

# Are there MLM company programs that help personal and professional growth within the company?

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Absolutely. First, it should be noted that this industry boasts some of the best motivational and teaching trainers in the sales business. Just Google “MLM Training” and you will be led to great trainers and systems, such as Zig Ziglar and Robert Butwin. Also touch base with some of the leaders at the [MLM Legal.com Starting and Running the Successful MLM Company Conference](#).

As to companies, the very best companies offer significant leadership and training programs. Affiliate organizations of Amway such as Britt and

Yager have offered superlative training for decades. Companies such as Nikken and Enagic offer both sales and personal development training that have made a significant difference in their distributors’ lives. Training is a passion for some company CEOs such as Jeff Olson of Nerium International or Richard Brooke, Founder of Oxyfresh.

Those companies that have succeeded have been synonymous with rich training and development. From a legal standpoint, a solid training program, that involves distributors working with their downlines, also deflates accusations of “lottery” by state and federal regulatory agencies because it supports the proposition that upline leaders participate in override commissions based on supervisory activity and not merely based on chance.

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**Jeffrey Babener**  
On Assignment

On any given day you can catch [Jeffrey Babener](#) lecturing on Network Marketing at the University of Texas or the University of Illinois, addressing thousands of distributors in Los Angeles, Bangkok, Tokyo and Russia, or writing a new book on Network Marketing, an article for Entrepreneur Magazine or a chapter for a University textbook. Over two decades he has served as marketing and legal advisor to some of the world's largest direct selling companies, the likes of Avon, Nikken, Melaleuca, Discovery Toys, NuSkin, and he has provided counsel to the most successful telecom network marketing companies...Excel, ACN, World Connect, ITI, AOL Select and Network 2000. An active spokesperson for the industry, he has assisted in new legislation and served on the Lawyer's Council, Government Relations Committee and Internet Task Force of the Direct Selling Association (DSA) as well as serving as General Counsel for the Multilevel Marketing International Association. He is an MLM attorney supplier member of the DSA and has served as legal counsel and MLM consultant on MLM law issues for many DSA companies.

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