

Richard Brooke
"Authentic Networker" at Boot Camp

Monday June 25, 2018

- Next TNL is June 26th at 7:30 PM CT - www.allaboutmannatech.com
- Empact+ Sampling ... Who has sent out their free 3 samples!
- Special promotion... Buy 1 box of Ambrotose Life slim sticks and get 15 sampling cards free
- Do you have your first sign up for the new incentive. This is the most important month to get people signed up Start now! 6 days to go.
- Check events.mannatech.com for Dr. Nugent coming to a city near you
- Saturday is last day of BP 6... Last day to put on AO is Saturday, but can backdate orders on Monday.
- Next Monthly Dallas Training – July 7th at Mannatech Corp or www.allaboutmannatech.com at 9 AM CT

Don't forget to join the **Sharing Mannatech** Facebook Page

1. This is part of a long term strategic plan for Mtech growth, long term...

a. Building a business building culture

recruiting your business in a very authentic way

b. Why is Richard critical?

He got to know Al 35 years ago

Success Mag he was on the cover...39 years old (37)

1st networker featured on cover of Success Magazine

Al handed out hundreds of these covers to people to show the prominence of MLM

c. Our GOAL: billion dollar industry we deserve to be

1) We can't grow until we all grow in methods, our sampling program is critical...

2) It is the one penny everyday...compound our time the power of leverage. We deserve to get the rewards of a large business.

2. Dawn of a New Day for Mannatech

a. Build relationships...many people like what they are doing...so ask gently: "I want to talk to you about something you may not want to talk about...when will you have a few moments to be present..."

Some say NO...They WANT...but it is not on their radar...***no space to even consider it***

b. They say no to the conversation...people are paddling to stay above water... you come by on yacht and they can't even see it. Then something happens in their lives, and you kept being their friend, so they stop by.

c. WHY DO PEOPLE SAY NO?

- a. They don't have the capacity to have the conversation...they can't figure out how to get dinner on the table no less what you are offering
- b. They know you are trying to suck them in...no bugging friends.
- c. Every person who tells you NO, their life is going to change...they will then be open Life changes...if he and Steve would have had another relationship such that he did not feel like just dropping by his house, would he have ever gotten involved?
SO, UNLESS your prospects are in habit of regularly stopping by for coffee, STAY IN TOUCH
***If you don't follow up, someone else will!!

- c. His philosophy: Even if earning nothing, he believes this is the best personal development, personal freedom, financial model in the world!! There is no comparison!! That is why he is IN IT.
- d. "your company is junk so get into mine!"
WRONG...we need many network marketing companies
all these federal legal institutions would then target just one!
Recruiting network marketers...bad idea.

3. Mannatech is a legacy company and he only works for legacy companies....
Today, 95% of CEOs are "suits": they have no clue how to serve you; AI NOT!
Build a legacy residual income is the only reason to be in MLM financially
HUGE residual.....

- a. You have a substantial customer to distributor ratio
Must have a good buying proposition for this to work...great products...
You get legacy income from people who will buy no matter what
on the back of this you can build a legacy income
Mannatech is a deep, historical science based product culture.
- b. The way we grow our impact, the way we share the Mannatech Mission around the world is by recruiting more authentic, raving fan customers to also promote our products.
- c. If you want to get Mtech to billion dollar company, do what Ray did.
Build a TEAM
Take advantage of these incredible products
HAVE a vision of your team! Big, Huge, whatever...
Motivated to get more people NOT buy more product
Quantum growth of sales organization gets you to billion dollar company
GET 1000 Super Sales People

4. Show people the diff between getting 4 super people, rather introduce raving fans of the products to the opportunity and let them run with it and sell to everyone.

- a. For Mtech to get to Billion, need everyone grow 4 fold...
Traditional sales: give territories and quotas

1000 need to sell \$83,333 per month

b. Us in Mtech...get 83,000 sales people selling \$1000 per month...

How hard to get to \$1000? 5 people at combo pack

Go through your TEAM with the exercise...replace all the products in your house with Mtech products...WOW double your volume

Living in the FLOW....everyday to SELL.

