

Mannatech Leadership Event

Monday Call, November 10, 2014

- Mannatech Now – Tuesday November 11th 7:30 Pm CT at Mannatech Corp Offices or www.mannatechlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#

FRIDAY AFTERNOON

Mark Nichols

Great financial results
Double digit income growth and sales growth
11% growth in the US...first time double digit in years for US

Al Bala

90% of our people just take products...this is HUGE for a network marketing company!

Motivation: takes a bundle of beliefs

2013: \$168 billion in direct sales
96 million people in this business worldwide

Direct sales grew by 8%; retail grew by around 4%
This is proof of an incredible future for our business model
Retail is drifting...people enjoying more efficient buying models.

Ron and Paulette Roy

Never look back...we have an awesome future.
they went to Congress with many other reps from other direct sellers to meet with Members of Congress. Loved it and found that the DSA absolutely thinks the world of Stan Frederick and other members of our executive staff. They are very impressed with what Mannatech has done post Tx AG. They also were told that our science and products were clear leaders in the industry.

Amanda Latrelle

Visualize...it is what you visualize that you will create.

Al Bala

If you can't manage your day, you can't manage your life.

Luciano

Duplicate, duplicate, duplicate!

FRIDAY NIGHT

Ray Robbins

He gave a wrap up of his trip to Vietnam and his experience as a Helicopter pilot. Tremendous application to the same attributes we need to develop to build a great Mannatech business: determination, "never quit", lead even when others don't want to follow you, when others don't believe you can show them YOU CAN.

Al Bala

He will never forget the day that totally changed his life...November, 1980 when someone asked "What are you doing next Tuesday night?"

"Takes guts to get out of the ruts."

Statistics show 75% don't like their jobs...not about their boss or salary, but mostly the fact that what they do doesn't make a difference.

"Do not look for the best, be the best!"

Changing economy...losing most of the jobs we know about. Robots are coming faster than we can believe.

HOPE: believing something is possible...sets mind in motion to find a way; universe brings the mechanisms.

What is Platinum Presidential?

It is the belief.

It is the vision.

Must imagine it first!

Dr. Rob Sinnott

Worlds FIRST complete glyconutrient ; McAnalley produced the formulation and then left. Tons of anecdotal data existed...terrific science team most of whom stayed on.

Sinnott pursued dozens of peer reviewed studies lending validity to the science, the products and quieting all the ridicule.

Recently, one of the Review studies from 2010 Sinnott/Ramberg and others became the most highly cited in the National Library of Medicine.

Rob received a note last week from major researcher for pharmaceutical industry saying thanks for all the terrific contribution Mannatech has made for the glyconutrient/glycobiology industry!

We were first to use the word Nutritional Glycobiology.

Ridiculed to highly objected to well accepted...we have come a long way!

Our science is second to none.

Our validation is strong

Our patent portfolio is second to none

Our science is protected from unscrupulous competitors.

Rob said this CEO position is truly fulfillment of a dream. He has been able to go to the top universities to study...to further serve all of us. He said he is going to spend the rest of his life repaying the kindness.

Now with double digit growth coming back to Mannatech he feels many may come back home. This upcoming 2015: Rob challenges all of us to come out of our comfort zones. He took off his shirt and had the Superman Costume on..."we all need to show what we are made of."

Al Bala

He discussed Jason Lester...showed a video, discussed what this tremendous accomplishment means to all of us. Jason is still in China.

For all of us:

100 day challenge...

Trackers are all about HABITS.

By taking action, things started turning around!

Leaders lead by example...when you show up and take action with the Daily Action Tracker, your downline will show up.

As we took ACTION on the fundamentals, results changed everything.

Stop the habits that are not serving you: Dr Rob quit TV 5 months ago, others stopped their newspapers, whatever it is that is blocking you.

"If you can manage your day, you can manage your life." The opposite is also true...

M5M Foundation...beginning January 1 (just awaiting the IRS 501(c) (3) status) Mannatech will start handling all of the contributions to M5M program instead of using Manna relief.

1. We don't want to continue outsourcing this...keep a closer eye on everything
2. We can deliver the product more efficiently
3. Better transparency into the results...we will receive the info better from the field.

