

Profitability of network marketing business flashcard



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Summary, Findings, Conclusions and Recommendations Bibliography

Acknowledgment Dedication Chapter 1 The Problem and Its Background

Introduction Business networking is a socioeconomic activity by which groups of like cuisines-minded people recognize, create or act upon business opportunities. A business network is a type of social network whose reason for existing is business activity. There are several prominent business networking organizations that create models of networking activity that, when followed, allow the business person to build new business relationships and generate business opportunities at the same time.

Network Marketing Businesses (ML) in the Philippines is spreading like a virus. Many Filipinos are so crazy engaging in these kind of business, from Top Multilevel Network Marketing Companies to some unregistered Network Marketing Businesses in the Philippines Especially if they heard about the “kitten” or “compensation plan” and they see the ‘million-income-potential’, they tend to take the lure and register to the Network Marketing company they are invited in. Many business people oppose networking business is more cost-effective method of generating new business than public relations effort.

This is because business networking is a low-cost activity that comprises more personal commitment than company money. Researchers The advantages of this kind of business, especially how high the profits you may get, will surely guides everyone in engaging on the right company for them. There are lots of learning opportunities that a person to be involved in a network marketing business will acquire. One of those opportunities is

learning how to sell. Not all individual have the skills to presents their self in front of many people or customers.

Once a person gets into a business networking, the skills in selling and persuading as well, and the good interaction to other people are developed. As the searchers tried to know the reason why some people gets involved in a Network Marketing Business like Forefront Enterprise Phil. Inc. ; as a survey, people who engaged at Forefront Enterprise are getting a high range income. On the other hand, the researchers tried to assess the increase of the demand in getting into a Network Marketing Business; they tend to study how money circulates and how this kind of business improves the lifestyle of people.

The purpose of the study is to know the profitability of engaging in the Network Marketing Business; the type of transaction uses in the business; and how the income increases by communicating to there people.

Background of the Study Forefront Enterprise Philippines Incorporated is a dynamic and rapidly expanding direct selling company in the health, beauty, and wellness industry in the Philippines today. It is a 100 percent Filipino owned corporation spearheaded by two of the most-promising new-breeds of entrepreneurs, Raymond ‘ RSI’ Francisco and Samuel ‘ Sam’ Overseas.

They are graduates of University of the Philippines and arrogates of UP Shaman Eng mega Magma-aural as Communication (UP Samson). Raymond ‘ RSI’ Francisco, a graduate of B. A. Mass Communication and he’s been in the advertising industry since 1997, where he has directed a lot of T. V Commercials such as Pentane, GSM Blue, Chow King, Close-up, McDonald’s,

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Globe, Smart and other. Together with his partner, Samuel ' Sam' Oversea a licensed Civil Engineer and took another challenging road that is sales and marketing.

Here he mastered the art of sales and communication where he emerged as a well-respected and promising entrepreneur. He earned his first million at the age of 22. Through the years, the rapport between the new blood of businessmen, they introduced a new formula for success in the multi-level marketing industry in order o build a more forward-driven company that is FOREFRONT. (Forefront Enterprise Phil. , Inc. , 2010) This research paper sought to answer the following questions: 1. What is the demographic profile of the respondents? In terms of: 1. 1 Age 1. 2 Gender 1. Economic Status 2. What is the profitability gained by the respondents in engaging at Forefront Enterprise Philips. , Inc.? 3. What is the importance of investing at Network Marketing Business to the Global Reciprocal Colleges? Significance of the Study The significance of the study can be perceived in the following: To Students . The proposed study serves as the reference and guide for students as they enter the business industry. It will also help the students that are taking business related courses to know and identify the best and easiest way of earning money.

It could be helpful for students to earn extra income while studying without interfering their studies. This study can help students to decide on which field of business they want to be focus on, this can be included to their options. To Teachers. The proposed study will help teachers to have deeper understanding about Network Marketing Business. As they discuss the

information about networking business, students tend to try and explore what the opportunities are there in networking business. To Future Researchers.

The proposed study will benefit and help the future researchers as their guide. The study can also open an opportunity for development of this study. This study can also serve as a summary for next researchers for deeper understanding and for extra knowledge or additional information. Scope and Limitations The study focuses on the profitability at Forefront Enterprise Philippines Incorporated located at Guenon City as they give benefits to those who invest on their company. The respondents of the research study are the neophyte business men who engage or engaging to networking business.

The study will also include some points in gaining more income rather than setting up your own business. By determining the profitability of Forefront Enterprise Philippines Incorporated this 2012, by using survey questionnaire that will perform. The study does not cover any Network Marketing Company that is not important to the research work. Review of Related Literature and Studies This chapter presents the review of related literature and local studies. Related Literature Always remember that network marketing is a team business.

In order to make money in this field you must be prepared to work closely with your team members. Welcome them to the team, introduce yourself as their uplink and offer help if they need it. Some of your team members will respond, others will not, work with the ones who do respond. These are your potentially strong members and are the lifeblood of your business. Try to

build relationships with these members by offering help and discussing marketing techniques. Remember the team concept, your downlinks success is your success, you will all profit together.

