



## *Leadership Buzz with David Feinstein*

### **Network Marketing Advice – Whatever Happened to Pride and Integrity?**

Very often, when people come to me for **network marketing advice**, I see something lacking in their business, their attitude, and their life.

It's something that's helped create some of the greatest lives and businesses in the world, and it seems to be missing more and more in our culture.

That's why the **network marketing advice** I have for you has to do with pride and integrity. The two certainly go hand-in-hand, and you'll see how as you read on...



### **Why Network Marketing Advice Revolving Around Pride and Integrity Is So Important**

Integrity is defined as, *"Adherence to moral and ethical principles; soundness of moral character; honesty."*

This is a great definition and one that you should truly consider when it comes to your network marketing business.

Far too many people get into this business because they think that it's a way to earn a fast buck. They're all too ready to do whatever it takes, without integrity of what they're doing, just to sign people up to their business.

They do this sometimes even when they know that it's not the right business for their prospects. They do it even when they know that their prospect can't afford the business, and will have to go without. They do it even knowing that they're not going to do their duty and stick around long enough to make this person begin to see success before they leave them stranded. They simply strand them from the beginning.

Not having integrity tarnishes not only the network marketing industry. Take this *network marketing advice* to heart when I tell you that not having integrity with your business will tarnish the pride that you have in yourself.

Yes, you *may* make that quick buck. You may get a fast start bonus from signing up that person that you knew the business wasn't right for.

But what that does to your pride, deep down to your core cannot be discounted one bit. Because it's real, and it's something that you can't run away from! It's something that can and will haunt you.

You must have integrity in all of your business practices. It may hurt to tell that prospect that you won't sign them up because you don't think they're ready, or that they don't have the time or commitment. It may hurt your pocket for a few days or weeks to tell that prospect that you won't have the time to dedicate to them for training, so therefore you can't in good conscience sign them up right now.

Or you may tell them, "I won't have time to train you, but I can hook you up with one of my downline that will train you just as good as me", which can be a win/win/win and everyone is happy, and your pride and integrity are still intact.

Here's one last piece of [network marketing advice](#) when it comes to having integrity and keeping your pride.

Your integrity gets carried with you, just as your sense of pride does, and just as your reputation. Having the reputation of having integrity is the greatest thing that you can ask for. It's something to strive for.

Take this [network marketing advice](#) with you into all areas of your life, because it will help you live a happier more profitable life.