People are either frantic or slipped out of it into resignation.

c. 8th wonder of the world ...Einstein COMPOUNDING

"Best investment Berkshire Hathaway has ever made." **Warren Buffet**

on Network Marketing...bought Pampered Chef for \$1 billion

"Your 4 Year Career" has these quotes; own this book and teach it

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Compounding is how the rich get richer and the poor get poorer

Society watches TV and gets subliminal messages that you are not enough...so we buy stuff to bring short term happiness...never ending cycle to failure/being broke.

5. **What do you think everyone you will ever talk to is more interested in? Business/Products**

a. Where is your confidence in the business??

b. Everyone is looking for more money...Build a bigger business...offer both!

c. "Changing the game ...the new way to sell" Larry Wilson

He found a way to have grace and confidence in all that he does...

d. Company has tools...Your best tool is YOUR STORY

If use Mtech video, it's a pitch! **Trust "the Trust" to work for you!**

6. Our biggest challenge is that our marketplace is biased...

a. Based on 70 years of "should...ing"...all over the carpet

b. COMPLETE ROLE REVERSAL: based on Larry Wilson's book

Could I ask you these questions? What if we just asked a bunch of questions, to find out if it's a fit, then talk about fit, and see if they are interested in getting better???

7. Metrics on business

a. Bake your products in those metrics

b. Come back in a month, and show how those metrics work with your product...

c. See attached Metric Sheet and start using it today and everyday!

8. "Therapeutic Listening: The Art of Being Present for others"

his new book he hasn't written yet!

Step 1: Connect

Exercise in "Be With" Listening...

We think we get away with not being present because it is not verbal...it is in our head.

So, we think of all sorts of things, distracted, judgmental.

The way we listen as human beings sucks! We show up as the "suckiest people."

Change it by "turning the tables"

Connect:

notice in every conversation: where you are
What is your state of being...are you being present
Are they feeling they are in the presence of love...
BE PRESENT. it is an art, it takes effort
You can either be right or successful
You can either be right or happily married
Instead of being right be curious
Art of being present...
 clear your mind
 notice when you get off center
 when you get judgmental
 bring yourself back to this state...listening, not thinking of anything else
 do nothing but being present
Great big funnel...top is to connect...

Step 2: Be curious

 relevant and non-relevant areas, questions
 find information...
 show up for people
 unconditional love
 Be patient...why he hates his job...
real, vulnerable, honest, caring, involved,
Needs to be a philosophy for how you move in the world.
Notice even when you were a prospect...tell me a story...what happened to you inside
Now I get to talk about me.
People are starving for unconditional love, to matter, to get attention
Fill top of the funnel with all your connections

Step 3: Be candid, keep it real

 Mark Yarnell...master manipulator
 talk to 30 people per day
 Ask what he did for a living: emergency retirement specialist
 "what does that mean?"
Richard hates this...
Transparency and candor is more important
"I am in network marketing"
then if they don't like it "Sounds like you have a story"

Step 4: Be Present

Step 5: Be of service

 focus on them...their needs, their situation, ask questions
 how can you help...be present

Step 6: Be Patient

Step 7: Invite them to "Just Take a Look"

 "What about Bob?" movie is all about baby steps
 build relationship, build trust, ..."How about if you just take a look?"

Step 8: Honor the No

"As you can see, I am very excited about this, would you mind if I just circle back and tell you how I am doing every couple months?"

<http://e.blissbusiness.com/videlandingpage?W=ng46kfqv0c> Free Webinar on his website...1 hour long webinar to fill funnel

9. Do we lead with the Product or the Opportunity...

depends on what they need...

The answer...be interested... and be curious

a. Lead with Product:

sampling is brilliant

How can we create stories that will make you go out and do this?

"Secret Sauce" for handing out product:

"When you see for yourself how your mood is elevated, how much nicer you are and how much more productive you are, when you see what kind of magic this product is, I will show you how to get it for free and earn \$1500 a month for life."

Notice he casts a vision for:

1. What the product will do for them
2. How to get it for FREE

Emphasize mood with the Empact+ as it goes further

Giving product to someone who wants it to work, adds molecular ingredient to support this happening. Attitude influences how they experience it. So, cast a vision around it.

10. 7 Steps to Your Success

Step 1: Create a vision that inspires you

what is your story...what is motivating for you

this is the most important thing in building a business

change your story and reboot OR quit!

