

A Beginner's Guide to Online Network Marketing

The \$10K per Month Secret That Everyone
Knows But You



By Mark Gubuan

TESTIMONIALS

*“Mark has done his due diligence with this book providing information and resources for your use in your home based business. A Beginner’s Guide to Network Marketing Online - The \$10k per Month Secret Everyone Knows but You, is an **easy read** and walks the reader through, **step by step, practical applications** and **procedures** to help anyone succeed online in network marketing. The book has something for everyone. It is jam packed with resources for you to go back to and use over and over again.*

I have been in the industry since 1997. I have built very successful network marketing teams and wish I would have had this simple, easy to follow E-book when I started years ago.

I know I have benefitted and can apply some new techniques to growing my business. I will use this book as a tool with my team. They will be able to use many of the resources provided to excel their business to the next level.

*As an added bonus, this is a generic book, geared for any individual in **ANY MLM** company, thus making it very useful.”*



*-Shelley Kimberly
Professional Network Marketer, Author, Relationship Builder
ShelleyKimberly.com
Twitter: shelleytalk*

“Mark,

I just finished reading your eBook :)

*I have to say, at the beginning you set a very strong posture. It was short, fast, and to the point. It gave me the impression that you are a very intense person, and you're not looking for tire kickers or whiners. I can appreciate the fact that you **cut all the bull**, and **went right into the details**.*

I've never spoken to you over the phone, but I get a sense of your personality, you come across as someone who has been through the MLM jungle, and came out on the other side victorious. You definitely know what you're talking about, and it shows that you implement everything that you mention in the eBook.

*It's insane how much information you jammed into a 55 page eBook! Anyone who gets half way through this eBook will be able to **set realistic expectations** on what they will be able to achieve online based on their level of skills.*

I really liked how you closed the eBook. Your call to action was really good. I'm not a newbie to this industry or the online marketing game, but I have never had a real coach or mentor. You clearly paint a portrait of the importance of having one from the start.

Keep the good stuff coming buddy”

--Octavio Tomas
OctavioTomas.com

"A Beginner's Guide to Network Marketing Online has got it spot on. He has, with LASER PRECISION, dissected the common problems beginning network marketers encounter and has provided the TRIED and PROVEN solutions to their problems. This takes YEARS off of your learning curve. Read it, Take Action!"

-Tristan Azcona



TristanAzcona.com

"Personal Branding in our profession isn't just for the elite as Mark Gubuan proves that in his new book. Mark gives common sense practical advice for anyone wanting to help others, make a difference, earn more money and go after the unlimited opportunities available to those willing to put in the work."

-Kendall Peterson



KendallPeterson.com

"Mark gives a complete step by step guide that walks you through the money making process. Take immediate action on the information and become one of the few leaders in the know"

-Femi Lawani

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INTRODUCTION

Going online used to be a daunting task. Well, you're in luck! Because I've successfully navigated the ocean of the internet and I'm here to bring you back the bounty of my adventure. All for free. Get ready to learn how to generate leads online, how to make money up front even if you never sponsor a single person and finally learn how to recruit and sign people up on autopilot.

This guide will teach you what you need to know and exactly what tools you need to get to make money network marketing online.

Who is Mark Gubuan?

First of all I want to congratulate you for taking the time to educate yourself. This is the first step in your journey of 1,000 miles. I'm just a regular person. I'm married. I have a new son. And I have a 9 to 5 job.

You're probably asking yourself, "Why should I listen to what you have to say? What do you know that I don't already?"

Well, you should listen to me because over the last two years I've been working NON-STOP working not one, but TWO jobs. The first job is accounting working 40 hours per week. The other was building my online network marketing business for at least 40 hours per week. I've worked pretty damn hard to get to this point and if you don't take heed of my advice than you may be just as well be a fool.

I've been educating myself, connecting with millionaires and multiple 6 figure earners, marketing and training others to learn how to make a fortune with the least amount of pain possible.

Quite frankly, I've been working my ass off because I don't take my life for granted. I know that I will achieve whatever level of success I desire. And I'll tell you right now **I dream big.**

You want to take a shortcut?

Read this guide.

Implement this knowledge and never stop learning.

For more about me:

Go to <http://MarkGubuan.com> and connect with me on Facebook <http://www.facebook.com/gubuan>

My Results

I've seen so many people online doing things half assed. Do things half assed and you get half ass results.

Do things intense with 110% effort and guess what kind of results you'll get? You'll get 110% back in return.

Speaking of results, here's what I've been able to accomplish in the last two years.

1. I've created an online network marketing presence for myself. Creating a brand that I use to recruit into my primary network marketing opportunity.
2. I've created lead abundance for my MLM and I never have to worry about generating leads ever again.
3. I've connected with MLM TOP EARNERS and Millionaire Internet Marketers/Network Marketers.
4. I've recruited prospects into two different MLM's using nothing but the internet and the telephone.
5. I've been able to create multiple income streams for my business using the internet.
6. I've created multiple marketing funnels to help promote affiliate products and services to help generate cash for my network marketing business.
7. I've been able to figure out the delicate balance in my life to ensure that all of this happens without sacrificing the time I spend with my family, so I can do the things that I love doing.

