



More Build It Big: 101 Insider Secrets from Top Direct Selling Experts

Direct Selling Women's Alliance

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A revolutionary shift is occurring in the world of work. Home-based entrepreneurs seeking independence, time, and uncapped income are selling everything from life insurance, carpet cleaning, and computer repair, to cookware, beauty products, and candles. According to the Direct Selling Women's Alliance, 49 million direct salespeople sell \$85.5 billion worth of products and services worldwide each year. *More Build It Big* is the sequel and smart companion to *Build it Big*. In this new handbook, industry leaders deliver straightforward advice, cutting-edge insights, and best practices to help direct sellers and distributors become sales superstars. Up-to-the-minute stories from top salespeople, profiles of leading distributors, and the latest how-to's on networking, party planning, and person-to-person selling make this book a key addition to the direct seller's reference shelf. *More Build It Big* delves into the personal and business skills that direct selling pros use to achieve success: sponsoring, building, and coaching a team; becoming a leader; organizing business finances; and integrating home life and business. Appropriate for novices or experts who want to set goals, fire up teams, and boost revenues, *More Build It Big* is sure to increase the power and motivation of thousands of direct salespeople worldwide.

Highlights

More Build It Big gives independent salespeople and distributors:

- New case studies covering an extensive range of products and services appropriate for direct sales
- Expert advice on booking venues and coaching hostesses
- Surefire techniques for developing relationships and building a contact database
- Tips for avoiding major mistakes and stumbles

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Loren Velasco:

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