

Priscilla's Top 10 Reason's People Quit

- #10 Building the Wrong Thing
- #9 Lack of Leadership Focus from our Upline
- #8 Trying to Re-Invent the Wheel
- #7 Lack of Success Expectancy (LOSE)
- #6 Co-Dependency
- #5 Not Plugging In
- #4 Busy AT the Business but NOT Building the Business
- #3 Listening to the Wrong People
- #2 Distractions
- #1 Trying The Business

#10. “Building the Wrong Thing”

Building a business is a lot like building a house. It has to have **structure and strength to be secure**. In our business, we can build all we want but if we are not building our people's **confidence, skills and self-esteem**, we'll have a very **fragile** business that would be like building a **house on sand** and the next thing you know, you'll say, “this isn't working”.

The strength of our people will determine the strength of our business. I want to repeat that: **The strength of our people will determine the strength of our business.** AND our business is built by showing the presentation, sponsoring people, identifying our leaders and helping them grow and develop.

#9. “Lack of Leadership Focus from Our Upline.”

In XanGo, we can always find someone to help us and lead the way. You can never use this as a reason to quit. If you want help it is here. Simply put, if you want help you can find it, just keep going upline. The squeaky wheel gets the oil! **But if you want to be a leader, you must provide that leadership to your organization. This is worth repeating: If you want to be a leader, you must provide that leadership to your organization.** All leaders were first followers.

#8. “Trying To Re-Invent the Wheel”

This is a biggie. I think we all have fallen victim to this at one time or another. It's so **tempting**. But basically, **it's a detour to nowheresville**. We have so many tools in XanGo that we lack for nothing to build a **monster business**. You don't have to create your own system; we've already got one that works. It's called **7 Steps to 7 Figures**. And don't do what I did in the past. I bought into the “programs” for sale out there that makes it all seem “easier” but in reality, all I did was waste my money.

Also don't treat this “**non-traditional**” business like a “**traditional business**”. We are in the “sharing mode” ALL the time in our industry and that IS NOT a traditional business. Traditional business is about 9 to 5. It's about “**selling**” and selling is about **convincing and sometimes pressuring** people to “buy” something or “buy into” something that they may or may not want or need. We all naturally share information with people all day long. But when we put that **natural process** into a business, that's when things get all goofed up and we start trying to sell. When we learn to care, share, ask good questions and listen, then we can present information accordingly through a tool and we are on our way to becoming a professional networker. It just takes the re-wiring of a couple of “brain cells” to get it. My brain cells got re-wired about 12 years ago and it took. So if you feel like you are trying to put your right shoe on your left foot, you're probably doing the right thing. A non-traditional business will always feel uncomfortable at first. But the more you do it, the more comfortable it becomes.

#7. “Lack Of Success Expectancy” (LOSE)

This is an acronym for LOSE. L. O. S. E. Lack of Success Expectancy. What we **Expect** to happen in our business usually does. A lot of people who come into XanGo deep down inside expect it NOT to work and sure enough it doesn't! **They lose because they expected to lose. It's a self-fulfilling prophecy.**

But we also have people who come into our business who have a **false expectation of success**. They expect it to be easier, quicker and faster than what is and they buy into the lottery mentality of Get Rich Quick.

I suffered from both of these afflictions in the past and all I can tell you is that I finally had to have a **self induced, non-surgical lobotomy** on my brain and when I changed, everything changed. So I know it's possible to change the way we think, we've just got to want to.

Many people say, “I'll believe it when I see it, but in reality we'll see it when we believe it.”

#6. “Co-Dependency”

When we begin our business, we are **like a baby**. We are in a co-dependent mode for sure and it is important that we lean on our sponsor for **direction, guidance and support**, but eventually we will need to become Independent IF we want to **be a leader a run a successful business**.

Just remember, **the less dependent we are on our upline, the more our paycheck will be due to our downline!** And that’s where the money is!

#5. “Not Plugging In”

This one is easy. **Leaders PLUG In**. **If we miss a team call or meeting or anything else** that connects us to where we want to go, we have just denied our selves a **crucial deposit** in our **emotional bank** account that will take us through the day, the week and the month.

