

Association of Network Marketing Professionals:
Dallas Annual Convention
Monday, March 4, 2013

- TNL – XFM with Kevin Robbins and Clark Diemer– 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Thursday night XFM Support Call at 8 Pm CDT 800-768-2983 access code 471- 7417#
- Mannafest 2013, April 25th– 28th
<http://www.mannacomm.com/mannafest2013/>

1. We are all Professionals
 - A. What is this organization?
 - B. Why never before?
 - C. Collaboration will help create phenomenal results
 - D. Lead to higher level of acknowledgment of our Business

2. Incredible insight into others experiences:
 - A. Paula Pritchard (1 1/2 yrs from earning her doctorate)
 - 1) Why network marketing? what she realized...
 - 2) 1st 15 months, not going well
"You're not working hard enough"
 - 3) Turning point in her business:
She needed a new attitude.
"I am going to the top in my company, I want you to go with me because I think we would be great together. I am going no matter what so are you in?"
People want to follow you where you are going...they don't want to be part of a test run.
This one change in her invite totally changed her results.
Quit settling for just anyone...find people who are hungry and committed.
 - 4) Understand the business you are in...
 - 5) Learning how to recruit and promote is paramount...until you learn that you will just go through the motions.
 - 6) 50% of people are not entrepreneurs to start so don't sweat the small stuff. Qualify: ambitious, self starters, energy, positive

7) One note I loved from her...90% of depression is caused by indecision. So if and when you feel the least bit discouraged, ask "What decision am I avoiding?" Make it and move on.
(Next week: The Paula Pritchard System...it wowed me!)

B. Carlos Marin

1) Fast Company statistic: by 2020, 40% of people will be independent contractors or temporary workers. Solution: JOIN US NOW!

2) Everyone can Be Do Have anything they desire as long as they are willing to obtain the mindset of those who have already obtained it.

3) "When I see it I will believe it." WRONG..."When you believe it, then you will see it."

4) THOUGHTS ARE THINGS...the most powerful things in the universe...thoughts proceed all actions. A person has 65,000 thoughts per day. The internet is approaching the capacity of 1 human in processing, memory, etc.

5) Our conscious processes 15 pieces of information per second; our subconscious processes 15 million pieces of info per second.

Thus, if conscious is not in agreement with subconscious, subconscious WINS.

6) Ultimate Success Formula:

a) Own your Life...Be Responsible

b) Define your Dreams

c) Establish your intentions

d) Define what is blocking you

e) Get Clear and Focus

f) Create an Action Plan

g) Take Inspired Action

h) Be It! Assume the mindset of the person who is already there!

i) Two optional that will expedite your results:

(1) find a mentor

(2) use a system

C. Nobuhiro Kaneko

1) Japanese...started in skin care made nothing
Tried over and over (over 2 years), but he never gave up.

- 2) He contacted the best in the industry to offer opportunity.
- 3) Finally one broke, and from there he became a millionaire
- 4) Prior job was terrific but when the company went belly up, he found out "no more money, no more honey."
- 5) Stay focused, 24-7.
- 6) 5 presentations to 5 people per day...that is something you control.

D. Keith Halls

- 1) Failed for first 6-9 months.
- 2) #1 lesson he needed to learn is always come from heart...you must do everything from your heart.
- 3) Be a great listener and meet them in their heart.
- 4) Trust...you must trust others and be trustworthy yourself.
No one will follow you if you are not.

E. Jordan Adler

- 1) Failed in everything...working an airline job and upon downsizing, they cut his pay to \$24,000 per year.
- 2) Took on Networking with \$1000's in debt on 20+ credit cards.
- 3) Failed miserably, then went to Russ Devan's house where he just listened. Advice: for 2 years sponsor just 1 person per month. Most people give up on everything they do. 1 out of 20/30 will go on to grow a business. So, he chose a coffee shop and did three presentations per day.
- 4) Signed up 129 people in 14 years with this company; out of the 129, only 5 really worked the business, and they signed up 100,000's creating over \$8 mill in income for him.
- 5) Find the ones who are willing to work and work NOW. Find the next one who wants to do it, and work with their organization.
- 6) See the picture attached to this outline..."if He can lead people to "Jesus Christ" through his Heavengate ministry, I sure as heck can lead."
- 7) Steps to create anything:
 - (a) Dream
 - (b) Consider that it does not even exist until its in your calendar
 - (c) Trust the process

(d) See the Job through!

F. Todd Falcone

4 Lessons:

- 1) When someone wants to show you the system/way to make millions, don't mess it up.
- 2) First two years made nothing! It takes patience! so lesson: no matter where you are there is hope! Volume takes time to accumulate.
- 3) Be genuinely interested in other people. The #1 reason people buy from you is because they like you.

3 ways to show interest:

- 1) Listen to them
- 2) Do as you say.
- 3) Help them. Be on their side...be their best advocate.

(When he hears someone say they are not good in follow up he goes NUTS! It is NOT skill based, but calendar based.)

- 4) Follow up and Finish. This will make or break your business.
- 5) It's My Fault. You can't fix it if it is you pointing your finger.

G. Sarah Robbins

- 1) A kindergartner teacher who was shy.
- 2) Started her business and threatened to quit so many times she can't count.
- 3) Finally, she developed a retail business...but that was only generating about \$3,000 per month after a couple of years. Then, she read Network Marketing Times and finally understood leverage.
- 4) First four years only sponsored 100 people: 30 of whom are still moderately working it, 10 working full time, and 3 account for 80% of her income.
- 5) Don't tell people to make their list...they don't know what to do. Give them advice on where to find names...email bank, Facebook friends, Christmas card list, church directory, neighborhood party list, own phone list for house fix ups, doctors, dentists, etc. Open the door so they can see it. Use Memory joggers as well.

- 6) She built a terrific referral program. "My business is expanding in your area. Would you like to host an event?"
- 7) Whenever you are thinking of approaching someone, ask what is the Risk? Is it greater than the \$5 million I am foregoing by not presenting to them?
- 8) Cure for any non-performing networking business: personal activity..."5 contacts per day keeps the leads coming my way." Two great quotes: "Discipline your disappointment." "Never too early and never too late to passionately pursue your dream!"

H. Donna Imson (now 5 mill distributors!) "I am here to serve."

- 1) Quiet, shy girl raised in Manila (1 friend in grade school, 2 friends in high school)
- 2) Abused by her husband so finally got the courage to leave with 3 kids. Hid in others homes to avoid him. Had nothing and best job available was receptionist at a factory. Not enough money to really survive no les give her kids what she wanted. Did she have a true emotional dream/why/desire?
- 3) Was frightened to talk to people. But found she was more frightened to not provide for her family.
- 4) Three things totally changed her life:
 - (1) Dreams: she had a dream...does not have to be a big dream but it must be a person's dream. Each networker must have one or they will never make it. It is a difficult business.
 - (2) DO...take action, HLA you have control over this. Be a part of a TEAM...to be a great leader must be a great follower.
 - (3) Do on a daily basis...every day work your business. Choose a number of presentations each day. "Our daily success comes form our daily activities." Schedule your day every day.
- 5) The Servant Gene is the dominant gene in her organization.

3. What is always the same?

- A. The "failure" up front...
- B. The value of a Mentor
- C. The absolute necessity to have a life changing reason: clarity of vision, dream, something that absolutely grabs your emotion.
- D. The NEVER QUIT attitude

E. Be coachable

F. Everyone of them said they only ever sponsored 100-200 total people...but it was 2-5 that made them all their money!

