



A True Professional Networker With A Heart For Others

Mike Akins, one of the nation's top leaders, in providing training and support to networkers.

Hundreds of new companies are entering the lucrative MLM market. Thousands of individuals are moving into the network marketing arena to gain more independence, financial security, unlimited opportunity. Although a great number of networkers have achieved these goals, a majority of MLM'ers experience a degree of frustration in their pursuit of success. There is a profound need for professional mentors, who have the knowledge to provide training that will prepare and support the part-timer, in their journey to success. *One of the nation's top leaders, in providing training and support to networkers, is Mike Akins and Professional Networkers.*

Mike Akins has been involved in MLM for the past 30 years. During his career, Mike has gained **the reputation of being genuinely concerned for the part-time distributor.** He assembled a team of professional networkers to provide the type of personal support that has assisted thousands of networkers in their venture to success. Mike's basic focus is on building *success that will last.* He encourages his members to approach networking as a business and to stay away from the "gimmicks and hype" that rob thousands of individuals from real success. Downline building groups and "gimmick systems" offer promises that are impossible to fulfill. Over the past 30 years they have never proven to be successful. The sad fact is they **waste time and money**, while the individual could

be learning the real avenues that lead to success.

Professional Networkers specializes in finding each individual's skill level and developing it to its maximum potential. "Not everyone works the phones like a salesman, but everyone has something to offer. Finding that skill and nourishing it is the key to that person's success, Mike shares." Through Professional Networkers, Mike **offers the largest and longest lasting, full time support group in America.** "We do not expect networkers to harass their friends and family in order to build a successful MLM business. We have developed huge organizations through direct mail, and advertisement. We provide specifically designed systems, to support each person at their particular skill level. Building leadership throughout the orga-



nization is very important to a strong organization. For individuals who find it difficult to promote the program personally, we have virtual assistance as well as assistance from live phone consultants,' Mike reiterates.

Mike has distributors who have been involved in his downline organization for more than 20 years. Developing a MLM organization through Professional Networkers is much like building a permanent downline. Mike shares, "We are not just a sponsoring machine but we **nurture our downline, building an interwoven network of dedicated individuals.** Many of our distributors consider the Professional Networkers organization as an extended family. **We sincerely care about our members, and do all that we can to assist them in achieving their hopes and dreams.**"

Through Mike's direction, Professional Networkers has enrolled as many as **14,000 individuals into their organization in one year.** Mike asserts, "numbers are not the only consideration but quality and longevity are very important factors." Through one of Mike's research & consulting firms, he **conducted a 3 year study of the MLM industry. More than 300 programs were examined.** From the results of this study Mike selected programs that **contain factors he found to be vital to the success** of a majority of networkers. Mike believes, with the structure of traditional networking programs, the "cards are stacked against the majority of net-

workers. He says, “ it breaks my heart to see so many networkers pour their lives out in striving to become successful only to fall short because of inade-

retirement, in order to develop one of the nation’s most successful organizations. Through his 3 year study, he feels that he has selected a program that contains the

and imbalanced in the distribution of bonuses, he has selected the program that places the primary focus on the part-timer, which is the majority of MLM’ers. **According to reputation, Mike is a true professional with a heart for others.** He says that, “ *one of the greatest joys in life is to assist others in their pursuit of a better, and more fulfilling life.* I have found that, if you are not self-centered, but put others first, the Lord will take care of you.

Too often “heavy hitters” encourage part-timers to follow in their foot steps, which a majority of the time will lead the networker to failure and frustration. We try to access the networkers talents and skills to provide training that is appropriate for that individual.”

quate training and advice.

Mike believes that with his *30 years of experience* and with the information gained in the 3 year study, he has developed the systems and training needed to help anyone who has the desire and conviction to be successful. Also, Mike has the experience and back ground of owning several conventional businesses, to draw from, in teaching success principles. Mike recently came out of semi-

factors, that he believes will **provide the majority of his associates, will the greatest chance of success.**

Mike has developed the reputation of developing organizations that experience a very low attrition rate. He believes what is good for the part-time marketer, is in the long run best for all network marketing. **Holding the conviction, that traditional network marketing companies have been greedy**

“When you are a leader, it is important to handle with care the dreams and hopes of others. To shatter anothers hopes is to steal their life.”

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