

Watch the Video – If I’m a New Distributor Then Should I Focus My Selling In Areas Where Other Distributors Are Successful Or Should I Focus On Untouched Territory?

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It is often said that direct selling/MLM/network marketing is about sharing your product and services first within your spheres of influence, i.e., first harvest the low lying fruit. This means calling upon your friends, family, social acquaintances, co-workers, members of your church or other religious group, fraternal organizations, etc. In other words, sell where you are most comfortable. Generally, this means territory close to home or, if at a distance, it is because you have connections. As you mature, you may venture into other territories, but it will likely be first through social networking.

Are you interested in attending the *Starting and Running the Successful MLM Company* conference? Visit our [conference page](#), view our [speaker list](#), or [get more details](#). All executives/owners of direct selling companies are welcome to attend. Call 800-231-2162 to register.

For more encouraging words to achieve success in network marketing, visit Attorney Jeff Babener’s websites: www.mlmllegal.com and www.mlmmattorney.com.

Our next *Starting and Running the Successful MLM Company* Conference takes place October 22 and 23, 2015 in Las Vegas. View our [conference flyer and speaker](#) list online. Participate in our [Innovation Campaign](#) for your chance to receive TWO FREE TICKETS to attend our next conference.

If you're reading this blog post and the conference dates above have passed, check our [website](#) for the current conference dates.

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