If something has been successful with you share, and encourage your team members to share their successes with their downlink. In this way you will spread success to all members and build a strong active team, who are continually adding dedicated people to the team. Cooperation of everyone can put each member to a profitable businessman. Most of all the students experience this kind of situation, participation of each member to perform a certain job, sharing ideas and helping to get their goals. As one of the researcher experience the difficulties and successfulness in a group.

Encountering some member will not agree to the given ideas and conflict of philosophies but as it goes through, performing of each member will come out because of the given task that should be done and clear. At the end, the result will benefit each member for their due diligence. In networking business, interaction with other people is indispensable to be profitable and get a long tenure in the field of networking. By helping the member to recruit new member will increase the salary of both sides.

This networking business, forefront enterprise Philippines incorporated, team members need to function for the sake of themselves and earn high profit as everyone looking for a start-up or small business, networking can provide a lifeline of support and business generation. Networking can help you improve your business performance, products and staff skills. It can also help you develop knowledge and skills, by providing opportunities to: Participate in

benchmarking, which can help you identify areas where you can improve your business performance.

You can use networking to boost your reputation and gather new leads. You can: raise your business profile by becoming an established and regular networking member, eating your face and the business known; meet new people and build mutually beneficial business relationships; expand your markets by generating new business contacts with potential customers, suppliers and partners; establish overseas partnerships, egg through international exhibitions and conferences Networks can also be a key source of information and support.

You can: compare and discuss issues of common interest, egg legal and regulatory developments, staff retention, supplier networks, customer service and technological breakthroughs develop and is the common thoughts of other about networking but actually that is definitely iron.

Networking is communicating to people and building a business relationship. By investing PH. 5, 999 for silver member or PH. 10, 999 for gold member as the starting of the business transaction and when the time comes that the person who invest is already a member of network marketing, the networking company provide some products that can be use or sell.

The products that the company gave as a starting line were help people to earn extra income, the most important thing here is to get involve yourself to the company and invite other to Join. It can be call this process a circular motion. Making business relationship to others is the best way of earning high profit. Every member of the group will contribute and useful for a better

result. In forefront after joining in the group the team group will explain more about the company and how to be a millionaire.

Team group will use the new person who is interested to join and make it invest to the company and the new invited person will do the same to earn also and recruit as more as can. The process of payment and earning profit are, In Forefront the group member/employee will get IPPP. 0 for each person convinced to invest and IIOp for every partner in silver member, for gold member is IIOp for each recruit and POPUP for every partner. The group member/ employee can also earn by means of invites of their group member.

So that is network marketing why earning money is faster than the other businesses. Network marketing will help us in earning money, especially for students because it helps students to earn money without inconvenience in their studies. And it will also help to build self-confidence and having a good communication to others, the reason why is networking need to be powerful in communication and have a knowledge to deliver the ideas into one another. But first, believing to yourself and having a high confidence is more important.

Here in network marketing, making business relationship is very important. Engaging a large group of team members and cross selling is one of the most important aspects in becoming profitable in a Network Marketing Business. Keen business sense is required as well as your tact in speaking to your network of business people. The smoother and more dedicated you are, the more money you will make from your work efforts. As you begin to build

your network marketing business first imagine a large network of outlets of people.

Belief you will be able to reach a large base of clients who will be thrilled to use your product or service in your network marketing business. Each network and person who knows about your services and product represents the potential for sales. The more networks and people you influence the more products you will be able to sell. Once you have established a client base cross selling to existing clients becomes a way to maximize profits. Generating repeated sales is easier when your product is usable and consumed like the sale of soaps, vitamins and shoes as opposed to selling a piece of furniture for instance.

When you have a team of members on your side helping you to build your network marketing business it becomes easier to motivate these entrepreneurs to make additional sales when you are excited in lieu of going out to try to find a new team member. Your main goal is to build a group of team fresh new business people on board to try out your product and unique business opportunity. Building a deep network will assure you business security and building deep will equal profitability.

To make a network marketing business profitable, people who will engage must have to build teams. Forefront conducts seminar for the people to know more about networking business and how it improves lifestyle. The company will orient the people who engage to elaborate more of the company's profile when they are about to deal with future clients. The person who undergoes the discussion about Forefront, will surely have the power to talk and

convince people who will help them to have team and profit. The main goal of networking marketing business is to build a group of team members that is wide and deep however it is more profitable to build wide in getting fresh new business people on board to try your product and unique opportunity. This is the fundamental thing that so few understand when it comes to the ML industry. If you want to create a business that lasts, in this industry, you have to be willing to work hard at least in the very beginning. You can build your business as part time as you want in as few as hours as you want but that also means you can take as long as you want.

I suggest putting as much time as possible into your business without overly sacrificing your sanity or your family, at least in the beginning. When you get your business to over \$10, 000 a month residually, you can afford to go on more trips and vacations. This is the main point of our industry. There is light at the end of the tunnel. With almost all small businesses and almost all jobs, there is no light. You trade dollars for hours, as you rise the rank and compensation ladder, more is expected of you and if you want to slow down, especially in these times, you might get booted out.