Plugging in is like putting gas in our Ferrari. We can have the finest vehicle (XanGo) in the world but without gas, it won’t go very far, so stay plugged in.

When I hear, “**I’ve already heard that call.**” or “**I forgot**”, or “**I don’t have time**” or “**I don’t have a guest**”, I know that struggle is coming.

I can’t tell you the **pearls of wisdom** I’ve learned by plugging into calls, CD’s, meetings, trainings, 3-way calls every week and taking notes. **Events** drive our business and learning is an event.

Repetition is the mother of skill and we build our **shield of armor** for the week by plugging into something everyday. It’s the things we do **consistently** that will transform our life either for better or worse. **It’s easy to stay plugged in but it’s also easy not to**. Success is a choice.

#4. “Busy AT the business, but not Busy BUILDING the business”

This is when **we fake ourselves out. Keeping ourselves busy** doing the **wrong thing**, thinking we are **working** by **getting ready to get ready.**

THIS IS SO IMPORTANT because there are **many things** we can do that keep us busy, but **not earn us a dime**. **There is only one way we build a business and earn a paycheck and that is by sharing information with people through a presentation or some other tool.**

Here’s an idea, do all **non-income generating activity** like ordering **tools, business cards, organizing our desk, follow up system, filing system, doing taxes etc** either early in the morning or late at night..... Do all the busy work **when other people are sleeping**, so it won’t rob us of our paycheck.

#3. “Listening To the Wrong People”

This is so huge; it should almost be #1. **Friends and Spouses.** We all have one of them.....**well-meaning people.....we love them...BUT** they can **kill our excitement and dreams** quicker than you can say...**”Dream Stealer”!**

Guys, it’s as simple as this. **Would you go to someone who has never worked on a car before to get your car fixed? Of course not. Would you go to a plumber to have open heart surgery? NO WAY!**

So why do we listen to people who have never experienced success in our industry??? These are the **wrong people to ask** and the **wrong people to listen to**. Listen to the people who have **BEEN THERE** and **DONE IT**. Key into the people who can coach you to success. We have the best here in XanGo!

#2. “Distractions”

Another biggie and well deserved at #2. Life has a way of throwing daily distractions in front of us. We all have them, but **how we handle them decides our future.**

Let me tell you what I learned about distractions from my husband, the airline pilot. Many years ago, I was getting caught up in distractions that was slowing my business down and my husband finally said to me; if **I gave into distractions in my business** like you’re doing, **I’d stall and crash.** He said **SPEED IS LIFE** in my business and it is in yours too. He said, when we make the decision to take off, we must be **totally committed.** We push **the throttles to the max** and we don’t let off until we get to cruising altitude.

Then he said (and this was a major eye opener in my **LECTURE**), what would happen if we decided to take off and we started and stopped, started and stopped all the way down the runway? He said we’d be doing something but we’d never take off and we’d never reach **our destination.** I’ve never forgotten that. **It’s called momentum and momentum will blow all distractions out the window.**

Just remember that **Quicker is Better Than Slower, Sooner is Better Than Later and More is Better Than Less!**

#1. “Trying the Business”

I hear this all the time. “I’m going to try it and see what happens”. This is **the death rattle** for our business! People who **TRY** are not yet **sold on the business, the product, themselves or are just not serious.** To be successful, **this business demands everything** we have inside of us and it will **stretch us to the limit.** But if we **don’t quit,** we will all **grow and develop the internal strength** it takes to succeed. It’s called **personal growth** and it’s a side benefit of building a successful business. **Growth is part of the Process of Change and Struggle is part of the Process of Success.** **Embrace the Growth and Accept the Struggle** because if we only want to “try”; this business will drive us **crazy** with all the **frustration** that comes from a **half-hearted effort** and **half-hearted belief system...*But if you stay*...** you’ll become **stronger, braver, bolder and bullet proof.** And if you become a **student** and not a **victim** of the things above, **you’ll be amazed.... by the person..... you’ll become** and everything will be worth it!