

**Start Now! No More Procrastination...**  
**Live your life by CHOICE**  
**December 7, 2015 Call**

- TNL this Tuesday night with great guests! 7:30 PM Mannatech Corporate Offices or [www.mannatechlive.com](http://www.mannatechlive.com).  
One last year end SPECIAL
- Mannafest April 6-10 Dallas Texas... Plan to be there -  
<http://mannafest.com>
- 2 More weeks of BP 13... End it with a bang! Win Incentive!

1. How do I lay the foundation for 2016 and beyond?

A. The Basics:

- 1) **Belief:** in yourself, the products, the company, the business model  
"Your **personal philosophy** is the greatest **determining** factor in how **your life** works out." Jim Rohn  
Take the "Self Scoring Belief Scale" attached and use it with your downline. Your biggest problem is YOU.
- 2) The three Powers  
The Power of Unity  
The Power of Submission  
The Power of the Spoken Word

B. Do you have "excuses" for not setting goals?

- 1) What makes you a renegade...
  - a) "They" have never worked for you...
  - b) You felt like you failed when you did not meet them in the past so why go through the depression
  - c) Just a lot of extra work
  - d) Andy Andrews says "Don't lie to yourself" ...so what does that mean?
- 2) Do you understand the statistics? Virtually every successful person who gets what they desire in their lives sets written goals. Virtually every book written on success says one of the initial steps is to commit to **Written Goals**. So, quit setting yourself up for unwanted results!
- 3) New Years resolutions:  
Change you to change your results  
MD Web says for health goals, 36% give up by Feb 1, 56% by 6 months.

#### 4) "The long pole in the tent"

2. Start with Vision (Simon Sinek "Start With Why" ...read it now): Methods to get you thinking correctly about Vision/Your Why

<https://www.youtube.com/watch?v=qp0HIF3SfI4>

A. Your highest aspirations and deepest values are your truest desires. Values are who we are...not right or wrong.

**Task 1:** call your journey "aimless pursuit of reality" ... start with no agenda, but just start writing in a stream of consciousness about "How I want life to be? What would be ideal?"

"The looking without the need for an answer helps you see what there is to see, and sometimes for some people that means finding God."

B. More traditional approach:

VISION must be consistent with VALUES

1) Goals are then based on the vision which is based on your values. To know your values... look at list -

<http://www.stevpavlina.com/articles/list-of-values.htm> and select most important ones to you...limit to 10.

2) Answer these questions to help:

*If you discovered that you only had one year to live, how would you live? Where would you go? Who would you be with?*

*If you won \$3 million after taxes, what would you do differently?*

*What do you enjoy so much, that you would do it without pay?*

*What five things would you like to be remembered for when you die?*

3) Draft a TO BE LIST; we must **Be** before we **Do**. Review the BE-DO-HAVE triangle.

Take 10 minutes to list all the characteristics of the great leaders of all time (list is attached). Now, take those that really stretch you and draft your TO BE statement.

What characteristics have you lacked? Which ones are so important as a foundation for achieving your goals?

d) Finally, draft your purpose/vision. Mission statement work takes time... know this is a work in process, but you need to start.

*(If you have "The Slight Edge" by Leo Weidner, draft and tape your LifeCreed; If you have "Strategic Acceleration" by Tony Jeary, then do Exercise 5 and review the entire outline from Dec 5, 2011 on Mannatrain.net)*

2. MJH Annual Review (this will support your sense of reality)
  - A. Evaluation is critical. So, review your 2015 activities in your business and then propose what 2016 will look like in comparison. (see attached worksheet). Understand the Law of Vibration.
  - B. What activities (habits) are you going to give up for 2016?  
Examples: TV, Sidoku, Phone Games, Newspapers, Politics, Gossip, you know of activities that "take time and move you no where"  
Also, look at anything that brings in negative thinking...BE GONE!

**"Design your life by choice and commitment and not by chance and circumstance."**

# Self-Scoring Belief Scale

Use this scale to monitor your level of conviction in the 6 core areas of Success and Leadership for your Mannatech Business. One of the most important ways to strengthen your belief in a given area is to use the affirmations given (or draft your own) and speak them numerous times every day. This scale is 1-10 with 1 being little belief and 10 being total belief.