Sarah Bowen was introduced as new Executive Director. She is as Rob says "the perfect little sister he does not have but would have chosen." ..

Bob Adam

Discussed the Metrics (measurements):

1. Defining metrics:
 - a. Leader Level
 - b. GPV
 - c. Commissions

2. Growth metrics
 - a. enrollments
 - b. auto orders
 - c. growth in Leaders
3. Production Metrics
 - a. # attending events
 - b. # on TOMS
 - c. # of Achievers

Mannatech will measure these over 3 BP cycles

Rewards will be given for those accomplishing highest metrics

Bo Short

What to expect this weekend:

3 Point Plan is just a name...the system has been around for years.

Commitment ...he could care less if you leave excited...leave **committed**

Powers: leave understanding the 3 Powers and start applying daily

Structure: understand the two legs only until around Sr National, then start a third; understand tap root concept and placement at the depth of legs.

Strategy: listen and learn how to grow

Change you...invest in you. I don't care if you don't like to read....**READ!**

We are moving to a regional system: you will have meetings within 2 hours of your location.

Power in associating with people.

You must wake up today and know that world is perfectly made for you.

Do something great in your life!

SATURDAY

Joel Bickman

GlycoBoom...terrific product with incredible testimonials coming from the field.

Great website will be up Monday...with video, and comparison chart.

Chart is awesome as it compares the competitive products and **SHOWS** how Glycoboom "blows away the competitors."

Make sure to get one.

Facts tell, Stories sell.

Showed new video of Ambrotose.

Dr. Nugent

Sunday there is a 3 Point Product Training

Need **CONFIDENCE**...don't need to be an expert.

Also give tips on how to interact.

He reviewed all that he is going to train to get people excited!
His new bundles...

Bo Short

Went through the new Business Presentation "Flip Chart Presentation"
Bo will be taping the entire presentation so you can actually just send people that, or play it when you are out with a prospect.
Find it in the Resource Library: called "Guide to a Business Opportunity"

Bob Adam

Discussed the 3 POWERS: Unity, Spoken Word, and Submission
Rhythm: so critical that you get in the flow....
Follow daily action tracker, go to biweekly meetings, monthly trainings, Regional Meetings.
Culture: is the three Powers
We are about edification, we are about Unity,,,

Be Patient, Be persistent and be passionate.
Look at yourself: "Would you like to have 3 of you in your downline?"
If the answer is no, then start working on YOU..
Spoke the entire piece by Steve Jobs on "the crazy ones" expressing how crazy the people in South Africa are. They truly work so very hard!

The past? As Bo says "Let it Go!"
The future? It is time to believe! Peoples' lives depend on it.

Steve Hines

Only two things that stopped me:
1. Me...limiting beliefs about myself
2. My skills...limiting beliefs in my skills

He talked about his story of unifying his medical school class after they were told only 1/3 would make it through. He worked together and unified everyone to work together and the entire class passed! Power of UNITY (and that was a group with incredible egos)!

Create one leadership culture: Unity, Harmony, Prosperity
Incorporate the 3 Powers: Unity, Submission and Spoken Word

CD's in your car will change your life!
Create a culture of Personal development

Leaders are readers
Listen to CD's
Attend all events

Find your why: mine is Freedom, Freedom, Freedom Baby, Freedom!

The ship is sinking...giving is everything
Give folks Hope for Life

Give Them Hope for Love
Give them Hope for Freedom
Give them Hope for Happiness

Merri-jo Hillaker

Spoke on Achiever Counseling ("AC")

Starts with the 3 Powers

Unity, Submission, Spoken Word

AC is all about building Leaders

"Leadership Revolution" by Orrin Woodward

5 Levels

1. Learning
2. Performing
3. Leading
- 4. Developing Leaders**
5. Developing Leaders who develop Leaders

#4 is what AC is all about...developing leaders

Read this chapter before you ever start AC.

