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In approaching their prospects, network marketers enjoy the privilege of exploiting the element of intimacy by reducing the potential threat to that of a friend. Administrators are also aware of this and are often successful in approaching their prospects in a friendly manner. This is especially true in the case of those who are already familiar with the product or service being offered. In such cases, the network marketer can often rely on the personal relationship to overcome the initial resistance to the offer. This is a common technique used by those who are successful in selling their products or services through a network. The key to success in this type of marketing is to build a strong relationship with your prospects and to be able to provide them with the information they need to make a decision. This is why it is so important to be honest and to provide accurate information. If you are able to do this, you will be able to build a strong network of loyal customers who will be able to help you in your marketing efforts. This is the key to success in network marketing.

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