## 1) PRODUCT

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *The Mannatech products based on Real Food Technology are absolutely the best, most cutting-edge nutritional products available.. They are backed by solid scientific validation and everyone can benefit from them. Because of the benefits they provide, these products are a tremendous value. Our bodies deserve the highest quality we can give them...and that's Mannatech!*

## 2) COMPENSATION PLAN

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *Mannatech offers the average person an incredibly lucrative income opportunity. The income and benefits of the All Star pack make it the best value for everyone and the compensation plan quickly and richly rewards both part-time and full-time associates.*

## 3) CORPORATE LEADERSHIP

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I have complete faith and confidence in Mannatech's owners and corporate leaders. They are visionaries who are transforming both the network marketing and the healthcare industry through social entrepreneurship, and integrative care.*

## 4) NETWORK MARKETING

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *Network Marketing is the absolute best and most economical method for distributing the Mannatech products. It is a highly ethical industry that has proven its ability to help anyone achieve financial freedom-IF they are willing to do the work. I am proud to be a Network Marketer!*

## 5) PERSONAL SUCCESS

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I am on my way to creating a legacy of success in Mannatech. Not only am I ACHIEVING my vision, but I will far exceed it and positively impact the lives of many thousands and perhaps millions of people. My dreams are now coming true!*

## 6) LEADERSHIP ABILITY

0 \_\_\_\_\_ 5 \_\_\_\_\_ 10

**Affirmation:** *I can competently and confidently help others fulfill and exceed their dreams through Mannatech. New associates are extremely lucky to have me as a sponsor and upline coach. I'm growing in my leadership skills daily, excited to be enrolling new All Stars into my success team every Business Period.*

# **Characteristics of a Good Leader**

## **Partial List Add as you see fit**

Honest  
Integrity  
Loyal  
Focused  
Fair  
Accepting  
Creative  
Dependable  
Committed  
Decisive  
Tactful  
Resilient  
Motivational  
Endurance  
Energetic  
Delegates  
Never compromises the absolutes  
Intelligent  
Courageous  
Competent  
Unselfish  
Visionary  
Problem Solver

Kind  
Generous  
Humble  
Patient  
Love  
Peace  
Empathetic  
Optimistic  
Empowering  
Leads by Example  
Understanding  
Discerning  
Disciplined  
Enthusiastic  
Passionate  
Initiates  
Inspiring  
Knowledgeable  
Bold  
Imaginative  
Contemplative  
Positive

## Seven Steps That Can Change Your Life

- 1. Identify Your Three Greatest Accomplishments In 2015.** Even if 2015 was a challenging year for you, odds are if you look close enough there's something somewhere to be proud of.
- 2. Analyze What You Learned from Each Accomplishment?** Now that you have identified your three greatest accomplishments, go back to each one. This time though identify exactly what you learned or were reminded of by each of them.
- 3. Identify Your Biggest Disappointments Of 2015.** Practically every company and individual resists analyzing their mistakes. That's a shame because this is where the best learning comes from.
- 4. Analyze What You Learned from Each Failure or Disappointment?** No matter how great everything in life is going - we all make mistakes. The trick here is to really analyze them, what preceded them, what could you have done differently, and how can you prevent them in the future.
- 5. Identify How You Limited Yourself and How Can You Stop It?** Were there certain actions you took or didn't take that came back to haunt you? In order to make sure you don't limit yourself again - you need to bring these self-defeating actions to the surface, confront them, and most importantly determine what you must do differently to make sure you don't make the same mistakes all over again.
- 6. Pragmatically Review the Information You Have Gathered?** The goal of this exercise is not simply to know yourself and your Mannatech business better but to actually use the information to make certain 2016 far surpasses 2015.  
*What are the big takeaways from answering each question? What do you know about yourself or your business that you didn't realize or weren't thinking about? Obviously, having this list isn't going to do it all, you still need to take this new knowledge and USE IT!*
- 7. Use This Information to Astonish Yourself in 2016.** The purpose here is to build into your schedule, your interactions, your management style or whatever else you've surfaced in the previous questions and build yourself a new better approach. Ok, now that we've uncovered a lot of useful information, the final step is to incorporate it into a plan for 2016.

## Annual Review of My Mannatech Business

<u>Activities 2015</u>	<u>Proposed 2016</u> (Change Activity/Change Vibration)
1. 3 Point Plan	1. Continue... Add TOM's
2. 1st week BP Achiever Counseling	2. Continue
3. Weekly Monday Night Team Calls	3. Continue
4. No structured prospecting	4. Daily prospecting for at least 2 hours
5. No use of apptmt book; cal on phone	5. New daytimer called Passion Planner
6. Getting Started materials on website	6. Incorporate Mtech new materials coming out
7. Marketing by whatever comes along	7. Plan target markets: Facebook Ads, Sizzle Calls, Private Business Receptions, Private Conference Calls
8. Eric Worre, "Go Pro" as starting book	8. Continue
9. Travel upon request	9. Schedule year out with target markets; strategic planning especially with reactivation
10. No reactivation	10. Apply REVIVE thoroughly over 3 BP's; make commitment of at least 30 dials a day
11. Financials	11. Monthly reconciliations
12. Virtually no "Daily Quiet Time"	12. Schedule Daily 1 hour of Quiet Time
13.	13.
14.	14.
15.	15.