One of the reasons I love this so much: ***No longer about chasing GPV...now we are all about building leaders...working to have "healthy legs" then the GPV will automatically come.***

When prospecting, look for the 3 H's in people:

Hungry

Hon-able

Honorable

Work with new associates who are to be:

Having Fun, Telling stories and Stay close to upline

Bring them along to Team Bonus, RD status and then ND

Once ND, then determine if qualify for AC

Need additional characteristics for AC:

Activity...they have to be growing, enrolling, working with people

Respect...the person needs to have respect for you

Connectedness...you need to like each other...

Attitude...positive attitude is a must or they drag you down with them and will not lead anyone in the right direction

Relatability...people skills are critical: people like them, trust them, are attracted to them.

In AC, need to be a great encourager, but also the balance between Dictatorship and Friendship. Too much friendship is lose/lose as is all dictatorship.

Be an encourager but firm to help Achiever create results.

Don't necessarily wait for people to Qualify with the definitional needs on the AC Form...you may never find AC as this has not been our culture in the past. So, look for the characteristics and help them grow into the required Activities (15 STP per month, TOMS, attendance, etc.).

Everyone should work on becoming an Achiever...always have your view on finding and building Leaders, work on the traits of a AC...it is more important than working on the ND, ED. Mentorship is your road to success.
Reason I love this soooo much: no longer chasing GPV...

Judy Quick and Dana

Judy interviewed a new ND in her downline. This was a gal she met at a meet up group who was involved in another Networking company. Judy actually went to her meeting on her company, and when she recognized Dana had health issues, she started her on Mtech products. Dana never looked back after achieving great results on products. Dana loves a company where people can so openly discuss their love for the Lord.

She also sees herself as a cautious personality type and suggests anyone with these structured approaches can make it.

Luciano

This is a relationship business.

Edification is critical...build people up at every opportunity.

3 areas:

1. Upline
2. Downline
3. Crossline

Be Proud: I am so proud to be in Mannatech business.

Edify Mannatech and the officers.

Your upline is your Lifeline!

Even if they are not active..."I learned a lot from ..."

Your downline...never put people down who are not active...

Your crossline: never counsel crossline...their upline has vested interest...but edify them at every opportunity. We operate in UNITY.

SATURDAY AFTERNOON

Bo Short

Introduced us to the New Site and Platform for Trainings...it is coming

Mannatech associates will have

1. Mannatech Basics
2. Mannatech 101
3. Mannatech 102
4. Fuel Videos
5. External Leadership Development
6. Building Champions call
7. TOMS Subscription

Modules for 5 will be made by outsiders

Most of the rest are by Mtech leaders and corporate staff

Huge education platform all on one website

Ricardo Sabalvarro

Crossfit athlete on Team Mannatech
Just won 2 major crossfit competitions
From Venezuela

Bob Adam

Talked about the 4 Basics/Wheel of fortune
Contact List, Contact and Invite, STP and Follow up and get started

Ron and Paulette Roy

"The travelers Gift" a must read
p. 190 are you treating your business as a business, or as a hobby?

Preparation is crucial:

1. Get organized work space
2. Have a planner/filling in your appts daily
3. Use the Daily action tracker
4. Write out a goal
5. Find an accountability partner

Remember: Life happens so don't get discouraged by temporary setbacks

Ron

Remember the looking zone...many will not be in it so NO's should never shake
your confidence.

Have a decided heart...Be you and Be authentic.

Have a List

Find your WHY...Sinek's book on "Start with Why"
changed my life.

Let's go do this in UNITY!

Wendy Kremmer

Purpose of STP

Find their Why

Share the Business Presentation

Share the Products

Mindset:

Abundance mentality

What I have to offer is valuable and life changing

Have an attitude of positive expectation

Renew your mind and speak your value and purpose

Fear is an outside force

Everything you want is outside your comfort zone

Materials to STP:

New flip chart (business presentation in resource library)

Webinar

New Ambrotose video

Ways to STP:

- 1 on 1
- Home meetings
- Public meetings
- On line one on ones
- 3 way call

Start with finding their WHY

Bo Short did excellent training on how to find WHY on Champions call think entitled "How to close leads"

Getting Business started

- Have a big launch
- Pick two nights and invite 4X the number you want to show up
- Set a goal for # of guests
- Dress for success
- No shows happen...relax and have fun

Judy Quick

Grateful for this company

Talked about need to earn money after Tx AG and tried a couple other MLM's; So glad to be back as her heart is for the Mtech products and mission!