How to Use This Guide

STEP BY STEP: This guide was written so that you could read it in step by step format. All you have to do is take each step and watch your success grow! It's so simple.

RESOURCE BOX and ACTION STEPS: At the end of each step you'll see a resource box and an action step. Use the resources, some are paid, some are free. The action step is for you to get your ass in gear and start moving forward. **TAKE ACTION!**

VIDEO TRAINING: Make sure you watch the accompanying videos within the book and download any supplemental material as this will **SAVE YOU TIME** in learning and implementing. I've done the work, so you can focus on recruiting and selling. PERIOD.

BONUS SECTION: By the end of this guide you'll find a bonus section. This bonus section is to be used only after you've read the whole guide and understand the components necessary to achieve online marketing success.

FREE GIFT: Don't forget to claim your **100% FREE GIFT** at the end of this book. This is previously unreleased network marketing training that you NEED TO HAVE. I *stole* the BEST IDEAS and CONCEPTS from INDUSTRY TOP EARNERS and I'm going to SHARE WITH YOU EVERYTHING I KNOW.

If you have questions, connect with me on Facebook (look for the link above) and hit up my wall. I'll answer the question there.

STEP 1

CHOOSING THE PERFECT NETWORK MARKETING COMPANY

“There are two mistakes one can make along the road to truth...not going all the way, and not starting.”

Hindu Prince Gautama Siddharta, the founder of
Buddhism, 563-483 B.C.

There is no such thing as a perfect network marketing company, but there is such thing as the right fit.

Evaluating A Network Marketing Company

Here are the major pieces of the network marketing company that you'll want to evaluate:

1. **Leadership** – Do these guys have any scandals surrounding them? Do they have a success track record? What relevant experience do they have that will help them run the company?

Lots of leaders have a lot of dirt surrounding them. And some can move past it, while others can't. It's important that you don't believe everything you read on the internet and go to the most reliable sources as this is where the truth lies.

The success habits and history of a leader is important. VERY VERY important. This will show you what habits they have when building businesses.

For example, if the leaders have built businesses in the past it is important to see how large the businesses grew. But also, of the businesses that failed, understanding WHY they failed gives you the right perspective.

Really take a look at the "leader of the leaders". In other words, the CEO is an important factor in your decision. Are they company first or rep/distributor first?

If they are company first, they may cut you down when you least expect it. However if they are distributor first, they could really make the situation the best it can ever be!

Make sure that the leaders have built network marketing companies before or have been in the industry for a while. OR if not, they need to have an EXCELLENT SALES RESUME. This will ensure that the marketing training you get is top notch.

2. **Compensation Plan** – What kind of behavior does their compensation plan promote? How many people do you personally have to enroll to make \$1,000 per month in residuals?

I cannot go into each individual compensation plan here, but what I will talk about is how the type of compensation plan drives behavior.

A compensation plan that pays you on as many different levels as humanly possible is the most ideal. But a compensation plan that pays you on INFINITE LEVELS is the holy grail of comp plans.

You know why?

Because it promotes teamwork down to the depths of your downline. If someone 10 levels up makes money when YOU make money, they'll want to do everything they can to help you. It's a WIN-WIN.

Know your income goals and figure out how many people you have to recruit to get to your income goals. This will help you understand **HOW HARD YOU HAVE TO WORK** to make your dreams come true.

3. **Sponsorship** – Who's your sponsor? Do they have any experience? If not, will your upline help you?

This is like the dreaded question for a lot of network marketers starting out because they always ask the question, "but Mark, what if I'm brand new and I don't have experience?" The answer is simple. Read on.

When you're joining a newbie or someone that hasn't recruited a bunch of people yet, you want to look at their overall support system.

Ask them about the company's marketing training, their downline's marketing training, their partners within the MLM and also, who their direct sponsor is.

Ultimately, you will be responsible for your own success, but having the right kind of resources around you gives you the absolute BEST chance for success.

So what you can say if people ask the dreaded question is to tell them about the items above. It's a cycle you say that to your prospects and your prospects say that to others.

4. **Marketing Training** – What kind of marketing training does the company have? Does it facilitate making sales and signing reps up?

Most marketing training is actually laughable in network marketing companies because their training is focused on how to get their distributors to sell more for the benefit of the company.

It is not focused on how to get the distributors to sell more for the benefit of themselves.

REAL marketing training will teach you about target markets, demographics, advertising, branding and the difference between marketing the product and yourself.

Frankly, most network marketing companies don't train you on that because it's irrelevant to selling the product. However, you need to know this to sell yourself to recruit (which is where the money is).

But let's not focus what they don't have let's focus on what they do have.

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