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ROMACIO FULCHER
THE CALIFORNIA KID

ROMACIO FULCHER "THE CALIFORNIA KID"

- What were your experiences before arriving in the world of Network marketing?

Before arriving in network marketing, I was a real estate broker and owned my own company in California for 13 years. I really loved being a part of real estate. I really loved helping people and making a lot of money.

- Who introduced you to the NWM?

Thirteen years ago a very wealthy friend of mine introduced me to NWM. He invited me to his house to come to a meeting to hear one of the top NWM in the world at that time. From attending that meeting, I was impressed with 2 things. Number 1, the ability to get residual income by doing work one time and 2, the ability to have maximum leverage. Both of those two things were two things I did not have. Both residual income and leverage, those are the two things that attracted me to the industry of NWM.

Along with that, the one thing that was most important to me was to have the right mentor. I believe mentorship is wisdom without waiting for it. I did not want to become another bad statistic from trying NWM. I wanted to give myself the greatest assurance that I would be massively successful immediately. To achieve that I knew I had to have the right mentor. The gentleman that I met 13 years ago at that meeting I was invited to, he was the gentleman that became my mentor and began to teach me everything about the industry.

- How was the start? Were there any difficulties?

Fortunately for me, when I got started in NWM, everything went extremely well. In fact, I'll never forget my very first month I made \$16,000. Within the first 90 days of being involved in NWM, and remember I had no experience in NWM, I made \$55,000 in my first 90 days. I attribute all of that success to three reasons. Number One, I had the right mentor, number two, I was using the right system and number three, I had great expectations of it working along with my hard work. Those are the 3 reasons why I succeeded very quickly in NWM when most people don't.

In the beginning for me I really didn't have any difficulties because I am very coachable and I am not afraid to work hard and duplicate what

is working. For me I didn't really experience any difficulties until my income got to about \$140,000/year. At the \$140,000/year mark that's when I began to plateau because my leadership skills needed to grow.

- How important are relationships on a human level for success in NWM?

Relationships are extremely important. The entire business of marketing, NWM specifically, is relationship driven. The reason why NWM does over \$190 billion/year globally is because of relationships. It is basically a person sharing with their close friends a product or service that they are excited about. By doing that, their friends either say no to exploring that product or service or they say yes they'll try it. That concept is what allows NWM to move so fast because there is a relationship and trust between you and your family and friends. And so yes, relationships are extremely important in NWM. It is the number 1 catalyst as to why the business grows very quickly.



- You have many friends among the professionals of this sector. Who did you steal some secrets from or who did you get the most tips from?

For me, I have 2 mentors in NWM. Fortunately for me, they were both my sponsors at one point. The first one I attribute a lot of my success to is Mr. Holton Buggs. I was with him for about 8-9 years and he taught me much of what I know regarding NWM. The second mentor that I know is a gentleman named Mr. Tyler Daniels. I was with him for about 2.5 yrs. Both of my mentors have each done over billions of dollars in sales in their current organizations. Fortunately for me, I have been able to learn from people that have already done billions of dollars of sales in this industry. Which is again, a large reason why I have done over \$1 billion in sales in my current organization. This speaks to the point that mentorship is wisdom without waiting. Along the way there were various other people I have learned a few things from, but the two people who were really hands on with me again were Mr. Holton Buggs and Mr. Tyler Daniels.

- Is network marketing a simple activity? What does the success of a networker depend on?

This is a great question. NWM is a very simple concept of 2 who get 2 who get 2. That is very simple in concept. But no, NWM is not a simple business at all. In fact, it is probably one of the most difficult business you could be part of because it requires you to learn a lot of different skills. As I said before, it is a very simple concept, but NOT a simple business at all. The majority of your success is dependent upon 2 things. Number 1, you must personally develop yourself. That means in every area of your life you must grow. You must grow the way you think, you must grow the way you conduct yourself, you must grow the way you speak, you must grow the way you dress, you must grow the way you treat people, you must grow your health. Every area of your life you must grow it. This is because your business is going to reflect you. Who you are. If you tend to lose at everything that you do, the chances are when you first start your NWM journey you will probably lose. They say, the way you do anything is the way you do everything. This is because in your mind you have conditioned

yourself to lose. You have to grow into thinking and operating like a winner. The first thing your success depends upon in NWM is your ability to personally develop. The second thing that your success in NWM depends upon are skills. There are 7 skills you need to master to get to the top of any NWM company. There are only 7 skills. Thankfully these 7 skills can be taught to anyone who wants to learn them. It has been said that if you want to master any skill it will take 10,000 hours or approximately 10 years of practice. However it doesn't have to take 10 years to master them. I would say if you want to master them, meaning you are making over \$1 million dollars/year you must focus on your personal development and your skill set.

