

# Can I Really Replace My Income With Your Program in Two Years?

*Start with an hour a day...*

Art Jonak

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I believe anyone can replace their current income within two years working their network marketing program.

Now think about this.

If somebody is pretty talented, do you think in two years they could probably build a business equal to their current income? Yes!

And if they're pretty untalented and not making much money, do you think in two years they could build a business to meet their income? Yes!

**Almost anybody, if they really put their mind to it could build a network marketing business to replace their income in about two years.**

If they're more talented, they could probably build a bigger income. If they're less talented, then maybe a smaller income.

I'm not saying once they replace their income they should quit their jobs or careers. I actually discourage it. (To learn more, read the sponsoring tip " When Should I Quit My Job and Become a Full-Time Network Marketer? ")

When we talk to people, we believe we can help them replace their income in a reasonable period of time. We might tell them something like:

## **"Let me tell you about our network marketing opportunity and how you can replace your income in maybe two years."**

Once I tell my prospects that, I then say something like this:

"Here's what we're going to ask you to do. For one hour per day, Monday through Friday we're going to ask you to work on your network marketing business. Spend an hour, say from 6 pm to 7 pm, letting people know about our network marketing business and about our products and services. And at the end of two years you'll probably be able to match your current income."

And they say, "Really?" They get excited and say, "This is great! Here's my chance! I'd like to go for it because two years from now I'd be set!"

Then they go home and guess what happens. Absolutely nothing.

Why? Because they go home, start thinking about it and a belief problem sets in.

They think things like:

- "You know what, I don't think I can do this."
- "I don't know anyone who has retired in network marketing."
- "All my friends work until they get really really old to retire."
- "That's my reality, that's my experience, that's my belief."
- "I don't know anybody that's done it in network marketing."
- "So what if I did it, I worked really, really hard and it didn't happen."

Ouch. That would be bad. And this lack of confidence, these doubts come in and they never, ever get started.

So here's what I add to my story to help overcome this problem. I say this:

**"I know when you get home, you'll be pretty excited. But then things are going to change. You're going to have doubts. You might lose your vision. You might worry about what your friends might say. Well, what's going to happen is you might not even get started."**

"What's really happening here is you're probably thinking..."

- "What if this doesn't work?"
- "What if what I said won't come true for you?"
- "I don't know what to say. I don't know what to do."
- "I'm not trained."
- "I don't think I can do this business."

Well, here's some comfort. All of us have those doubts. But all of use can still replace our current income in two years... let me tell you why.

## **The Magic of One-Hour Per Day**

You can do replace your current income in two years, even if you don't know anything about our business today.

Why? Because you can learn almost anything if you invest one hour a day.

- You can learn to play the piano if you practiced one hour a day for two years.

- You can learn to speak Spanish by listening to a Spanish language CD program in your car one hour a day for two years.
- You can become a very good tennis player by playing one hour a day for two years.

**You can build a large, stable network marketing business by working one hour a day for two years. In the process you'll learn all the skills necessary for success.**

Now you're probably saying, "Wow! You really think so? But I don't know anything now."

That's OK because:

- Maybe the first week, all you're able to do for that one hour is say the word "Hi."
- And maybe a week later, you can say, "Hi! My name is."
- And maybe three weeks later you can say, "Hi. Let me tell you about an opportunity."

You'll learn as you go along. You don't have to know everything before you get started. You'll get better and better and you're going to learn along the way. You don't have to master everything instantly.

So, you're going to learn on the job, and you still may have a few doubts, so just to keep you focused, just to keep up the belief level... here's what our company is going to do:

"During these two years while your working on your business to replace your income, just to encourage you, every so often they're going to drop a little bonus check in the mail, just to keep you excited. Would that be OK?"

And they say, "YES!" Great. And that's what I tell them.

What happens to the prospect? Well, they're thinking:

- "Hmm. I don't know what to say."
- "I don't know what to do."
- "I can't do it now."

But now they're also thinking:

- "But you know, I could learn a little bit at a time."
- "I could spend an hour a day and two years from now, things are really going to change."
- "These nice folks are going to send me a check every so often, just to keep me excited so I don't lose focus. To keep me encouraged. So I know it's real and it's going to happen."

And what are their expectations? Their expectations have changed to:

- Well I don't need to earn a check right away.
- I don't need to replace my income.
- I'm going to learn as I go, it's not going to be easy.
- It may not happen right away.
- As a matter of fact, I don't even have to get any big checks right away, all I'm interested in is in two years I can replace my current income.

Whenever the little bonus checks show up. Bam! They are excited!

All this helps their believability, their credibility and they exude all this when they talk to prospects. And guess what... they're going to find that it's pretty easy to sign up some other people into their business.

Pretty neat, isn't it.

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**Art Jonak** has been doing network marketing for a living since 1991 and is one of the early pioneers of InterNetwork Marketing. Art is always one of the top distributors every month in his network marketing company.

Art specializes on the "marketing" side of network marketing. He teaches others the skills to create prospects, develop recruiting systems and develop distributors into leaders.

Art is the founder of Network Professionals, the owners of [MLMPlayers.com](http://MLMPlayers.com) (where he offers a host of resources including FREE! on-line e-courses) and numerous other world-class websites... the founder of the Network Marketing Mastermind -- the world's largest, most intense and educational generic MLM events... co-hosts the Annual Network Marketing Cruise with Tom "Big Al" Schreiter... and writes the The One Minute Sponsoring Tip for Network Marketers. Click the link above to receive Art's FREE! Tips newsletter.