily, weekly, and monthly activity goals.

"If you haven't reached the first rank in the recognition plan, set a plan to get to the first rank. It's the most important rank in our recognition plan." - Joe Garcia

List your activity goals below:

DAILY	WEEKLY	MONTHLY
• _____	• _____	• _____
• _____	• _____	• _____
• _____	• _____	• _____

Examples: "talk to XYZ number of prospects about NHT Global products," "take XYZ number of retail orders per week," "attend XYZ number of live trainings per month," "invite XYZ number of guests to team functions," "personally deliver XYZ number of live presentations," "sign up XYZ number of new team members," etc.

4
STEP

Plug yourself into the NHT Global system. Attend all company and team trainings, presentations, events, and meetings. Make sure you get added to your team's message groups and groups with your sponsors. Follow NHT Global on social media:

		
Corporate	@nhtglobalcorporate	@nhtglobal_official
CIS	@NHTGlobalCIS	@nhtglobal
Peru	@NHTGlobalPeruOfficial	@nhtglobalperuofficial
Mexico	@NHTGlobalMexicoOfficial	@nhtglobalmexicoofficial
Europe	@nhtglobaleurope @nhtglobalskandinavien	@nhtglobal_europe @nhtglobal.scandinavia
India	@nhtglobalindiaofficial	@nhtglobalindiaofficial

5
STEP

Stay in regular communication with your upline. Use your upline as a resource daily to help you with potential customers and business prospects. Schedule calls in advance and put them on your calendar so that you don't forget!

"When I got started in 1993, I was hungry for success...so I was reaching out to my upline leaders and my sponsor multiple times daily."



Joe Garcia

"What we feed our minds daily is what we attract."

Joe Garcia is a premier NHT Global business expert and Global Ambassador who started his network marketing career in 1993. Since then, his travels have taken him to more than 60 countries around the world where he's given countless transformational presentations and has trained countless people. He is passionate about helping people develop their businesses and build strong teams. He currently resides in Toronto, Canada with his wife Margaret.