- How much determination does it take to get to a good level?

Napoleon Hill says "At the root of all success is determination", no matter who you are, no matter what race you are. That is one thing that no one can teach you. The root of all success is desire. So you have to have a burning desire and determination to be successful. You have to have that, no one can give you that.

- Is Network Marketing really one of the best opportunities right now?

I believe that in today's world NWM is the absolute best opportunity for anyone. This is because it teaches you everything you need to know about becoming an entrepreneur. It teaches you about your thought process. It teaches you how to go out and prospect and recruit. NWM teaches you how to deal with cultural differences with people who don't think like you, don't act like you, and don't look like you. NWM teaches you what to do when people quit on you, how to keep going. It teaches you every single attribute that you will need if you want to be an entrepreneur or run any type of business. You learn all of these skills in NWM. So yes, it is by far the best opportunity in the entire world right now.



- Are there any mistakes you would have liked to avoid or were they also useful?

Yes there were tons of mistakes that I've made, but looking back on them if I had to do them all over again I would want everything to go the exact same way. I have learned so much and I've grown so much from my mistakes. That's one of the things NWM will allow you to do, make mistake after mistake. It's one of the most forgiving business in the entire world. That means you can make mistakes and go do it all over again. For instance, let's say you recruit 6 people and you did it all the wrong way. Well, you can draw a line in the sand and go do it all the right way the second time and go out and recruit a new 6 people correctly. That's what I mean when I say it is the most forgiving business in the world.

- Do you have any advice for those who want to approach the world of network marketing?

Yes. Everyone can benefit both personally and professionally when they choose to be involved with NWM. It teaches you how to be a better person and sharpens every skill necessary to be an entrepreneur.

- Can you tell us how you spend your time when you are not involved in your Network business?

I'm a business man. I love business and I love to be involved in NWM as well as traditional businesses. I love to look for other business that I can be a part of that do not require me to be there physically. I am really addicted to residual income. I'm really addicted to leverage. Hence the reason why I like to be involved with businesses that do not require me to physically be there. I love to put systems in place to help the business to be a success. I love to identify the right caliber of talent to make sure they can operate the business. In addition to that, I love to spend time with my family and of course I love to travel.

- What are your next goals?

Right now it is 9/1/20. Before the end of this year I plan to start my own global network marketing company. It is a digital global lifestyle enhancement company. What this means is it is a global company in which we focus on 5 things. Number 1, there are 20 different ways to make money without

recruiting. Number 2, we have a travel and entertainment component. People can travel for less and make money. Number 3, we have a digital health and wellness component. Obviously your health is your wealth. Number 4, we have a family finance component. That means we want to make sure that everyone knows what to do with a dollar. Everyone has their will or trust in place. Everything that is needed to have in place as a business owner is taken care of. Number 5, we have a spirituality and personal development component. These are the 5 pillars. This company will be launching by the end of 2020. We expect to have over 50,000 new representatives in our company within the very first month. We plan to break every record in the history of NWM. There has never been a company that has launched with over 50,000 people the first month. Then from there our goal is to take it to 2 million total customers inside of two years. Due to the COVID-19 pandemic, my focus has temporarily shifted from NWM over the past few months. I have been laser focused on doing all that I can by using my influence to assist in getting COVID-19 testing to people all over the world. Due to the size of my current global organization of 750,000 people right now, I feel I have been put in a perfect position to move these tests and provide assistance on helping curb the spread of the coronavirus all over the world. My vision is to get 700 million tests to people worldwide. Unfortunately, this is not an MLM opportunity, however I am responsible for choosing a few qualified individuals that really believe they can help with the vision. Of course there will be a strong compensation plan attached to the sales of these kits. The global demand for this product is insane right now. So I am extremely busy.

If anyone would like to know more about what it is I am doing, you can contact me via email romaciofulcher100@gmail.com or visit my website at www.romaciofulcher.com

