

The 5 Things That Brought Me Financial Success in Isagenix by Susan Sly

1. I Created Millionaire Habits

So often people have said to me, ‘you work too hard, you never stop.’ The truth of the matter is that I work at a pace that is comfortable for me. I also have developed exceptional habits. To create true financial freedom you must have excellent habits. This isn’t about trial and error, it is about consistency.

On a daily basis I take time for prayer and gratitude. I take time to exercise because it alleviates stress and it clears my mind. I create time to produce income and have created multiple streams of residual cash flow.

The reason so many North Americans are close to being broke is because they lack exceptional habits. When I look back I do not want to say, ‘gee I could have watched more television or played video games.’ I will be able to say, ‘I helped a lot of people get rich, create freedom and gave a lot back.’

Susan’s Suggestion – read *The Power of Focus* by Jack Canfield and Mark Victor Hansen (I’ve read it about seven times)

2. I Learned To Let Go

People hold onto too many things which don’t serve them – self deprecating thoughts, lack of belief, control, negativity, jealousy, greed and anxiety. Whether it is God for you or the Universe, there are many things which we lack control over especially how other people react. What we can control is our own thoughts and emotions.

I learned to let go of control. I also learned to be more coachable, open and peaceful. I allowed people to come into my life so I could learn from them. Control was something that never served me and usually ended in disappointment. Letting go was the most liberating thing I ever did.

Susan’s Suggestion – read *Excuse Me Your Life is Waiting* by Lynn Grabhorn (I’ve read this one about three times)

3. I Gave Back and Practiced Gratitude for Everything I Had

Like many people I used to live paycheck to paycheck, always wondering where the next money would come from and how I would survive until then. My spending was out of control because I used to validate myself by my purchases. When I realized that self worth wasn’t about material goods but about my own love of the self, I made a quantum leap.

Energy is dynamic. When you give you receive in some way. When I began to give 10% of my income to organizations and individuals that were special to me, I became blessed. My income triples every single year and I know that it is because of what I give.

I also practiced being grateful everyday for what I already had and the infinite possibilities before me. This one thing alone helped me become wealthy.

Susan's Suggestion – read *The Richest Man in Babylon* by George C. Clason (read this only once however it changed my life)

4. I Took Time To Learn The Business

It is critical that you understand network marketing and understand what a magnificent thing you have with Isagenix. This company is going places. It is creating more and more millionaires. This doesn't happen in every company and you are in the right place at the right time.

I learned about the numbers of Isagenix from one of my mentor's Jimmy Smith. Jimmy patiently taught me how many people it would take for me to earn \$1000/month, \$10,000/month and \$100,000/month. He shared that essentially we make approximately \$1/week for every person on our team including those on and off autoship provided we have a 2/3 and 1/3 balance in our legs. Basically don't expect to earn \$2000/week with a group of 50 people.

You can increase your success by having everyone on autoship and teach people how to recruit with President's Packs. This will up your sales volume. I have seen people hit \$1000/week with a group of 500 because everyone was on autoship and recruiting.

You must take time to really learn about network marketing and why it is the smartest business investment you can make. Network marketing is relatively low risk, small start up and has a very high income potential based on the first two factors. I fell in love with the industry.

Susan's Suggestion – read *The Ultimate Guide to Network Marketing* by Joe Rubino (I love this book!!!)

5. I Took Responsibility and Lead by Example

In the beginning I awaited for a handout from my sponsor. I wanted her to put people under me. It didn't happen. She left. This was the greatest blessing because I had to take responsibility for my own business. I had to be the leader people wanted to follow.

I have never asked anyone to do anything I haven't done myself. Have I called people out of the phonebook? Have I hosted my own in-home presentations and hotel presentations? Have I invested in my business? Have I called leads and run ads? Have I taken responsibility for my paycheck? A resounding 'yes' to all of the above.

No one will build this for you and if they do, no one will respect you. Your responsibility is to get your people paid before yourself. Your responsibility is to be everything you want in a leader. That is the bottom line.

When I became fully responsible for my own success, I flourished. I sought out mentors to guide me and to this day I still hire consultants and confer with my mentors. All of my mentors make more money than I do. Some make \$2 million/year and some make over \$500,000/month. The point of that is it allows me to learn what it takes to get to the next level. I suggest you take responsibility and get a mentor who you either pay or confer with monthly.

Susan's Suggestion – read *We Want You To Be Rich* by Robert Kiosaki and Donald Trump (These guys make a lot of money and share with you how to take responsibility for your own financial future. One chapter is all about MLM)