



# Duplication: The Key to Creating Freedom in Your Network Marketing Business

*Eric Lofholm, Judy O'Higgins*

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This book reveals the biggest secret to network marketing success: duplication. If you want to succeed in network marketing, you've not only got to be personally successful: you've got to be able to duplicate your success in the people you recruit, and they've got to be able to duplicate it in others. Unfortunately many network marketers fail because they try to duplicate things that depend on your personality or your personal aptitudes and skills. For instance, you can't teach an introvert to be an extrovert, which is the problem with the "three-foot rule". In order to be able to duplicate your network marketing tactics in your recruits, you need a networking model that anyone can learn. This book will teach you how.

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