Your presence influences everyone...if you are not going to build this company to a billion, change your story...your energy influences everyone

go back to the first three months in the company

talk about what we have today!!

3 levels of Vision = self-motivation

Green...On fire Goals = Vision (3 out of 100)

Yellow...Apathetic Reality=Vision (50% the people)

Red....Sabotage Worry =Vision (50%)

Your Authentic Vision: write it out

Your Goals: write those out

Your Theme Song

Your Gift

His wife had lunch with someone every day!! 5 years, 20,000 in her business

Step 2: Establish your Single Daily Action

Daily method of operation

DMD ***Daily Makes a Difference***

What is the easiest thing for me to do that if I did it everyday, it would result in what I wanted??

Single Daily Action what is it? for him, **INVITE 1 person every day**

Daily Method of Operation

Easiest Thing to Do Daily

Step 3: Wall off the Same Time everyday to do your SDA

He starts off with 1 invite every day for new person...

If you leave it up to 95%, they will not do it consistently

they will decide to do it when they feel like it

So, they get up go feed kids, etc. thinking about it but don't do it.

Secret to make this happen: Pick a time of the day!

when you are in better mood

when no distractions

wall it off ("Do Not Disturb")

If you wall the time off, you are 10X more productive...

James Clear "Constraints make you better: Why the Right Limitations Boost Performance"

Step 4: "DO it anyway"...Everyday!

"JUST DO IT...Anyway!!" This is Richard's saying.

Do it everyday...compound it! Get champions to hold you accountable

Step 5: Recruit a champion

Step 6: Track your Stats

Hugely important...how many you talk to and how many you sign up

If you don't keep your stats you are not a PRO!

He challenged us to keep them for 90 days and then let him know whether it is worth it

Step 7: Debrief and Learn

from every result; Sharpen the Saw!!!

SECRET FORMULA

Most don't do it...odds are so great.

If no one does it how to inspire me to get it done?

Always encourage people with dream...what are odds? Very slim...but she got it

But we champion people doing this just because odds are against you, then odds become in your favor!

Here is the formula:

- 1 1 invite per day (say you get \$500 for each invite...would you do it then?) for 500
You will start talking right now; if they say No and you get \$500 what happens to your ego; get into that guided visualization! Mtech pay you \$500 per day
Capture that vision in your body!! do this for 90 days right now! (90 day challenge!! this creates the habit)
 - 2 2 presentations a week (week 6-8 this will start)
 - 3 3 enrollments per month (start in 2-3 month) get a run of personal enrollments!
- 2 + 2 2 Years of Enrolling + 2 Years of Leadership
10,000 \$10,000 in monthly Asset in Income by 5th year
2,000,000 in Asset value if business is spinning off \$10,000/month
Take care of your Asset!! (rule of 200...200 X monthly income)
730 total invites (Christmas off)
\$2,857.14 Amount each invite is worth

So why don't we do it? We don't believe it is worth it.

We don't believe in the formula

You don't believe in the promise

People don't get motivated by mysteries...the brakes go on!!

Invite for 24 months 1 per day!

Lead for 24 months like your life depended on it

Wow, \$2 mill asset!!

Just Do It!

Bliss Business Monthly Stat Tracker

Summary	
Prospects:	0
Invites:	0
4YC & 4YCW Books:	0
Follow-Ups:	0
Presentations:	0
Enrollments:	0

Definitions	
Invites:	You ask someone to take a look at your opportunity and they respond ... Yes, No or Maybe. (No response ... no invite.)
Presentations:	You present your full opportunity with the intention of them enrolling to build a team. It's OK if they join just to buy the product, as long as you presented the whole opportunity.
Enrollments:	Your prospect joins your team!

Instructions

To update your stat tracker sheet, input your data into the **Daily Breakdown blue** section. Information entered in the Daily Breakdown will automatically be calculated in the **Summary** section. ***Do not** enter data in the Summary section.

Daily Breakdown						
	Prospects	Invites	4YC & 4YCW Books	Follow-Ups	Full Presentations	Enrollments
Day 1						
Day 2						
Day 3						
Day 4						
Day 5						
Day 6						
Day 7						
Day 8						
Day 9						
Day 10						
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Day 12						
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