

THE PRINCIPLES OF NATURAL MARKETING



Ideas 8000 years in the making

By Sandy Metcalf



“The Principles of Natural Marketing”

Bringing to you age old wisdom for today's high pressured times. Sandy Metcalf will show you how to harness the ideas and mindset of yesterdays movers and shakers, as they are sound and will still work today, I know I use them as do many entrepreneurs and thriving business owners to build their own strong foundation with no rejection to lasting success

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About the Author

Sandy Metcalf is an Authority Marketing Consultant and Attraction Marketing Coach. And Author Who has been in Network Marketing for over 15 years And a success builder instructing people in developing both their lives and business for over 30 years. She currently resides in Vancouver WA with her family and Labrador Sadie. Follow her at <http://sandymetcalf.com/>

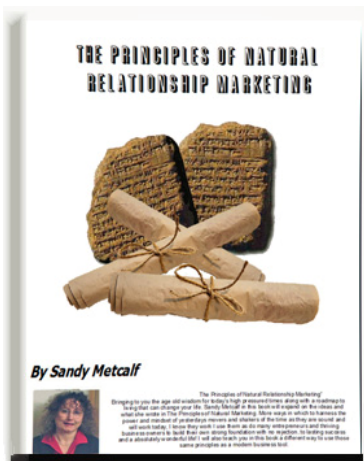


The Principles of Natural Marketing

Is just another way of saying the awesome force of Relationship building. Authority Marketing gives you the expertise in Natural Marketing, Attraction brings the tools that put that know how into a power packed package for optimum performance in Relationship Marketing.

But as much as we learn and grow today, we always come back to the new is the old and as you will discover in greater depth in

[The Principles of Natural Relationship Marketing](#)



Which I will share the basic Principles here today, are those same lessons found in ancient text are still sound and relevant 1000's of years later.

The rules are set in stone and the value is timeless. And the most important thing you learn from the writings taken off 8000 year old clay tablets is nothing is new under the sun. We may use new words to describe old habits and activities. Or dress up/dress down old ideas. But we always come around full circle to the past which leads to the present that will predict the future which relied on the past in the first place :)



So we will start with the past and share The Principles of Natural Marketing that were shared in stories long ago craved into clay and the tablets fired into hard tiles to hand down their record and message to teach and guide the reader, made up of both- present and future generations.

The first Principle and Laws to a Wonderful life

Start thy purse to fattening

"For every ten coins thy placest within thy purse take out but nine. Thy purse will start to fatten."

In other words: In order to grow your wealth you must first change your mindset and how you approach spending.

Control thy expenditures

"Budget thy expenses that thou mayest have coins to pay for thy necessities, enjoyments, thy worthwhile desires, without spending more than nine tenths of thy earnings."

In other words: establish a spending plan and spend only what you have after you have put away 10% of your earnings

Control thy expenditures

"put each coin to laboring that it may reproduce its kind."

In other words: make your money work for you- don't put it under the mattress or hide it away in a cookie jar- invest it!

Guard thy treasures from loss

"Consult with wise men, those experienced in the profitable handling of gold. Protect thy treasure from unsafe investments."

In other words: obtain professional advice and invest in solid performing companies. And only partner with those that understand



and have experience in the endeavor they wish you to join them in or in which they want you to loan/invest your money.

Make of thy dwelling a profitable investment

"Own thy own home."

In other words: Choose your home, and its location carefully and plan on that your home will be an appreciating asset that will add to your wealth.

Insure a future income

"Provide in advance for the needs of thy growing age, no matter how prosperous his business."

In other words: Have a retirement plan. Don't guess- know, what you will need to live in the way you are accustomed to. And start on that road NOW with good sound business choices and by the ACTIONS you take TODAY!

Increase thy ability to earn

"Cultivate thy own powers, to study and become wiser, to become more skillful, to act as to respect thyself."

In other words: Engage in constant self-improvement. Keep your skills current. Stay on top of what is going on in your industry and profession, keep learning keep growing keep yourself and what you have to offer, SHARP and in demand!



AGE OLD WISDOM PRESERVED FOR US!

If you would like to go into a more detailed step by step plan [The Principles of Natural Relationship Marketing](#) will give you even more tools and



will go through each law as well as HOW to implement them thereby removing rejection from your relationship building process that I will go into here.

WHAT have the principles and laws from **long dead** scribes got to do with Network Marketing and growing your business avoiding and dealing with NOs and rejection? **EVERYTHING** as it spells out clearly through the ages HUMAN NATURE. We do not change and we always have the same needs. People seek to stop pain or bring pleasure, and there are vast sub categories associated with those two basic needs.

And YOU are offering a solution IF there is a need.

How do you do that? It is really so easy if you shift your thinking from offering or selling or anything about you and change it to solving problems bringing solutions and providing help to those that need it you will succeed.

You do so by asking questions!