Fortune is in the Follow Up

- Have a system and be organized
- Proper follow up materials (be prepared)
- "HAMBAM"...have a meeting, book a meeting
 - This is all about never leaving a prospect without a NEXT STEP outlined, and the date and time set.
 - Lock time in calendar, and always do what you say

Eric Worre

- tips on next step:
 - "If I do (this) will you do"
 - Then lock in a specific time...
 - After they review materials, "What did you like best?"

Learn to be replaceable

I am a leader who develops leaders who develop leaders. If we are honorable, our teams will forgive our mistakes.

Amanda Latrelle

Interviewed her business partner Ron

She is operating at Level 4...Ron is doing trainings, stepping into leadership/ He loved being on stage...it was so fulfilling as he always saw himself that way. Last year and a half was "the ride of his life."

Daily calls at 6:00 am

Weekly meetings where different people step up

Rhythm is definitely what Amanda has set up in her organization.

Have Unity did not have before.

SATURDAY NIGHT

Kathy Jackson

Interviewed Chauncey in her downline

New ND

Get your WHY...she had to really push and finally she decided what she wanted most was to buy a new Pick UP for her husband.

Then she was on fire. It was emotional for her.

Uses Wendy Kremmer's website

Realteamsupport.com

Submission is changing their lives.

Johanna Bala

Gave an incredible testimonial with slides about how her life as an abused wife, who could not even speak English here in the States, having nothing and trying to raise three children, to being Gold Presidential.

Incredible moving for all in the audience. Will be on the new Training Site.

Dare to Dream

Do your Do's (daily action tracker, self development, TOMS)

Design your Destiny

Les Brown

Old age is not for wimps! "You live long enough and you'll find out!"

Les is 70 now...he was very inspiring and funny as all get out.

He told us to put one finger in one of our ears. Then after talking for 10 minutes, he told us to take it out. When asked "Why the finger in the ear?" So everything I told you doesn't go in one ear and out the other!

He is suffering from cancer...going through treatments.

Doctors should not be able to tell people they are terminally ill rather say "My services have reached a termination point so you should look elsewhere..."

We are in the best place in the world to live....he travels all the time and said in Manilla saw a license plate "Yankee go home...and take me with you!"

Goals for business: most aim too low! "You have the ability to do more than you can ever imagine."

He had picture of himself and his twin (his mother was a single mom and adopted 7 children) and they were holding 2 pieces of sugar cane. Next to him was a picture of Donald Trump. Both have made millions but Donald was given \$200 million from his dad and I was given two pieces of sugar cane!

Anyone can make it. Don't let your beginning stop you!

Get someone in your life who can see what you can't.

"The Road to Your Best Stuff" by Mike Williams is a book that introduced Les to a Les Brown he didn't know.

Die to who you've been to become who you were meant to become!

You have the ability to do more than you can imagine.

Don't ask how..."Lean not on your own understanding..." JUST BELIEVE!

What is your WHY?

What changes do you need to make?

Schedule? Habits? Radical change...This is what breakthrough means...CHANGE, How you show up.

Speed of the Leader is the Speed of the Group.

Everytime unemployment goes up 1%, 10,000 women are battered. We have the answer!

We can show people how to build their own economy!

We create value for people...and it is FREE!

People Need:

1. HOPE...we have it
2. METHODS...we have it

Telling your story can produce great impact and income.

"If you do what is easy, your life will be hard. If you do what is hard, your life will be easy."

Strategies:

1. Learn how to tell your story
2. Create value for your audience
3. Never let what you want to say get in the way of what they need to hear
4. The best leaders are the best listeners
5. Observe how they are listening to you as you are talking

You have an energy signature...when you approach people use your story strategically and experientially...YOU WILL EXPLODE!

1. Find a statement that describes your journey
2. You've got to be "HONgry"
3. Provide more service than you get paid for
4. Build relationships...listen
5. Give before you ask

You need to be willing to do what other people are not willing to do!

yeslesbrown.com and he will give us free video
include "would like to learn how to tell my story"

"In order to do something you've never done before, you need to become someone you've never been!"