In this industry, it actually, to the contrary, gets easier. Now, most flake out before they get to the easy part. They either give up out of lack of faith or work ethic or they get to a point where they are making money and take their foot off the gas or lose their focus too soon. Beware of these as they are the killers of the greatly talented. I see it on a DAILY basis where someone of great talent destroys what they were in the process of building to do something else or slack off and think they are at a point where it will automatically grow.

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There is a 99% chance that you will NOT get to a point of lifetime automatic income prior to 2-3 years of intense focus. Now you know why so few people have what it takes, but, armed with this knowledge, you now do. To sell products is the perception of some people in networking business.

Networking business is not actually centered in selling reduces but they invite people who will help them to build a profitable business. If you engage in a networking business, they will give you their products as part of your investment.

In Forefront Enterprise Philippines Incorporated, to sell products is Just an option for you. If you invest in their company, you will receive their products and it is up to you if you will sell it or use it for your own needs. They will focus to teach you on how to interact with other people in order for you to convince them and to build your downlinks. In making your networking business profitable, you must be able to deeds a hard work for them to earn profit. Interacting with other people is one of the eagerness of the person in doing their business cost-effective.

Some person who engaged in FOREFRONT is still students and they can support themselves by the money they receive. Company events and recruitment tactics have hyped things like earnings potential, creating the impression that it's only a matter of time before you will be rolling in Cadillac's and caviar. Most network marketing recruits never achieve that level of success. In fact, the majority of network marketing recruits never even realize a profit. Network marketing can be profitable – it Just takes an organized and structured approach to get there.

Towards that end, these network marketing business tips should come in handy: Understand Your Costs; Create Lists; Make Sales Calls; Stay Focused; Leverage Team Resources. There are strategies and techniques in making your business more profitable. Once you invest in Forefront Enterprise Philippines Incorporated, they will be able to orient you for you to know the organizational culture and the strategies on how you will expand your business. People who will invest should have hard work in recruiting or inviting others to be their downlinks and help them as well in building their business.

Related Study The New Economy has arrived- It is a global revolution challenging businesses' status quo. It has opened up new structures, new strategies, and new markets with the internet as its foundation; traditional ways of doing business has been changing in a faster face. This thesis attempts to propose a model for New Economy business, especially in the telecoms industry. It analyzes five telecoms companies in Asia, discusses their experiences and current models, applies them to their respective entries micromanagement analysis and fits them into the New Economy description for the Philippine environment.

This research examined the characteristics and practices peculiar to home video shop in Baguio city and tried to determine the level of profitability and rate of return on investment that this establishment enjoys it went into a thorough investigation of the prevailing characteristics not only of the shops but of the type of customers they cater to. The problems that beset the operators of these establishments were likewise examined, their causes determined, and recommendations on how to solve them, formulated. The <https://assignbuster.com/profitability-of-network-marketing-business-flashcard/>

respondents in this study were 88 proprietors of video rental shops that were operating in the city as of November 1993.

From their responses, the needed information was gathered and analyzed to check on the veracity of the subjects responses in the questionnaire-checklist, the main data-gathering instrument, informal interviews and participant observation were conducted by the researcher. How profitable when you engage to a networking business like Forefront Enterprise Philippines Incorporated? Earning a high salary, strategies and skills in communication is to lead the networking businessman into a high profit. It is also by helping of each member in a group to make them both profitable.

By engaging in Forefront, people need to work harder to earn high profit and communicate to get more recruits. The profitability of network marketing business in Forefront Enterprise Philippines at Guenon City was shown by the survey questionnaire that was given to the employees and recruits at FOREFRONT. It was conducted by the researchers to seek answers on how to gain or earn profit in a networking business. It was conducted to gather information about the profitability of engaging at Forefront Enterprise Philippines Incorporated.

Paradigm of the Study Definition of Terms Business relationship – creating of each member to built an agreement for the progress of the business. Capital – the sum invested in business. Compensation plan “ Kitten” – process on how they are rate base on their performance. Engaging – giving or getting involve to a business. Income – proceeds from labor Investment – layout of money productively. Inviting – attracting people to Join in a business.

Neophyte businessman – beginner businessman. Networking business – is a socioeconomic activity by which groups of like-minded councilperson recognize, create, or act upon business opportunities.

Profit – money gain to the work done. Retail Business – business sell in small quantities. Scrutinize – inspect or examine closely the date gathered.

Springboard – something that supplies condition for a beginning change or progress. Stress-free-Job – working without thinking more obligations.

Chapter 3 Research Methodology This chapter discusses the following methods how the researchers gathered information about the present study.

Research design The researcher used Descriptive Method in this research study.

This method was applied for the researchers to gather about presenting existing condition of the profitability in engaging at Forefront Enterprise Philippines Inc. The descriptive method helps the researcher to describe the nature of situation as it exist at the time of the study and to explore the causes of particular phenomena. This method congregates to answer questions concerning the procedure of the recruits in engaging at Forefront and how high profit will earn. That is why it fits the topic about the profitability of network marketing business at Forefront Enterprise Philippines, Incorporated.