You talk to people and you listen to what they say. You have a real, yet casual and no agenda conversation. And you listen for IF they are looking for answers or are they fine where they at. If they are not in need of a problem solver or looking for a solution thank them wish them well say Hey' Bob you really have it together great job! Keep it up everyone should be so lucky! That will do two things in Bob's mind One: Make him feel really good and validated. And two: Make Bob like you. And if in the future things change who do you think Bob will go to for advice? After all you have such sound judgment a good head on your shoulders by just reinforcing that he was on the right track. Should his train derail down the road- well he may be looking for a new conductor and you will most likely be the one he goes to. So no matter if you think this is a done deal he needs nothing, keep that relationship open. As you NEVER know.



Maybe Bob will even tell someone else how great you are.

And if you keep it light people will, in an unguarded relaxed conversation unfold to you (and themselves) what they need, if anything. Whether they are looking for something, want something, would be open to a new business, or if they are fine where they are-like Bob.

If they let you know they have a need and it seems to easily fit into your conversation or they ask you about your business what you do etc. You can introduce it, but in a non threatening way. As you can always follow up in a later conversation with more details on your business, less is more and is usually best on the first conversation

EVEN if you see a dire need- let THEM see it first.

Like The Principles and laws on the tablets The Principles of Natural Marketing, lay out a road map to who you are talking to. If you Ask questions then **LISTEN** to the answers.



The person you are talking to will call your attention to land marks and give you street names and places of interest in their life.

They will clearly to both you and them alike, bare their emotional and material needs if they feel comfortable and at ease.

But also clam up just as fast if you barge in unwelcome and ACT like you know what it is they require and that YOUR business is the answer to a question they did not even ask, nor did you.

So you would turn them into someone who you charged out grabbed their arm and hurried them into your store. But instead of filling their



own basket YOU the manager would throw bunches of products into the cart, and then rush them to the checkout stand and the cashier would begin ringing it up!

The poor "shopper" may or may not have wanted to go into that store- in the first place, they were not asked.

If they had of wanted to go into the store, does that mean by you filling the basket that they got what they wanted even if they had of wanted to shop there? You do not know, they were not asked.

But you do know YOU would not want to shop like that NOBODY would.

Treat your future business partners and customers like you want to be treated address their wants and their needs IF they show them and IF they ask. If you do no's and rejections will happen to others not you, not in your business instead you will cultivate a following of quality people who wish to be a part of what you are involved with because you bring value and a solution to their lives. You stand out from the crowd.

You earned your right to offer advice and ask them if they would like to know, or see. Because you listened and you grew that relationship that opens doors to those invited in. And can slam shut as fast to people who pound on it and try and push their way in. Use the principles and laws as well to build your future and your business and make your own wonderful life.....

For learning how to use the Laws and Principles in Natural Marketing in greater depth send for my new ebook The Principles of Natural Relationship Marketing. A few short snippets from the new book:

From The Principles of Natural Relationship Marketing:

" This book is just the continuation to the Principles of Natural Marketing. But, outlines a more detailed roadmap to life that uses the principles and laws of Attraction to build a platform which can lead to success"

"We talked about the Principles in The Principles of Natural Marketing. Today we will start with those same Principles but we are not just going



to list them we are going to learn how to both implement them and teach you to, integrate them into your way of thinking that could not only change your business success, but could change your life."

"As I have shared the basics in shifting your mindset in business, in the Principles of Natural Marketing, you are going to start listening to people."

"I am going to give you first a few ideas on where to meet people and then what to say as well as some unexpected outcomes that changed my mindset to this way of approaching growing our own businesses when we started on this path."

"These principles and laws from long dead scribes on tablets and scrolls will help you lay the foundation to a solid character to develop good habits and create a lifestyle that invites ACTION which in turn can inspire success for your Network Marketing business."



In The Principles of Natural Relationship Marketing I invite you to come along for the journey of discovery on how ancient Principles that use ethics, values, character, reputation, self confidence, pride in the way you conduct your life AND your business still hold true today. And they can still be utilized in your every day life and business decisions to teach you and others. The corny ol' belief that most of us were raised with honesty, integrity, and being of service to others how we should conduct ourselves invites trust and builds reputation which you can trade on, is right.

My mom used to tell us as children "what goes around comes around. And if you do not live by that, then DUCK!"

When you follow the Principles and Laws from 8000 year old wise men successful business men who laid down those Laws they lived by, you come to realize mom was right. So treating others as we wish back is not only a nice way to be- it is a smart way to be. And the rewards are numerous and in the The Principles of Natural Relationship Marketing I give you the keys to unlock the doors to your own future using those Laws.



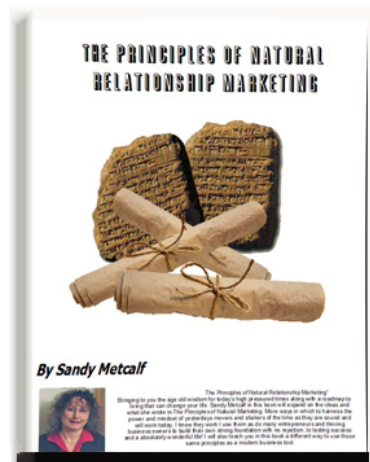
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[The Principles of Natural Relationship Marketing](#)



That ebook is being provide on a pre-release to subscribers only at this time for the promotional cost of 25.00- Get your copy today

Wishing you Success and Prosperity



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