



**Dear Networking Friend,**

Welcome to *Networking Times*, the authentic voice of the networking profession.

Whether you are in network marketing or direct sales, in real estate, insurance or in the health care profession, or any other small business, you have come to the right place. What each one of us has in common is this: while we are selling a product or providing a service, we also run a people-to-people business.

We believe that *what* you know and *who* you know is important, but it is the *strength* and the *power* of those relationships that are the currency in today's economy. That's why we created *Networking Times*.

How do you build and maintain those relationships? There are many qualities that come into play: leadership, vision, communication, personal growth, lifestyle, financial literacy, prospecting, networking, presenting, coaching, mindset, professionalism and emotional intelligence are just a few of the departments we cover.

Each issue of *Networking Times* has a theme. Our lead stories are interviews with two spokespeople (usually a female and a male) who are well-known experts on the topic. Some of the people we have interviewed include: Dr. Stephen Covey, Anita Roddick, Marianne Williamson, Senator Orin Hatch, Seth Godin, Lynne Twist, Marshall Rosenberg, Dr. Bruce Lipton, John Maxwell, DC Cordova and many others.

Each issue features two Master Networkers who share their stories—how they got started in the business, what their struggles were and how they overcame their challenges—and practical tips on how to build a successful networking business. Our Master Networker stories are many networkers' favorite part because they recognize that by “standing on the shoulders of giants” they can shorten their own learning and growth curve significantly.

Our Heart of Business story highlights a networker who, thanks to the time and financial freedom created by their networking success, is able to give and support a philanthropic cause in a significant way. We like to feature people who not only make a financial contribution, but also get personally involved in building a better life for those in need.

There is nothing quite like this kind of positive press to attract prospects to your networking business. Except perhaps for networking leaders whose belief is so strong it is contagious. Developing a successful networking business is not about a destination, it is a process that begins with your personal commitment to achieve your dreams.

We don't have to tell you how important belief is to success. When your belief level is solid, your team feels it. That's a great start, but only a start. When you're committed to creating a successful team, you commit to a continuing education program for yourself and everyone on your team.

*Networking Times* is the antidote to high turnover in your organization. Sponsor an additional two, three or more new team members each month. Keep your entire team focused on defining and creating success for themselves. Keep yourself and your team involved, productive and growing.

If you like the picture we have painted for accelerating the growth of your business and creating a more fulfilling life, secure the vantage point of the higher ground for yourself and your team. Subscribe to *Networking Times*.

We hope to be of valuable service in helping you realize personal and professional fulfillment.

Wishing you well,

Dr. Josephine and Chris Gross  
Co-Founders, *Networking Times*